



38.04.02 MANAGEMENT (INTERNATIONAL BUSINESS)

General Locations Southern Federal University

All Locations Taganrog, Russia

Duration 2 years

Portfolio Application Deadline March, 2023 – June, 2023

All Languages English

Study Type Campus / Distant

Pace Full-time

Head of the program: **Elena Zashchitina**, Deputy Director for Social work, International activity and Admissions of the Institute of Management in Economic, Ecological and Social Systems (SFedU), PhD in Economics

The best way to enroll is to participate in the portfolio competition.

This way is highly recommended.

You are requested to present

1. Motivation letter.

Motivational letter should disclose the reasons for choosing this master's program and the goals that the applicant sets for himself/herself when studying for this master's program. The recommended size of a cover letter is 1-2 pages.

Criteria of evaluation for a motivational letter:

- **Topics:** «Why do I want to study at Southern Federal University?» ;
- expectation of the goals and expected learning outcomes in the magistracy, plans for scientific activities carried out during training, CV (brief description of life and professional skills);
- justification of the choice of the Southern Federal University as a place of study;
- substantiation of the choice of a master's program and its connection with current or future professional (research) activities, a link to an open repository with previous project or projects.

2. Essay. Essay requirements: No less than 2 pages of the A4 format. Margins: left - 30 mm, right, top, bottom - 20 mm. Font - Times New Roman, 14 pt., line space 1.5.

TOPIC: «Role of the Leader in international corporate management in XXI century» .

3. Documents confirming scientific and professional achievements of the applicant (certificates, diplomas, letters of recommendation).

4. Language proficiency certificate: IELTS 5.0-6.0, TOEFL (iBT) 57 – 86 (online version); TOEFL (PBT) 487 – 566 (paper version); Cambridge Tests PET Preliminary.

If you do not score the required number of points (40), you still have an opportunity to enter the university by taking entrance examinations in August, 2023.

Program Description

Main goal: transfer to students theoretical knowledge and practical experience enabling them to work on foreign markets, develop and introduce into practice small, medium and large companies strategic aspects in the field of international trade, cooperation, investment and financial activities, evaluate the activities of enterprises using the examples of leading international and Russian companies.

The educational program belongs to the **priority areas of master's programs:**

- orientation to the **strategic guidelines of the University;**
- focus on mastering the **professions of the future** (including: coordinator of community development programs, coordinator of production in distributed communities, manager for cross-cultural communication, etc.);
- ability to work **in international markets**

Advantages

- implementation of the program in English
- mastering the professions of the future
- participation in the educational process of representatives of the business community and foreign visiting professors
- the opportunity to work in international markets and develop in the scientific field;
- participation in academic mobility programs, summer and winter schools

Career prospects

Graduates of the master's program will be able to work as managers of international projects and processes, heads of foreign economic departments, coordinators of community development programs, coordinators of industries in distributed communities, cross-cultural communication managers at enterprises in various sectors of the economy:

- in state corporations and institutions;
- be the owner of your own business;
- work in the field of science and education;
- in intergovernmental, state and municipal organizations and authorities

Key competencies of graduates

- systems thinking,
- intersectoral communication,
- project management,
- multilingualism and multiculturalism,
- participation in the development and implementation of a strategy for international development of organizations of various forms of ownership and legal form;
- skills of critical evaluation of the proposed options for management decisions in the field of international business

Basic modules

1st semester

- Modern Management Technologies
- Methodology of scientific
- Managerial Economy
- Legal regulation of the economy
- Foreign Language for Professional Communication
- Production Practice (Scientific Research)
- Project activity module

2nd semester

- International business
- Foreign Language for Professional Communication
- International Business Negotiations
- Placement (Introductory Placement)
- Production Practice (Scientific Research)
- Sustainable Development
- Social Policies in Market Economies
- Innovation Management and decision making

3rd semester

- Innovation Management and decision making
- International Strategic Management
- Knowledge-based economy
- EU-Russia-Asia Political Cooperation and Prospects of Relations
- Production Practice (Practice by professional activity profile)
- Business planning
- Creative leadership

4th semester

- Production Practice (Technological (project-technological practice))
- Production Practice (Externship)
- Preparation for the Defense Procedure and Defense of the Final Qualifying Work



Academics



Pavel Vladimirovich Pavlov

Course Director



Giuseppe Ciccarone

Head of the Management
Department Sapienza University of
Rome, (Italy)
PhD

Subject: Managerial Economics



**Irina Andreevna
Karachun**

Head of the Digital Economy
Department, Belarusian State
University (Belarus)



**Svetlana
Vyacheslavovna
Zenchenko**

Deputy Director for International
Affairs, Institute of Economics and
Management (North Caucasus
Federal University)
PhD, professor



**Tatiana Viktorovna
Goryaynova**

Director of the Independent
notprofit organization "Agency for
Tourism Development of the
Rostov Region"



**Sebastian
Bakalarczyk**

PhD, Professor, Lodz University of
Technology (Poland)

Subject: Innovation
Management



Fabrizio D'Ascenzo

Dean of the faculty of Economics
Sapienza University of Rome (Italy)
PhD

Subject: Creative Leadership



**Veselin Andreev
Gushev**

Professor
Sofia University "St. Kliment
Ohridski"(Bulgaria)
PhD

Subject: Research Methodology
in Management



Dipak Raj Pant

Professor
Carlo Cattaneo University
(Italy)
PhD

Subject: Social Policies in Market
Economies



**Elena Igorevna
Fedotova**

Head of the Department of
Internal Affairs of the
Administration of the Rostov
Region
PhD in Economics



**Elena
Konstantinovna
Zashchitina**

Candidate of Sciences
Assistant Professor/ Institute of
Management in Economic,
Ecological and Social Systems



**Tatiana
Vladimirovna
Korsakova**

Doctor of Sciences
Professor/Institute of Management
in Economic, Ecological and Social
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**Elena Lvovna
Makarova**

Candidate of Sciences
Associate Professor/Institute of
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Aleksey Yurievich Lozovoy

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Ellina Alekseevna Sidelnik

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