



Šiauliai State University of Applied Sciences

APPLICATION FOR EXCHANGE STUDIES / TRAINEESHIP

Factsheet

Autumn semester's List of Erasmus+ subjects for academic year of 2022-2023

Prepared on March, 2022



ŠIAULIAI STATE UNIVERSITY OF APPLIED SCIENCES

2022-2023 a.y. Autumn semester

FACTSHEET

TITLE		ŠIAULIAI STATE UNIVERSITY OF APPLIED SCIENCES
Country / Code		Lithuania / LTU
ERASMUS code		LT SIAULIA03

Contact Information	
Postal Address	Šiauliai State University of Applied Sciences, Aušros av. 40, 76241 Šiauliai, Lithuania
Interim Head of International Relations Office (Institutional Coordinator)	Raminta Kudrickaitė r.kudrickaite@svako.lt +370 41 43 37 93
Advisor for Exchange students – ERASMUS+ incomings (Departmental Coordinator)	Guoda Kačinskaitė g.kacinskaite@svako.lt +370 41 43 37 93

Academic Information	
Language of Instruction	Lithuanian, English, Russian
Application procedures for Erasmus+ studies / traineeship	https://svako.lt/en/international-relations/erasmus-plus/admission-procedure-for-incoming-student-mobility
Information about Programs	https://www.svako.lt/en/exchange-studies/erasmus-plus/courses-for-incoming-students
Credits generally required for one semester of studies	30 ECTS (Select at least 15 ECTS of subjects from one Department)
Transcript of Records and Certificate	Issued after students complete the semester's exams

Nomination and Application for Exchange Students	
Nomination deadlines	31st May for Autumn semester 30th November for Spring semester
Application deadlines	30th June for Autumn semester 30th December for Spring semester
Regarding Nomination and Application deadlines please write by e-mail: g.kacinskaite@svako.lt	

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Application procedure	<ol style="list-style-type: none"> 1. Sending institution selects the Exchange students and sends the nominations (name, duration, field of studies, and email address of the nominated students) by email to g.kacinskaite@svako.lt 2. All nominated students will receive information on how to apply for exchange students after receiving nomination from the sending institution. 3. Students complete the application form and Learning agreement for studies / traineeship, print them out, sign them and send the SCAN by email to g.kacinskaite@svako.lt 4. Upon receiving the Application documents we will process the admission.
Documents required for incoming Exchange students	<ol style="list-style-type: none"> 1. Application form 2. Online Learning Agreement (https://learning-agreement.eu/) or Traditional Learning agreement for studies / traineeship
Application documents	https://svako.lt/en/international-relations/erasmus-plus/admission-procedure-for-incoming-student-mobility

Additional documents (for Acceptance and Visa Application)

Documents issued for Incoming students	<ol style="list-style-type: none"> 1. Invitation letter – issued after receiving the application form. This letter will be addressed for the University. 2. Acceptance letter – issued after receiving the Learning agreement for studies / traineeship. This letter will be addressed for the University. 3. Tarpininkavimo raštas (English – Meditorial letter) – issued after receiving copy of student passport. The Meditorial letter will be issued no earlier than 15th June for Autumn semester / 15th December for Spring semester. Meditorial letter contains information about student's studies, place of birth, Home address, accommodation address in Lithuania.
Application	All documents should be sent as a SCAN by email.

Academic Calendar

Autumn Semester	01-09-2022 – 31-01-2023
Spring Semester	06-02-2023 – 30-06-2023

Housing

	Student Dormitory
Address	M. K. Čiurlionio 20, Šiauliai

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Website	https://svako.lt/en/accommodation-4
Accommodation costs per month	130 Euros
Accommodation includes	Kitchen, kitchen ware, shower, bed linens, cloths, towels, wi-fi, etc.
Accommodation application	Students mark the necessity for accommodation while completing the Application form

Additional information			
Departure	Upon their departure students will receive:		
	1. Certificate with the dates of mobility 2. Transcript of Records – the Receiving institution's form of TOR concerning the exams taken at the SSC		
Grading system	ECTS	Local	Definition
	A	10	EXCELLENT - outstanding performance with only minor errors
	B	9	VERY GOOD - above the average standard but with some errors
	C	8	GOOD - generally sound work with a number of notable errors
	D	7	SATISFACTORY - fair but with significant shortcomings
	E	6	SUFFICIENT - performance meets the minimum criteria
	E	5	SUFFICIENT - performance meets the minimum criteria
	FX	4	FAIL - some more work required before the credit can be awarded
	FX	3	FAIL - some more work required before the credit can be awarded
	F	2	FAIL - considerable further work is required
	F	1	FAIL - considerable further work is required
	NP	-	NOT PARTICIPATED – student did not participate in the class

Business and Accounting Department

Faculty of Business and Technology

Accounting study programme

Subject	Language	Teacher	No. Credits	Content
Professional foreign language	English / Russian	J. Korosteliová / J. Briedytė	6	1. Introduction. Conversation over the phone. Organisation of the business meeting. 2. Business correspondence. E-mail. Etiquette of the business letter. Types of business letters. Writing a business e-mail. 3. Accounting studies. Career possibilities. Accounting. General principles of accounting. Accounting service. Audit. 4. Cash. Income and expenses. Personal finance. Finance of the enterprise. Work environment. Working conditions, obligations and payment. Economy. Types of enterprises. 5. Balance. The profit and loss statement. Cash flow statement. Annual reports. Taxes 6. Banking. Bank services. Credit. Banks in foreign countries
Applied Mathematics	English	dr. I. Vaičiulytė	4	1. Financial calculations. Percentages. Simple and compound interest. Current and future value. 2. The matrix theory. The concept of matrix. Operations with matrices. Calculation of determinants. Finding the inverse matrix. 3. Systems of linear equations. Cramer's method. Inverse matrix method. Gauss method. Gauss-Jordan method. 4. The economic system balance. Systems of linear equations in economics. The productivity condition of Leontief model. . Linear inequalities and optimal planning. Creation of the mathematical model. Linear programming problems. Geometric interpretation. 6. The set theory. The concept of the set. Actions with sets. 7. Functions. Calculation of limits. The concept of limit, ways of expression, main characteristics. The limit of a function. Rules of calculation of limits. 9. Differential calculus: the concept of function derivative. Differentiation of functions. Application in economics.

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Management	English / Russian	dr. Ž.Kavaliauskienė / V.Latvėnienė	4	1. The essence of management. Development of management theories. 2. Classic and new managerial theories. Modern management theories: the methodology of the systematic mind activity, ontopsychology, coaching, neuro-linguistic programming 3. The conception of the organisation. Diversity of business organisation forms, peculiarities of business branches. External and internal factors of the environment of organisations. 4. Essence and classification of management functions. 5. Planning function: the planning process, management levels and hierarchy of plans, periodicity of planned activities. 6. Organizational function: the essence of organising, the management structures of the organization, delegation, organisation of management. 7. Management function: management style, management methods, motivation, conflict management, management of changes. 8. The control function: the importance of control, preconditions of control, control systems. 9. Managerial decisions: the decision-making process. 10. Teamwork: the conception of teamwork, individual, team and group activities. The team building process.
Financial accounting	English	R.Bužinskienė	6	1. Accounting policy of the enterprise. The essence of accounting policy. The content of financial accounting policy. Disclosure of accounting policy. Changing of accounting policy. Essence and changing of accounting estimates. 2. Accounting of income and costs. Essence of purchase and sale processes. Key accounting indicators. Ways of continuous and periodical accounting of stock. Stock valuation methods. Recognition and accounting of income. Recognition and accounting of costs. Registration of the value added tax in accounting. 3. Accounting of long-term assets. Features of attribution of assets to long-term assets. Grouping of long-term assets in the balance sheet. Accounting of long-term intangible assets. Accounting of long-term tangible assets. Accounting of long-term financial assets. Accounting of biological assets. 4. Accounting of short-term assets. Concept and classification of short-term assets. Accounting of stock. Accounting of one-year receivables. Accounting of monetary assets. Deferred costs and accrued income. 5. Accounting of equity capital. The essence and composition of equity capital. Accounting of capital. Reserves. Calculation and distribution of earned profit. 6. Accounting of liabilities. Essence and types of liabilities. Dotations and subsidies. Provisions. Accounting of financial debts. Employment related liabilities. Accrued costs and deferred income. 7. Financial accountability. Preparation of the set of financial statements. Events after the reporting period. The content of the annual report and preparation procedure. 8. Harmonisation of calculation of taxes and their accounting with financial accounting. The essence and reasons of differences between financial and tax accountability. Accounting of permanent and temporary differences.
Basics of Finance	English / Russian	L.Kušleikienė	4	1. Essence and role of finance. Definition of the origin of finance. The object of the science of finance. Development of the science of finance. Finance theories. Finance functions, composition and role. Monetary resources of economic entities and state. 2. The system of finance. The concept, functions of the system of finance. Operational motives of the system of finance. Functioning of the system of finance. Financial management institutions and their functions. Finance policy and finance management. 3. State budgetary system, non-budgetary funds. Description of the budget. Historical development of the budget. Origin, essence, functions of the budget, structure, principles of the budgetary system. Budget making forms, the process, stages of the budget, revenue and expenditure of state

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				budget. Non-budgetary funds: concept, functions. Essence and functions of state finance management, state finance management institutions. 4. Cash. The time value of money. The concept of cash flow and discounting of cash flow. The present, the future value. Single and periodic cash flows. Interest calculation methods. 5. The credit system and financial institutions. The Bank of Lithuania and its role in the credit system. International financial institutions. Functions and operations of commercial banks. Activities of Lithuanian Central Credit Union. Credit unions, their activities and functions. Activities of payment institutions. Essence and necessity of credit, functions of credit. The credit system and its operation. Forms and types of credits. Principles of credits. Interest and the cost of credit. The loan recovery plan. The system of credit institutions. Assessment of bonds and shares.
Tax system	English / Russian	E.Jonuškienė	6	1. The state tax system: the importance of taxes. Functions of taxes. Taxation objectives and principles. 2. The Lithuanian tax system: types of taxes and their classification. Elements of taxes. 3. Personal income tax (PIT): PIT payers, object, tariffs, the income recognition procedure, income classes, procedure of tax calculation, payment, declaration. 4. State social insurance and compulsory health insurance taxes: types of state social and compulsory health insurance, payers, object, tariffs, amount of instalments, procedure of payment, declaration. 5. Profit tax (PT): PT payers, rates, recognition of income and costs, the procedure of calculation of the taxable profit, allowable deductions and deductions of limited amounts, disallowable deductions, procedure of PT payment, declaration. 6. Value Added Tax (VAT): VAT payers, registering as the VAT payer, object of VAT, tariffs, taxable event, taxable value, VAT statement, the tax period, procedure of VAT payment, declaration. 7. Other taxes: instalments to the guarantee fund. The tax for environmental pollution. Real estate tax. Excise.
Applied software systems	English / Russian	prof. R.Macaitienė	4	1. Preparation of data for analysis, merging of information from several different data sources. Filtering. 2. Preparation of dynamic summaries. Interactive graphic presentation of data. 3. Application of special data analysis tools (optimization problems, tables of values of functions, selection of values of function arguments, scenarios). 4. Application of functions of logic, databases, lookup and references. 5. Application of financial functions (problems on simple and compound interest, financial rent, discount, depreciation, investment analysis, loan application, devaluation and accumulation plans). 6. Computerized statistical data analysis systems. Variables. Descriptive statistics and inferential statistics. Suitability of data for the statistical analysis. Principles of analysis of results. 7. Description of variables. Calculation of characteristics of descriptive statistics, presentation of results. 8. Measures of relation of variables. Correlation and regression analysis. 9. Verification of parametric hypotheses on equality of means for dependent and independent samples. 10. Designing of structure of the databases. 11. Creation of tables and forms. Identification of relations. 12. Creation of various types of queries. 13. Preparation of reports.
Applied research methodology	English / Russian	dr. R.Pocevičienė / V.Latvėnienė	4	1.The essence and purpose of applied research: Classification of science and research. The concept of social research. Methodological paradigms of research in social sciences. Quantitative and qualitative research. Ethics of social research. 2.Methodologyof applied research and theoretical methods: Methodology – the system of knowledge. The importance of literature sources for applied research. Methods of work with scientific sources. 3. Theoretical substantiation of research: the theoretical (literature) review. Selection and formulation of the topic.

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				The research problem. The research aim, objectives and conclusions. Selection of research methods, research procedures. Research design. 4.Respondents' selection: the probability sampling method. Non-probability sampling methods. Setting the volume of the sample. Criteria for assessment of significance of the research. Methodological mistakes of research. Assessment of the applied research. 5. Empirical methods of research: groups of data collection methods. The observation method. Experiment. Survey methods. The interview method. The document analysis method. 6. Processing of research data. Quantitative and qualitative data analysis. Descriptive statistics. Data analysis and interpretation. Presentation of results. 7.Preparation of the research report: structural parts of the research work. Structure of the introduction of the research work. The theoretical part of the research work. Conclusions, recommendations of the research work, list of bibliographic references.
Financial analysis and management	English / Russian	R.Šivickienė	7	1. The significance of financial analysis and its place in the management system of the enterprise. 2. The object, types, ways of the financial analysis, accountability and its analysis. 3. Absolute financial indicators, their classification, assessment and provided information. Dynamic and structural analysis of financial statements. 4. Relative financial indicators, their classification, assessment and provided information 4.1. Profitability indicators 4.2. Performance efficiency indicators and their analysis 4.3. Solvency indicators (short and long term) and their analysis 4.4. Capital market indicators and their assessment 4.5. Cash flow indicators and their calculation 4.6. The analysis of probability of bankruptcy of the enterprise, performance continuity and development 5. The essence, aim, objectives, functions, decision-making areas of finance management. 6. Management of current assets (working capital, stock, account receivables, cash) 7. Management of financial resources and property of the enterprise. Price of equity capital and debt capital. 6. Evaluation of investment projects7. Management of risk of financial activities
Marketing	English	dr. Ž.Kavaliauskienė	4	1. The concept of marketing. Aims, objectives and functions of marketing. Types of marketing. 2. The marketing environment. Global and macro environment of marketing. Microenvironment of marketing. Methods of research of marketing environment. 3. Market. The concept and types of market. Market parameters. Market segmentation. Positioning. 4. Customers' behaviour. The concept of customer behaviour, classification of customers. Loyalty of customers. 5. Market research. Market research types and methods, sources of information, the research sample. Market research report. 6. The marketing mix. The concept of the marketing mix. Elements of the marketing mix. The product and assortment. Pricing. Distribution. The support complex: advertising; personal sale; sales promotion; public relations; direct marketing. Physical evidence. Process. People. 7. The marketing plan. The structure of the marketing plan.
International accounting standards	English	A.Prėskienienė	3	1. Basics of preparation and presentation of international accounting standards: IAS Board and its functions. IAS structure, updating and approval procedure. IAS application area and power. 2. Accounting policy, changes and mistakes of accounting estimates: selection application and modification of accounting policy, changing of accounting estimates. Correction of mistakes of the previous period. 3. Accounting of assets according to IAS: real estate, equipment and machinery. Intangible assets. Long-term held for sale. Stock. Investment assets. Agriculture.

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				Reduction of value of assets. 4. Accounting of income and costs according to IAS: Income. Construction contracts. Rent. Borrowing costs. Impact of changes in foreign exchange rate on results. 5. Accounting of liabilities according to IAS: disbursements for employees. Accounting of state dotations and disclosure of state support. Profit taxes. 6. Accounting of financial instruments according to IAS: Investments in associates. Financial instruments: recognition and assessment. Consolidated and separate financial statements. Earnings per share. Share-based payment. 7. Preparation and presentation of financial statements: application of IAS for the first time. Submission of financial statements. Events after the balance sheet date. Submission of financial statements. Cash flow statements. Interim financial accountability. Operating segments.
Management accounting	English / Russian	A.Prėskienienė	3	1. Concepts and principles of Management Accounting: information needs of management. Functions of management accounting. 2. Basics of cost accounting: classification of costs. Methodology of cost evaluation process. The full and partial cost. 3. Accounting systems of product costs: ordered system of cost accounting. Procedural system of cost accounting. 4. Management Accounting for decision-making: the concept of marginal profit. The breakeven analysis of the volume of activity. Target profit and target volume of activities. Pricing and cost justification. Basics of budget preparation: the essence of budgets, the connection with strategic aims of the enterprise. Budget structure. Creation of the system of performance budgets. Financial budget making. The analysis of deviations of budget implementation. Review of modern cost accounting systems: TOC system. ABC system
Business economics	English / Russian	L.Kušleikienė	3	1. Business creation. The essence of business, its functions and types. The concept of entrepreneurship. Business development conditions. The concept of economic activity. Classification of types of economic activities. Forms of activity organization. Classification of business and economic entities. The conception and aims of the enterprise. 2. Business plan. Aims of preparation, stages and structure. Production plan and its creation. 3. Material resources and identification of their need. The conception of material resources. Material consumption norms. Rationing methods. Identification of the need for materials and their value. Types of stock and their planning. Planning of stock of materials. 4. Work organization, rationing and remuneration. Staff of the enterprise. Tasks of work organization. Work norms and rationing methods. Planning of the number of employees and structure. Labour productivity and its indicators. Principles and models of organisation of remuneration. Forms of remuneration. 5. Economic assessment of the activities of the enterprise. Costs of the enterprise and their classification. Price setting. Income and profit of the enterprise. The break-even point of costs. Analysis of economic indicators.
Cost accounting	English	A.Prėskienienė	3	1. Introduction to cost accounting. Essence of cost accounting. General cost accounting principles. 2. Models of cost dynamics. Mixed costs. Analysis of dynamics models. Use of models for cost forecasting. 3. Standard costs. Identification of standard costs. Analysis of deviations from standards. Registration of deviations in accounting. 4. Complex costs. Combined products and by-products. Attribution of complex costs. 5. Responsibility centres. The concept, types and principles of setting. Accountability and assessment of efficiency. 6. Accounting of activity-based costs. Description of the method and application stages. Use of the method for cost optimization.
Establishment	English	A.Prėskienienė	3	1. The essence of budgets, the link with the strategic aims of the organization. Basic concepts. Links between the

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and Control of the Budget				strategic plan and budgets. Principles of budget making and its organisation. 2. Structure of budgets and forecasting methods. The architecture of the budget system. Forecasting methods. Assessment of the performance risk. 3. Organization of budget preparation. Preparation of procedures for budget making and implementation. Appointment of responsibility centres and responsible persons. Schedule of preparation. 4. Setting of the financial plan. Stages of setting up the plan. Identification of the demand for funding. Methodology of distribution of financial resources. 5. Setting up the system of production budgets. Peculiarities of setting up. Preparation of sales and revenue budgets. Preparation of production budget. Preparation of budget of non-production costs. Practical work in the classroom. 6. Financial budgets. The budget of performance results. The budget of cash flows and its balancing. Creation of the prognostic budget. Practical work in the classroom. 7. Control of implementation of budgets. Internal control procedures setting up budgets. The analysis of deviations of budget implementation.
Business ethics	English	dr. Ž. Kavaliauskienė	3	1. The concept and theories of ethics. The concept of ethics and professional ethics. Professional principles and values. Theories of ethics. 2. Moral and social responsibility of the organisation. Moral and social responsibility of the organization. The concept of social responsibility. 3. Problems of ethics and their solution. The concept of the problem of ethics. The analysis of the problem of ethics. The ethical decision-making process. 4. Codes of Ethics. Aims and structure of Codes of Ethics. The concept and aims of the Code of Ethics. Form and content of codes. Administration of codes. Advantages and disadvantages of codes, their importance. The content of the Code of Ethics of professional accountants. 5. Organisation of business communication. Organisation of negotiations, meetings, conferences. Business etiquette. Requirements of business etiquette. 6. The ethics of negotiations. Motivation of unethical behaviour. Manifestation of unethical behaviour. Consequences of unethical behaviour.
Audit and internal control system	Russian	K.Gideikienė	5	1. The audit system. The appearance and classification of audit. The concept, aims, objectives and functions of the audit system. Internal and external control types. Professional organizations of audit and accounting and their activities. 2. International and national regulation of audit. State audit regulations. Independent audit regulations. Internal audit regulations. Activities of auditors and audit enterprises. 3. Stages of audit performance. Planning of audit, collection of preliminary information, identification of risk areas, collection and assessment of evidence, formalisation of audit results, follow-up activities. 4. The object of audit, evidence of audit and their assessment. The object of audit, classification of audit evidence, features of audit evidence, procedures of collecting audit evidence, the auditor's work documents. 5. The selection of audit and risk of audit. The essence of audit selection, ways of audit selection and types of audit, description of audit risk, classification and assessment of audit risks. 6. Areas of financial accountability audit. Assessment of suitability and sufficiency of the accounting system. Audit of the most important clauses of financial statements. 7. Formalisation of audit results and follow-up activities. Control of performed audit. The auditor's conclusions and preparation, reconciliation and presentation of the draft report. Plan of measures for implementation of recommendations, control of its implementation. The auditor's consultations. 8. The internal control system. The concept and functions of internal control. Importance and necessity of the internal control system. Principles and stages of creating the internal control system. The structure of the internal control

				system. Financial control. 9. Assessment of the internal control system. Consistency of assessment of the internal control system. Methods of assessing the internal control system. The influence of the elements of the internal control system on the activities of the enterprise.
Project management	English / Russian	R.Šivickienė	4	1. The conception of the project. The idea and environment of the project. Strategy of projects and the organization. Project management process and functions. Project management standards. 2. Planning of the project scope. Management of interested parties. Identification of project aims and objectives. Structure of work distribution. Description of task packages. Plan of scope management. Phase vs scope plans oriented to implementation. Project quality assurance and control. 3. Project time planning. Identification of duration of activity. Activity dependencies. Creation of a project timetable (PERT / CPM techniques). Critical path. 4. Project time planning using IT Tools. Use of IT tools in setting timetable of the project. 5. Planning of project costs. Costing of resources and activities. Calculation of project budget. Time and cost limits of the project. 6. The course of project implementation and control. Management of changes and control. Assessment of project progress. Verification of scope. Analysis of obtained value. Project risk. 7. Other project management issues. Management of project organization. Management of project communication. Project marketing. Project completion. 8. Writing the project proposal. Understanding of the importance of the project proposal in project management. Content of the proposal. Avoidance of common mistakes.

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Finance study programme

Subject	Language	Teacher	No. Credits	Content
Business and finance foreign language	English / Russian	J. Korosteliova / J.Briedytė	6	1. Introduction. Career possibilities. Work environment. Telephoning. Arrangement of a business meeting 2. Business correspondence. Electronic mail. Etiquette of a business letter. Looking for a job. Employment. CV (Curriculum Vitae). Application letter 3. Money. The accounts department. Companies, their structure and staff. Types of companies. Buying and selling. Marketing 4. Accounting. Balance sheet. Annual report. Profit and loss account. Elements of financial accounts. Financial and management accounting. Economics. Finance
Management accounting	English / Russian	A.Prėskienienė	5	1. The concept and principles of management accounting. The demand for management information. The functions of management accounting, 2. The basics of cost accounting. Methodology of cost evaluation process. Complete and partial cost price. Implementation of management accounting system in a company, 2. The basics of cost accounting. Methodology of cost evaluation process. Complete and partial cost price. Implementation of management accounting system in a company, 3. The systems of product cost accounting. Job-costing accounting system. Process-costing accounting system, 4. Management accounting for decision grounding. The concept of profit and marginal profit. The analysis of activity extent turning– point. Target profit and target activity extent. Price substantiation. Target pricing. Price under inflation conditions. The analysis of price policy, 5. Management decision grounding cases. Evaluation of unprofitable product or activity. Evaluation of production alternatives. Evaluation of material replacement effectiveness. Selection of technological option, 6. Basics of budget development. The essence of budgets, relation with company strategic goals. Budget development organization. Budget structure and forecasting methods, 7. Budget development and control. Development of activity budget system. Financial budget development. Budget implementation control and deviation analysis, 8. Modern cost accounting systems. TOC system. ABC system
Economics	English / Russian	R.Šivickienė	6	1. The theory of economics. The importance, goals and object of the theory of economics, 2. Demand, supply, their equilibrium and elasticity. Market, the graphs of demand and supply, balance in the market. Elasticity of demand and supply, practical application of elasticity theory, 3. Consumer behaviour and production theories. Usefulness and consumer behaviour. Production theory. The graph of production opportunities. Classification of production costs, 4. The types of market structure and competition. The features of perfect competition, monopoly, oligopoly, monopolistic competition and the peculiarities of their activity. The essence of competition and its influence on business, 5. National economic system and key macroeconomic indicators. National economic system, sectors, economic policy and the strategy of economic development. Key macroeconomic indicators and the ways of their calculation. The essence of business cycles, 6. Unemployment, inflation and fiscal policy. Employment and unemployment, inflation, stabilization policy. The

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				essence and measures of fiscal policy, 7. Money, banks and monetary policy. International economic relations. The amount of money, banks and their functions, the essence of monetary policy. Advantages of international trade, Lithuanian foreign policy. Direct foreign investments. Sustainable economic development
Applied Mathematics	English	dr. I. Vaičiulytė	4	1. Matrix theory. The concept of matrix. Actions with matrixes. Calculation of determinants. Discovery of inverse matrix, 2. Systems of linear equations. Cramer's rule. Inverse matrix method. Gauss method. Gauss–Jordan method, 3. Linear inequalities and optimal planning. The systems of linear inequalities and economic conception of business optimal planning problem and its formulation. Solution of graphic sum, 4. Set theory. The conception of a set. Operations with sets, 5. Functions. Limit calculation. The concept of function, ways of expression, function graph, key characteristics. Function limit. Limit calculation, 6. Differential calculation. The concept of function derivative. Function differentiation. Function differential. Higher order derivatives, 7. Integral calculation. The concept of indefinite integral, main features, integral chart. Function integration. Newton – Leibniz formula. Calculation of definite integral
Management	English / Russian	dr. Ž.Kavaliauskienė / V.Latvėnienė	4	1. The essence of Management. Development of management theories. Modern management theories: methodology of systematic thought, ontopsychology, coaching, neuro–linguistic programming, 2. Concept of organization. Variety of business organization forms, peculiarities of business branches, 3. Management functions: Planning, Organization, Management, leadership, Motivation, Control, 4. Management solutions. The content of decision making process. Ways and methods of decision making, implementation stages, 5. Management of changes. Types of changes, content and the reasons of their appearance. The factors of success of the changes
Marketing	English	dr. Ž.Kavaliauskienė	4	1. The conception of marketing. Marketing aims, objectives, function. Marketing types, 2. Marketing environment. Marketing macro environment. Marketing microenvironment. Marketing environment research methods, 3. Market. Market concept and types. Market parameters. Market segmentation. Positioning, 4. Consumer behaviour. The concept of consumer behaviour, consumer classification. Consumer loyalty, 5. Market research. Market research types and methods, information resources, research sample. Market research report, 6. Marketing complex. The conception of marketing complex. Marketing complex elements. Product and assortment. Pricing. Distribution. Promotion complex: advertising; personal sale; sale promotion; public relations; direct marketing. Physical evidence. Process. People, 7. Marketing plan. Marketing plan structure
Tax system	English / Russian	E.Jonuškienė	5	1. State tax system. The importance of taxes. Tax functions. Taxation goals and principles, 2. Lithuanian tax system. Types of taxes and their classification. Tax elements, 3. Personal income tax: payers, object, rates, order of income acknowledgement, income classes, order of tax calculation, deposit payment, the order of declaration, 4. State social and compulsory health care insurance taxes. Types of social insurance, tax payers, the amount of the, instalments, the order of payment, declaration. Types of health insurance, object, tax payers, rates, the order of payment, 5. Profit tax (PM). PM payers, rates, acknowledgement of income and

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				expenses, order of calculation of taxable profit, allowable deductions and allowable deductions of limited amounts, not allowable deductions, order of PM payment, declaration order, 6. Value added tax (VAT). VAT payers, registration as a VAT payer, VAT object, chargeable event, chargeable amount, VAT deduction, VAT rates, tax period, VAT payment and declaration terms, 7. Other taxes. Payments into guaranty fund. Tax on environmental pollution. Real estate tax. Excise duties
Internal control and financial audit	Russian	K.Gideikienė	5	1. Internal control. The importance, concept, functions and aims of internal audit, factors, having influence on internal control, forms of internal control, 2. The structure of internal control system. The elements of internal control system: control environment, risk evaluation, control procedures, information provision and communication, monitoring. The principles of effective control development. The concept of financial control, control system, Institutions of financial control and audit, 3. Evaluation of internal control system. Ways, methods, tools and stages of internal control system evaluation. The design of internal control system in an organization. External and internal audit, 4. Areas of financial audit and the place in audit system. The concept, role, aims, objectives of financial audit. Financial statement audit areas. The place of financial audit in audit system. Legal regulation of financial audit. The provisions of auditors' ethics and auditors' responsibility, 5. The stages of financial audit. Audit strategy. Collection of information about customer's business. Audit planning. Audit evidence obtaining. Examination. Preparation of auditor's report., 6. Selection and analysis of financial data. The concept and stages of audit selection. Audit risk conception and classification. Audit risk evaluation. The conception of audit evidence and features. Audit evidence obtaining techniques and valuation. Audit procedures. Audit tests. Errors and frauds, 7. Peculiarities of the audit of separate areas of financial statements. Audit of balance articles. The audit of income and expenses. Tax audit. The audit of other transactions and events, 8. Generalization and formalization of the audit results. Auditor's work result formalization documents and their importance. Key parts of auditor's conclusions. Types of auditor's conclusions. Auditor's report
Applied research methodology	English / Russian	dr. R.Pocevičienė / V.Latvėnienė	4	1. The essence and the role of applied research. Science and research classification. The concept of social research. The paradigms of social sciences research methodology. Qualitative and quantitative research. Ethics of social research, 2. Applied research methodology and theoretical methods. Methodology – knowledge system. The role of the analysis of literature resources on applied research. Methods of work with scientific resources, 3. Theoretical reasoning of a research. Theoretical (literature) overview. Topic selection and formulation. Research problem. Research aim, objectives and selection of procedures. Research design. Conclusions, 4. Selection of the respondents. Probability sampling methods. Non–probability sampling methods. Determination of sample volume. Research importance assessment criteria. Research methodological mistakes. Assessment of applied research, 5. Research empirical methods. Groups of data collection methods. Observation method. Experiment. Survey methods. Interview method. Document analysis method, 6. Processing of research data. Quantitative and qualitative data analysis. Descriptive statistics. Data

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				analysis and interpretation. Result presentation, 7. Research report development. Parts of research work structure. The structure of research work introduction. Theoretical part of research work. Research part of the research work. Conclusions, recommendations, references of the research work
Finance	English / Russian	L.Kušleikienė	6	1. The essence and role of finance. Definition of the origin of finance. The object of finance discipline. The development of finance discipline. Finance theories. Functions, composition and role of finance. Monetary resources of business entities and the state, 2. Financial system. The conception of financial system, functions. The reasons of financial system operation. The functioning of financial system. Finance management institutions and their functions. Finance policy and finance management, 3. State budget system, non-budget funds. Budget description. Budget historical development. Budget origin, essence, functions, the structure of budget system, principles. Forms of budget establishment, budget process, stages, state budget income and expenses. Non-budget funds: concept, functions. The essence and functions of state finance management, state finance management institutions, 4. Money. Time value of money. The conception of cash flow and cash flow discounting. Current, future value. Single and periodic cash flows. Methods of interest calculation, 5. Crediting system and financial institutions. The Bank of Lithuania and its role in crediting system. The functions and banking operations of commercial banks. The activity of Lithuanian central Credit union. Credit unions, their activity and functions. The activity of payment institutions. The essence of credit and necessity, credit functions. Crediting system and its operation. Credit forms and types. Crediting principles. Interest and credit pricing. Interest rate risk and its management. Loan repayment plan. The tools of credit insurance. The system of credit institutions. Valuation of bonds and shares
Business ethics	English	dr. Ž.Kavaliauskienė	3	1. The concept of ethics and theories. The concept of business ethics. Professional principles and values. Ethical theories, 2. Organization moral and social responsibility. Business moral responsibility. Social responsibility of a business organization. The conception of business social responsibility, 3. Ethical problems. The process of ethical solution adoption. The concept of ethical problem. The analysis of an ethical problem, 4. Codes of ethics. Goals and structure of the codes of ethics. The concept and goals of the code of ethics. The form and content of the codes. Code administration. Advantages and disadvantages of the codes, their importance, 5. Organization of business communication. Organization of negotiations, meetings, conferences. Business etiquette. The requirements of business etiquette, 6. Negotiation ethics. Motivation of unethical behaviour. Exhibition of unethical behaviour. The consequences of unethical behaviour
Financial Analysis	English / Russian	R.Šivickienė	6	1. The essence of financial analysis. The importance, aims and objectives of financial analysis. Financial analysis organization. Information resources of financial analysis. The users of financial analysis information, 2. Methods and ways of financial analysis. Methods of financial analysis. Logical, econometric, heuristic and graphic types of financial analysis. Vertical and horizontal analysis of financial statement data, 3. Indicators of activity profitability. The analysis of company profit indicators. Profit and its economical importance. Profit constitution and structure. The analysis of profit (loss) statement. Profit factors and segment analysis. The

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				role of profitability indicators. The analysis of sales profitability indicators. Indicators of the level of expenses and their impact upon profitability. Analysis of asset and equity profitability indicators, 4. Asset operation analysis and efficiency indicators. Composition of fixed asset. Analysis of fixed asset. Analysis of fixed asset operation efficiency. Company current asset composition. Current asset analysis. Current asset dynamics analysis, following the elements. Current asset turnover rate. Customer liability turnover rate. Credit liability turnover rate. Calculation of activity and financial cycles. Company investments into current assets, 5. Company financial situation assessment. Analysis of company financial stability. The essence of company financial stability analysis. Interpretation of the terms liquidity and solvency. Short-term solvency ratios and their assessment. Working capital analysis. Description of long-term solvency ratios. The analysis of the relation between profitability and solvency ratios. Company bankruptcy probability analysis. Company bankruptcy and the necessity of its analysis. Employment of financial relative ratio system (models) for bankruptcy identification. Company financial situation assessment, 6. The analysis of cash flow statement. The analysis of cash flow statement according to the activities. The analysis of cash flow statement, taking advantage of relative ratios
Finance and Investment Management	English / Russian	R.Šivickienė	6	1. The essence and principles of finance management. Finance management functions, importance and essence. Interaction of business strategy and finance management. The principles of finance management, 2. External and internal finance management environment. General analysis of economical environment. Branch analysis. Company analysis, 3. Company finance planning and forecasting. The process of financial forecasting, planning and control; financial forecasting, its principles and models, 4. Company asset management. Cash management; stock management; debt management; working capital management, 5. The price of capital. Capital expenses: equity capital and borrowed capital (cost/price) calculation technique; weighted-average cost of capital (WACC) calculation technique, 6. Company value management. Models of company. The factors of company value. Market value added. Economic value added, 7. Company funding resources. The relation between funding resources and capital. Own funding resources. Borrowed long-term and short-term funding resources, 8. Capital structure formation and management. The concept of capital structure. The impact of industry branch upon capital structure. Corrected current value. Capital structure management and its effect on company value, 9. Risk and profitability. The concepts of risk and uncertainty. Risk factors and their classification. Valuation of portfolio effectiveness, 10. Business investment valuation. Long-term investments and their classification; investment valuation methods; the period of investment pay off, net current value, internal rate of return, modified internal return rate, 11. Business investment risk management. The process of investment risk management; methods of investment risk valuation: sensibility analysis, reliability equivalents, scenario analysis, probability method.
Financial Markets	English / Russian	L.Kušleikienė	6	1. The concept of financial markets, importance and classification. The functions and role of financial markets in economy. The theories of financial markets. Financial asset, its characteristics. Flow of funds in financial

				markets, direct and indirect financing. Participants of financial markets. Classification of financial markets, 2. Functioning and regulation of financial markets. Financial markets regulation mechanism. Financial markets regulation in the EU. 3. Securities and other financial instruments. Conception of securities and financial instruments. The characteristics, evaluation of liability, equity and derivative financial instruments. The dependence of the price of a security upon its characteristics. The methods of setting the value of securities. The ways of circulation, trading and settlement, 4. Financial intermediaries, peculiarities of their activity. Financial institutions in Lithuania. Depository and non-depository financial institutions. Investment funds. Types of investment funds according to their portfolio and risk. The concept and types of investment companies. Alternative investment funds, . Securities portfolio formation and management principles. Securities portfolio formation stages. The process and management principles of securities portfolio. Optimal portfolio selection techniques. Profitability, risk and liquidity of securities portfolio. Overall and systemic risk indicators
Inovations and project management	English / Russian	R.Šivickienė	6	Innovation process. Concept of innovation. Classification of innovations. Implementation of innovations, Project concept. Conception of project. Classification and features of projects. Cycle of project life, Project development. Selection of project ideas. Project planning, Project management. Event management. Management of information and environment. Management of costs and risks. Project team, Project funding. Instruments. Sources. Organization of funding, Project proposal. Development of proposals. Forms of proposals. Assessment of proposal. Criteria of successful project
Financial accounting	English	R.Bužinskienė	5	1. Financial accounting information formation. Regulation of financial accounting. The essence and importance of financial accounting information. Financial accounting regulation, the policy of accounting, 2.Fixed (IT) asset accounting. Legal acts, regulating fixed asset accounting. IT composition and acknowledgement in accounting, acquisition and manufacturing cost price, acquisition costs, extra costs, maintenance, depreciation and write-off accounting. Asset depreciation calculation methods and their comparison, 3. Current asset (TT) accounting. Legal acts, regulating current asset accounting. The description and importance of current asset. Stock and the ways of stock accounting. Stock evaluation methods. Comparison of stock evaluation methods, their advantages and disadvantages. Advance payment accounting. Short-term liabilities to the company accounting. Accounts receivable accounting. Cash accounting, 4. Owner's equity, profit distribution and liabilities accounting. The structure of owner's equity. Share premium. Reserves, their constitution. Provisions and their accounting. Accounting of grants and subsidies. Profit allocation. Company current and long-term liabilities and their accounting, 5. Purchase and sales accounting. Discounts, refunds, impact of currency rate. Value added tax (VAT) accounting order, 6. Salary/wage accounting. The order of salary/wage accounting. Accounting order of average salary/wage. Salary/wage deductions. Order of payroll development. Order of tax record in accounting, related with salary/wage, 7. Income and expenses accounting. Income and expenses registration, distribution in profit (loss) account and

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				closing of accounts, 8. The set of financial statements. Annual financial statement development. Preparation of the set of financial statements. The importance and requirements of annual report
Investment economy	English / Russian	R.Šivickienė	6	Investment description and types: economic point of investments. Classification and types of investments and investors. Capital investment decision-making process. Evaluation of the investment project efficiency: investment project efficiency evaluation methods. Project cash flows. Profitability methods. Cash flow methods. Discounted cash flow methods (investment payback time, investment profitability index, net current value, internal rate of return, modified internal rate of return). Investment risk evaluation: investment risk management. Uncertainty and risk evaluation methods (sensitivity analysis, scenario analysis, break point analysis, modeling, and others.). Capital structure decisions. Long-term investment financing sources and their pricing: long-term financing sources. Pricing of borrowed funding sources. Pricing of own funding sources. Financial investment evaluation: investments in shares. Share evaluation methods. Investments in bonds. Bond evaluation. Investment portfolio management. Profitability of portfolios. Portfolio risk.
International economics	English / Russian	R.Šivickienė	3	International economic essence and peculiarities. International economic sphere, its subjects. Interaction between international economy and international political factors. International trade policy, its forms and control measures. International trade policy forms. International trade regulation applying the tariff method. Non-tariff international trade regulation techniques. Balance of payments. The concept of balance of payments and its making methodology. Accounts of balance of payments and their specifications. Double entry principle in the balance of payments. Factors affecting the balance of payments. International currency system and payments. Foreign exchange market and its functions. Exchange rate determination methods and factors affecting the exchange rate. Currency transactions. The influence of exchange rate change on prices and international trade conditions. International trade payment terms and techniques. International movement of capital. Causes and consequences of international movement of production factors. Forms of international capital. Reasons for the creation of transnational corporations and direct foreign investments. International labor force migration. International labor force migration causes. Economic consequences of international labor force migration. International labor force migration state regulation International policy coordination. The role of international organizations in international economic relations. Globalization and integration. GATT and WTO functions and the role in international trade regulation. The World Bank. The International Monetary Fund. Regional institutions.

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International Business study programme

Subject	Language	Teacher	No. Credits	Content
Business foreign language	English / Russian	J. Korosteliova / J.Briedytė	3	1. Qualities of Business management employee and qualification requirements, responsibilities. Business environment. Leadership. Communication culture. Ethics. Cultural differences in business communication. Career opportunities, 2. Job search. Employment documents. Job Interview, 3. International Business. Online Business. Information Technology in Business. Wholesale, retail. Imports. Export Sales methods
Economics	English / Russian	R.Šivickienė	6	Introduction to Economics. Concept, object, problem of economics and systems of economics. Laws of economics. Role of State in Economics, 2. Concept of market mechanism. Market concept and functions. Markets for goods (services) and resources. Demand and supply, market equilibrium. Demand and supply elasticity, 3. Consumer behavior. Satisfying user needs. Marginal utility theory, consumer indifference theory, Engel's law, Giffen's paradox, 4. Production theory and production costs. Production Resources, Production Function and Production Resources Market, Company Production Results. Classification and calculation of production costs, production cost curves and company production development curves, 5.Type of market structure and competition. Features of perfect competition, monopoly, oligopoly, monopoly competition and their peculiarities. The essence of competition and its impact on business, 6. Macroeconomic indicators. Basic macroeconomic indicators and their calculation. Economic Fluctuations, 7. Fiscal and Monetary Policy. Essence and means of fiscal and monetary policy, 8. Labor market and unemployment. Problems of labor market functioning, types of unemployment and inflation, relation between inflation and unemployment, 9. International economic relations: international trade regimes, international trade regulation measures. Currency Market, 10. Economic Growth: Economic Development Cycles. Impact of the economic situation in the country and the world on business decisions
Statistics	English / Russian	prof. Renata Macaitienė / F.Smolenskienė	4	1. Methodological and organisational principles of statistics. Work organisation and principles, aims, functions. Statistic observation, classification and goals. Program and methodological observation questions. 2. Data Clustering and Presentation. Data clustering objectives, the methods and stages. Clustering features, groups (range) setting. Statistical tables. Graphic depiction of statistical data. 3. Absolute and relative statistical values. Absolute values, their types and units of measurement Relative sizes and types of use. 4. Averages and statistics, the variation rates. Types of averages and methods of calculations. The quantitative and qualitative characteristics of variation indicators 5. Dynamic Expression Research. Dynamic line concept and principles of work. Indicators of Analytical Dynamics Line 6. Statistical hypothesis The concept of statistical hypotheses Parametric hypothesis testing. 7. Expression of mutual relations. Methods of analyses of expression of mutual relations.

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Business Mathematics	English	dr. I. Vaičiulytė	4	1. Financial calculations. Interest. Recurring payments. Future Value. Present value. Tasks of capital accumulation. Problems of Credit Repayment, 2. 2. Matrix Theory. The concept of matrix. Actions with matrices. Calculation of determinants. Finding Inverse Matrix, 3. 3. Systems of linear equations. Kramer's method. Inverse matrix method. The Gaussian method. Gaussian and Gordan method, 4. 4. Mathematical models of optimization problems. Concept of economic optimization tasks. The task of rational utilization of production capacity. Mixtures (task of alloys). The task of production planning. Distribution (transport) problem, 5. 5. Problems of linear programming in business environment. Systems of linear inequalities and economic concept of linear programming problem in business and its formulation. Geometric Interpretation, 6. 6. Practical solution of the tasks of linear programming in a particular business situation with the help of IT. Computerized problem solving: problem model preparation, solver application, 7. 7. Function limit. Concept of function, ways of expression. Calculation of function boundaries. Applications, 8. 8. Differential Calculus. Derivative and differential functions, rules and applications of differential calculus. Higher order derivatives
Management	English / Russian	dr. Ž.Kavaliauskienė / V.Latvėnienė	5	1. The essence of management. Development of management theories. 2. Classic and new managerial theories. Modern management theories: the methodology of the systematic mind activity, ontopsychology, coaching, neuro-linguistic programming 3. The conception of the organisation. Diversity of business organisation forms, peculiarities of business branches. External and internal factors of the environment of organisations. 4. Essence and classification of management functions. 5. Planning function: the planning process, management levels and hierarchy of plans, periodicity of planned activities. 6. Organizational function: the essence of organising, the management structures of the organization, delegation, organisation of management. 7. Management function: management style, management methods, motivation, conflict management, management of changes. 8. The control function: the importance of control, preconditions of control, control systems. 9. Managerial decisions: the decision-making process. 10. Teamwork: the conception of teamwork, individual, team and group activities. The team building process.
International sales management	English / Russian	dr. R.Bužinskienė / F.Smolenskienė	5	1. The concept of international sales management. International Business and Globalization. Essence of Sales Management, Functions Importance of International Sales Planning. Quantitative and qualitative indicators of sales efficiency. International sales operations 2. International trade agreements, international agreements. Types of Preferential Trade Agreements and Economic Analysis. Trade Agreements. International treaties 3. Searching for foreign markets and trading contacts. Foreign market (export) customer and search methods. Establishing trade contacts between exporters and importers. Sales and Negotiation Techniques, 3. Sales Strategies. Concept of sales strategy. Groups of Sales Strategies: Intensive Growth, Diversified Growth, Vertical Integration Strategies. Formation, selection and factors of sales strategy, 4. Sales tactics. Types of Sellers and Buyers. Business to Business Sales (B2B) Process. Selling Business to Consumer (B2C) Process. Selling Business to State (BG) Process. Similarities and differences in sales processes with regard to process speed, number of receivers, simplicity, uniformity of orders, 5. International sales (export) planning. Organizational forms and

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				methods of export operations, distribution channels. Investigations into the way in which a particular export product enters the market Foreign Market Selection Model. Evaluation of Export Product Competitiveness, 6. Evaluation of Export Economic Efficiency. Export efficiency indicators. Export revenue and cost analysis
Inovations and Project management	English / Russian	R.Šivickienė	4	1. The innovative process. Innovation concept. Innovation classification. Innovation implementation. 2. The project concept. The project concept. Project classification and characteristics. Project life cycle. 3. Project development. Choosing idea. Planning. 4. Project management. Event management. Information and environmental management. Cost and risk management. The project team. 5. Financing of the project. Methods. Sources. Funding organization. 6. Procurement. Concept. Legal regulation. Participants and purchasing methods. Treatment planning, organization and execution. 7. Project proposal. Preparation of the application. Application forms. Evaluation of application. Successful design criteria.
Business ethics	English / Russian	dr. Ž.Kavaliauskienė	3	1. The concept of ethics, theories. Concept, problems, theories. 2. Social responsibility in an organisation. Moral responsibility. Social responsibility and models. 3. Ethic code. The purpose, aims and structure. 4. Ethical decision -making. Ethical decision concept. Ethical decision -making process5. Organization of business communication. Communication model and obstacles. Influence of non-verbal communication to successful communication process. Business etiquette and international protocol.
Applied research methodology	English / Russian	dr. R.Pocevičienė / V.Latvėnienė	4	1. Essence and the purpose of Applied research: classification of science and research. Concept of social research concept. Paradigm of social science research. Quantitative and qualitative research. Ethics of social research 2. Applied research methodology and theoretical methods: Methodology - a system of knowledge. Literature analysis in applied research. Working with scientific methods sources 3. Theoretical study: the theoretical (literature) review. Topic selection and formulation. Investigation problem. The aim, objectives and findings. The investigation methods, investigation procedures selected. Research design 4. Respondents sampling: probability sampling techniques. Non-probability sampling methods. Sample volume setting. Assessing the significance of the criteria. The methodological error. Evaluation of applied research 5. The study, empirical methods of data: collection methods. The tracking method. Experiment. Survey methods. Interview method. Document analysis. 6. The research data processing. Quantitative and qualitative data analysis. Descriptive statistics. Data analysis and interpretation. Presentation of results. 7. Research reports: Research project structure parts. Research paper structure. Theoretical research work. Research paper. Research findings, recommendations, bibliographic reference list.
Information technologies	English / Russian	V.Steponavičienė / I.Morkevičienė	4	1. Computer networks and services. Cloud computing. Local, global computer network. Data management, tools (Dropbox, gDrive, Mega, etc.), Share capabilities, Email, 2.Information retrieval strategy and result management. Understanding and identifying information needs. Information search planning. Searching for targeted information via web portals and electronic databases, 3. Presentation preparation, editing and dissemination, 4. Technology for designing and managing documents with computational elements. Data formats, their editing. Preparation and editing of table, its layout and saving. Logical, financial, textual, lookup

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				and reference, statistical functions. Design and editing of diagrams. Data sorting, list filtering. Summary Intermediate Calculations. Dynamic list summaries, 5. Creating and publishing an electronic store on a computer network. E-shop, main components. E-shop development tools. E-shop target customer foresight, structure design. Electronic advertising. Introduction of e-commerce goods, advertising. Billing and delivery methods in e-shops. Hosting an electronic store on the Internet, conducting purchases
International marketing	English	dr. Ž.Kavaliauskienė	5	1. Concept of international marketing. Concept, aim, tasks and functions of marketing and international marketing. Types of marketing. Types of International Marketing, 2. International Marketing Environment. Marketing Environments. Microenvironment of International Marketing. The macro-environment of international marketing. Organization of research on international marketing environment, 3. International markets and their segmentation. The market. Market segmentation, international market segmentation methods. International markets and their selection. Positioning. Market research, 4. Element of international marketing complex product: classification of goods, analysis of structure of product assortment, creation of new goods, product life cycle, identification, packaging, peculiarities of international trademarks. Product development and customization for users of international markets, 5. Element of international marketing complex price: setting price targets, market impact on price, pricing methods, pricing strategies. International pricing models, export pricing factors, export pricing, export pricing strategy. Pricing Policy Making for International Markets, 6. Elemental Distribution of International Marketing Complex: Distribution Channels and Marketing Logistics, Introduction to INCOTERMS 2017, Retail and Wholesale. International Distribution Channel Structure, Channel Configurations by Product Types, Channel Variables, Mediator Types, Export Mediator Selection, E-Commerce. The concept of export, export operations through intermediaries and directly, types of intermediaries in the domestic market. Organization of export operations, 7. Element of international marketing complex: promotion concept, strategy, personal selling, sales promotion, promotion, advertising, public relations. Means of international communication. Factors determining the promotion strategy in foreign markets. Planning an International Sponsorship Company. Execution and Effectiveness of an International Sponsorship Campaign
International business organization	English	dr. R.Bužinskienė	5	1. Concept and role of international business in the system of economic development process. International business concept and organizational peculiarities. State policy in developing international business. Regional trading blocks. International Organizations whose activities are related to International Business, 2. International Business Organization. Main forms, topicalities and problems of international business development in the context of globalization. Types of multinational companies and their forces. Organizational structures of multinational companies. E-Commerce and E-Business, 3. International Business Environment. Legal, ecological, demographic, technological, competitive and cultural environments. Assessment of International Market Opportunities. Foreign Direct Investment Strategies, Benefits and Trends and Their Need for International Business, 4. International Business Operations Management, Planning and Management, and

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				Strategies of International Business Operations Management. The Need for International Business Planning System and Planning. Advantages and disadvantages of international business strategies. International Operations Management Systems. Contemporary Business Management Models, 5. Material and Intangible Resources of a Business Enterprise. The concept of wealth. Concept of tangible and intangible resources. Fixed assets, its valuation. Current assets, its structure. Efficient use of working capital. Justification of the need of material resources, their saving, determination of the company's capabilities, 6. Planning and organization of the human resources of a business enterprise. Organization of work. Company staff. Workforce planning (need estimation) and structure planning. Personnel turnover, search methods Principles and models of pay organization. Wages forms, 7. Economic evaluation of company performance. Company expenses and their classification. Elements of economic costs. Cost (cost) and cost of developing products and services. Company revenue and profit. Cost break point. Company solvency. Corporate Bankruptcy, 8. Financial Evaluation of Company Performance. Business finance and its sources: equity and debt. Financing a business (loans, credits, current assets, etc.). Investment solutions for development opportunities and their economic evaluation
Quality management	English / Russian	dr. R.Pocevičienė	5	1. Quality management concepts and directions of development. Concept of quality and object of quality management. Development of quality management at international and national levels, Legal quality regulation in the European Union and Lithuania. Legal quality regulation in the EU. Legal quality regulation in Lithuania, 3. Quality planning. Quality policy, goals. Consumer Type Choice. Planning of Quality Development Programs, 4. Objects of Quality Management. Quality of goods and services, 5. Quality measurement. Comparison and evaluation. Process quality management, 6. International standards for quality management systems, certification. ISO 9000 series standards. Types of Standards, 7. Quality Improvement. Solving persistent quality issues. Development of a quality improvement program. Execution of individual quality improvement projects. Quality improvement tools and methods. LEAN, 5S, 6Sigma Methodologies, 8. Evaluation of Organization Quality Level. Assessing the Competitive Quality Level of an Organization. Evaluation of an organization against the criteria of national quality awards
International Business Risk Management	English	dr. Ž.Kavaliauskienė	4	1. Modern risk management theory. Basic terms and concepts used in risk theory, technical parameters of risk. Uncertainty and Risk, 2. International Business Risk Analysis and Management Process. Risk management systems, their fluctuations. Factors influencing business risks. Risk recovery models and their components. Risk Calculation Methods and Optimal Risk Mitigation Techniques, 3. Business Risk Management: Before and After Losses, 4. Risk Management Policy in a Business. Risk Solutions and Alternative Risk Management Techniques, Comparative Analysis of Self-Financing and Risk Transfer, 5. Risk Assessment and Management Techniques for Different International Businesses. Probabilistic risk assessment. Credit (credit) risk assessment. Measurement of Operational Risk by Adjusted Capital Returns. Insurance risk assessment and management, 6. Business risk management process in a company. Identification, analysis and evaluation of potential losses, selection of appropriate management methods. Economic risk control and monitoring. Investment risk management

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Accounting and Finance	English / Russian	dr. R.Bužinskienė / R.Šivickienė	5	1. Essential accounting features. Accounting essence, types, users of accounting information, accounting regulations, generally accepted accounting principles, accounting policies. 2. The company's economic situation and its role in accounting. The Company's assets, equity and liabilities, composition and structure. Fundamental accounting equality and its influence to economic processes. 3. Financial Statements. Financial Statements package, content and its preparation and publication of the principles of profit (loss) statement and balance sheet. 4. The accounting process and its organization. In accounting, double-entry accounting application, registration of transactions for accounting purposes. The primary accounting documents. The records5. The analysis and evaluation of the result of the entity's activities. Preparation of the accounts of company's balance sheet, profit and loss; the analysis and evaluation of data. The company's assets, liabilities and equity accounting. Fixed asset accounting , inventory accounting, equity and liabilities , accounting , settlement with the company's employees , income and expense recognition principles, cost, setting price in tourism for catering and accommodation services. 6. Lithuanian tax system. Personal income tax, state social insurance and mandatory health tax, value added tax, income tax. 7. The essence, functions, aims and goals of Finance management. 8. Financial statements for data analysis. The concept of indicator analyses of annual financial statements, solvency, operational performance indicators. 9. The entity's sources of funding. Need for funding sources. 10. Prediction of company's activities. Budgeting.
International Business Negotiation and Intercultural Communication	English	dr. R.Pocevičienė	4	1. Business negotiations in the communication system. Business Communication, Negotiations, Types, Principles, Comparative Analysis of Business Talk and Negotiations, 2. Intercultural Communication Theories. E. Hall's theory of high and low cultural contextuality. R. D. Lew's Theory of Cultural Openness to the World and Information. G. Hofstede's theory of crop measurement. E. D. Hirsh's Theory of Cultural Literacy, 3. Preparing for Business Negotiations. Stages of negotiation, cultural factors and their influence on negotiation, Argumentation tactics in business negotiations. Methods of argumentation and their application, neutralization of comments, use of tactical maneuvers, 5. Intercultural logic of discussion and behavioral features during negotiations, 6. Completion of business negotiations: stages, decision-making tools, 7. Intercultural features of negotiated decision-making.
International Business Finance Management	English / Russian	R.Šivickienė	6	1. Essential accounting features. Accounting essence, types, users of accounting information, accounting regulations, generally accepted accounting principles, accounting policies. 2. The company's economic situation and its role in accounting. The Company's assets, equity and liabilities, composition and structure. Fundamental accounting equality and its influence to economic processes. 3. Financial Statements. Financial Statements package, content and its preparation and publication of the principles of profit (loss) statement and balance sheet. 4. The accounting process and its organization. In accounting, double-entry accounting application, registration of transactions for accounting purposes. The primary accounting documents. The records 5. The analysis and evaluation of the result of the entity's activities. Preparation of the accounts of company's balance sheet, profit and loss; the analysis and evaluation of data. The company's assets, liabilities and equity

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				accounting. Fixed asset accounting , inventory accounting, equity and liabilities , accounting , settlement with the company's employees , income and expense recognition principles, cost and price setting. 6. Lithuanian tax system. Personal income tax, state social insurance and mandatory health tax, value added tax, income tax. 7. The essence, functions, aims and goals of Finance management. 8. Financial statements for data analysis. The concept of indicator analyses of annual financial statements, solvency, operational performance indicators. 9. The entity's sources of funding. Need for funding sources. 10. Prediction of company's activities. Budgeting.
Entrepreneurship and leadership	English	dr. R.Pocevičienė	4	1. Entrepreneurship as a prerequisite for the success of the activity. Entrepreneurship concept, the essence and place in modern society. Entrepreneurial traits and their expression. 2. Leadership concept and essence. Leadership research directions and concepts. Culture and Leadership. Sustainable leadership concept. 3. Leader's personality. Influence of leadership to the use of powers. Peculiarities of leadership in teams. Leadership ethics. 4. The place of entrepreneurship and leadership skills in personal and professional competencies system. 5. Development of entrepreneurship and leadership competencies.

Management and Communication Department

Faculty of Business and Technology

Organisation Communication and Marketing study programme¹

Subject	Language	Teacher	No. Credits	Content
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis	4	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
Теория коммуникации	Russian	Dr. J. Macienė	4	1. Концепция коммуникации 2. Процесс коммуникации 3. Виды коммуникации 4. Эффективность коммуникации
Business English	English	Dr. N. Litevkienė	6	The subject is designed to develop practical Business English language skills necessary in professional communication, to help the students consolidate and develop Business English language skills, to form

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				and develop professional vocabulary during practical activities and self-study. Main topics: Business communication: making contacts, welcoming visitors, getting acquainted, telephoning, emailing, networking, phone and email etiquette. Business Conferences. Company Structure. Departments. Business Intercultural Communication. Job satisfaction.
Media basics	English / Russian	N. Trinkaitė	4	Basics of media - theory and practice. The main topics are: Traditional and non-traditional media, social media, press release, view, text, soundtrack.
Management	English / Russian	Dr. R. Pocevičienė	5	Concept of management, classical and modern theories of management, the main functions of management, laws and principles of international business management, decision-making process in changing market, ability to choose appropriate management decision methods, ability to communicate effectively and work in a team.
Applied Science Methodology	English / Russian	Dr. R. Pocevičienė	4	The essential principles of applied research methodology; purpose, goals and objectives of applied research; preparation of the research plan and design, selection of the appropriate theoretical and practical research methods to study the formulated problem; process, submit and justify reliable data necessary for decision making.
Changes (Crisis) Communication	English / Russian	Dr. R. Pocevičienė	4	To develop skills to identify, plan and manage communication of organizational changes (and crises) in an ever changing environment, and foster the image of organizations. During the theoretical sessions the students will get acquainted with the essential types of changes and their management peculiarities, the principles of change communication. During the workshops, students develop skills to identify change communication in organizations, change organizations' change communication plan, and select effective communication methods.
Professional Ethics	English / Russian	Dr. R. Pocevičienė	4	The aim of business ethics course is to provide knowledge about business ethics values, theories, ethical problems and ways to solve them, negotiation ethics, to develop ethical business communication skills
International and Intercultural Communication	English / Russian	Dr. R. Pocevičienė	5	To acquire knowledge about the influence of globalization on modern organization communication, the main peculiarities of international and intercultural communication, theories, principles of intercultural communication and negotiation, to develop skills to apply them in the global environment. During the workshops tolerance to other nations and cultures is developed, possibilities of acceptance and recognition of different cultures and reduction of cultural shock are explored.
Entrepreneurship and Leadership	English / Russian	Dr. R. Pocevičienė	4	To gain the knowledge and skills, enabling to realize today's entrepreneurial and leadership importance and essence; to develop entrepreneurial and leadership competencies; to apply them in professional and personal activities in dealing with multi-cultural business partners and customers.
Knowledge Management	English / Russian	Dr. R. Pocevičienė	3	To provide knowledge about information and main knowledge management principles, about the importance of the learning organization in the context of the knowledge society, to develop the ability to apply knowledge management models in practice.

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Organizational Behaviour and Decision-Making Processes	English / Russian	Dr. R. Pocevičienė	4	To perceive the organization as a cohesive social system in which each element is significant. Develop the ability to effectively collaborate, lead, pursue organizational goals while meeting personal needs and plan social activities, address organizational issues, and make evidence-based decisions.
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Office Management study programme²

Subject	Language	Teacher	No. Credits	Content
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis	4	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
Управление документами	Russian	Dr. J. Macienė	4	1. Общие требования к оформлению документов 2. Требования к документации и учету. 3. Документация от имени физических лиц. 4. Оформление правовых актов и подтверждающих документов. 5. Подготовка и оформление официальных и других деловых документов компании, учреждения.
Business English	English	Dr. N. Litevkienė	6	The subject is designed to develop practical Business English language skills necessary in professional communication, to help the students consolidate and develop Business English language skills, to form and develop professional vocabulary during practical activities and self-study. Main topics: Business communication: making contacts, welcoming visitors, getting acquainted, telephoning, emailing, networking, phone and email etiquette. Business Conferences. Company Structure. Departments. Business Intercultural Communication. Job satisfaction.
Management	English / Russian	Dr. R. Pocevičienė	5	Concept of management, classical and modern theories of management, the main functions of management, laws and principles of international business management, decision-making process in changing market, ability to choose appropriate management decision methods, ability to communicate effectively and work in a team.
Applied Science Methodology	English / Russian	Dr. R. Pocevičienė	4	The essential principles of applied research methodology; purpose, goals and objectives of applied research; preparation of the research plan and design, selection of the appropriate theoretical and practical research methods to study the formulated problem; process, submit and justify reliable data necessary for decision making.
Changes (Crisis)	English /	Dr. R.	4	To develop skills to identify, plan and manage communication of organizational changes (and crises) in an

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Communication	Russian	Pocevičienė		ever changing environment, and foster the image of organizations. During the theoretical sessions the students will get acquainted with the essential types of changes and their management peculiarities, the principles of change communication. During the workshops, students develop skills to identify change communication in organizations, change organizations' change communication plan, and select effective communication methods.
Professional Ethics	English / Russian	Dr. R. Pocevičienė	4	The aim of business ethics course is to provide knowledge about business ethics values, theories, ethical problems and ways to solve them, negotiation ethics, to develop ethical business communication skills
International, Intercultural Communication and Negotiation	English / Russian	Dr. R. Pocevičienė	5	To acquire knowledge about the influence of globalization on modern organization communication, the main peculiarities of international and intercultural communication, theories, principles of intercultural communication and negotiation, to develop skills to apply them in the global environment. During the workshops tolerance to other nations and cultures is developed, possibilities of acceptance and recognition of different cultures and reduction of cultural shock are explored.
Entrepreneurship and Leadership	English / Russian	Dr. R. Pocevičienė	4	To gain the knowledge and skills, enabling to realize today's entrepreneurial and leadership importance and essence; to develop entrepreneurial and leadership competencies; to apply them in professional and personal activities in dealing with multi-cultural business partners and customers.
Knowledge Management	English / Russian	Dr. R. Pocevičienė	3	To provide knowledge about information and main knowledge management principles, about the importance of the learning organization in the context of the knowledge society, to develop the ability to apply knowledge management models in practice.
Organizational Behaviour and Decision-Making Processes	English / Russian	Dr. R. Pocevičienė	4	To perceive the organization as a cohesive social system in which each element is significant. Develop the ability to effectively collaborate, lead, pursue organizational goals while meeting personal needs and plan social activities, address organizational issues, and make evidence-based decisions.

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Information Management study programme

Subject	Language	Teacher	No. Credits	Content
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis	4	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
Business English	English	Dr. N. Litevkienė	6	The subject is designed to develop practical Business English language skills necessary in professional communication, to help the students consolidate and develop Business English language skills, to form and develop professional vocabulary during practical activities and self-study. Main topics: Business communication: making contacts, welcoming visitors, getting acquainted, telephoning, emailing, networking, phone and email etiquette. Business Conferences. Company Structure. Departments. Business Intercultural Communication. Job satisfaction.
Information retrieval	English / Russian	R. Jakutienė	5	Main topics: Information seeking strategies; Information retrieval process; Scientific information and seeking tools; Specialized search engines; Search methods; Sorting, selection and saving of search results.
Digitization of information	English / Russian	L. Naujokienė	3	1. Object of information digitization, purpose, meaning, evolution of heritage systems. 2. Digitization centers of world and Lithuanian information and cultural heritage. 3. Legal, methodological and material basis of digital documentation. 4. Criteria for selection of objects for digitization. 5. Digitization requires hardware and software. 6. Metadata, standards and content presentation. 7. Documentary databases, their types. 8. Intellectual and property ownership of the digitized object and protection of its rights. 9. Data protection against loss. 10. The "gravity" of a digital technology product and the emergence of a new product.
English Practical Communication Course	English	J. Korosteliová	3	The course is designed for intermediate and advanced English users to develop their speaking, listening, writing and reading skills to be able to communicate in English in a daily setting. Key topics: Personality and character. Family and friends. Hobbies. Leisure time. My country and city. Culture and traditions.

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				Education. Presentation of the country, city, college/university and study programme. Travelling. Giving directions. Communication etiquette.
Business Russian	Russian	J. Briedytė	4	The course is designed to develop the communication skills of the business language and develop business vocabulary for students with B1 - B2 level knowledge of Russian. Key topics: 1. Oral and written business communication etiquette. Business language etiquette. Business conversations over the phone. Business correspondence. Business ethics. Intercultural communication. 2. Information management. Organization of business meetings: presentations, projects, fairs, exhibitions. Business travel. Company representation. 3. Employment. Job Advertisements. Employment documents (CV, cover letter). A job interview.
Russian Practical Communication Course	Russian	J. Briedytė	3	The Course is designed for intermediate and advanced Russian language users to develop their speaking, listening, writing and reading skills to be able to communicate in Russian in a daily setting. Key topics: Personality and character. Family and friends. Hobbies. Leisure time. My country and city. Culture and traditions. Education. Presentation of the country, city, college /university, and study programme. Travelling. Giving directions. Communication etiquette.
Management	English / Russian	Dr. R. Pocevičienė	5	Concept of management, classical and modern theories of management, the main functions of management, laws and principles of international business management, decision-making process in changing market, ability to choose appropriate management decision methods, ability to communicate effectively and work in a team.
Applied Science Methodology	English / Russian	Dr. R. Pocevičienė	4	The essential principles of applied research methodology; purpose, goals and objectives of applied research; preparation of the research plan and design, selection of the appropriate theoretical and practical research methods to study the formulated problem; process, submit and justify reliable data necessary for decision making.
Changes (Crisis) Communication	English / Russian	Dr. R. Pocevičienė	4	To develop skills to identify, plan and manage communication of organizational changes (and crises) in an ever changing environment, and foster the image of organizations. During the theoretical sessions the students will get acquainted with the essential types of changes and their management peculiarities, the principles of change communication. During the workshops, students develop skills to identify change communication in organizations, change organizations' change communication plan, and select effective communication methods.
Professional Ethics	English / Russian	Dr. R. Pocevičienė	4	The aim of business ethics course is to provide knowledge about business ethics values, theories, ethical problems and ways to solve them, negotiation ethics, to develop ethical business communication skills
International and Intercultural Communication	English / Russian	Dr. R. Pocevičienė	5	To acquire knowledge about the influence of globalization on modern organization communication, the main peculiarities of international and intercultural communication, theories, principles of intercultural communication and negotiation, to develop skills to apply them in the global environment. During the

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				workshops tolerance to other nations and cultures is developed, possibilities of acceptance and recognition of different cultures and reduction of cultural shock are explored.
Entrepreneurship and Leadership	English / Russian	Dr. R. Pocevičienė	4	To gain the knowledge and skills, enabling to realize today's entrepreneurial and leadership importance and essence; to develop entrepreneurial and leadership competencies; to apply them in professional and personal activities in dealing with multi-cultural business partners and customers.
Knowledge Management	English / Russian	Dr. R. Pocevičienė	3	To provide knowledge about information and main knowledge management principles, about the importance of the learning organization in the context of the knowledge society, to develop the ability to apply knowledge management models in practice.
Organizational Behaviour and Decision-Making Processes	English / Russian	Dr. R. Pocevičienė	4	To perceive the organization as a cohesive social system in which each element is significant. Develop the ability to effectively collaborate, lead, pursue organizational goals while meeting personal needs and plan social activities, address organizational issues, and make evidence-based decisions.
Organization of Non-Formal Education	English / Russian	Dr. R. Pocevičienė	5	The subject is designed for students to gain knowledge and ability to understand the essence and significance of non-formal education in the context of lifelong learning, to organize activities of non-formal education as a part of a learning system, meeting the requirements of the consumers and working individually and in a team.
Organization of Educational Environment	English / Russian	Dr. R. Pocevičienė	5	The subject is designed for students to gain knowledge about the conceptual essence of educational environment, to explain it with reference to modern educational theories, to develop ability to analyze, assess and organize concrete educational environments, meeting the requirements of the consumers.

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Production and Logistics Management

Subject	Language	Teacher	No. Credits	Content
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis	4	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
Business English	English	Dr. N. Litevkienė	6	The subject is designed to develop practical Business English language skills necessary in professional communication, to help the students consolidate and develop Business English language skills, to form and develop professional vocabulary during practical activities and self-study. Main topics: Business communication: making contacts, welcoming visitors, getting acquainted, telephoning, emailing, networking, phone and email etiquette. Business Conferences. Company Structure. Departments. Business Intercultural Communication. Job satisfaction.
Logistics / International logistics	English / Russian	R. Balvočiūtė	5	The aim of the study course is to provide knowledge about the logistics system, to develop practical skills to analyze logistics chains and organize cargo transportation and warehousing. Main topics: the concept of logistics / international logistics; logistics / international logistics activities and functions; logistics / international logistics system; warehousing and stocs management; cargo transportation; logistics / international logistics distribution channels; Information management in logistics / international logistics.
Management	English / Russian	Dr. R. Pocevičienė	5	Concept of management, classical and modern theories of management, the main functions of management, laws and principles of international business management, decision-making process in changing market, ability to choose appropriate management decision methods, ability to communicate effectively and work in a team.
Applied Science Methodology	English / Russian	Dr. R. Pocevičienė	4	The essential principles of applied research methodology; purpose, goals and objectives of applied research; preparation of the research plan and design, selection of the appropriate theoretical and practical research methods to study the formulated problem; process, submit and justify reliable data necessary for decision making.
Changes (Crisis)	English /	Dr. R. Pocevičienė	4	To develop skills to identify, plan and manage communication of organizational changes (and crises) in an

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Communication	Russian			ever changing environment, and foster the image of organizations. During the theoretical sessions the students will get acquainted with the essential types of changes and their management peculiarities, the principles of change communication. During the workshops, students develop skills to identify change communication in organizations, change organizations' change communication plan, and select effective communication methods.
Professional Ethics	English / Russian	Dr. R. Pocevičienė	4	The aim of business ethics course is to provide knowledge about business ethics values, theories, ethical problems and ways to solve them, negotiation ethics, to develop ethical business communication skills
International and Intercultural Communication	English / Russian	Dr. R. Pocevičienė	5	To acquire knowledge about the influence of globalization on modern organization communication, the main peculiarities of international and intercultural communication, theories, principles of intercultural communication and negotiation, to develop skills to apply them in the global environment. During the workshops tolerance to other nations and cultures is developed, possibilities of acceptance and recognition of different cultures and reduction of cultural shock are explored.
Entrepreneurship and Leadership	English / Russian	Dr. R. Pocevičienė	4	To gain the knowledge and skills, enabling to realize today's entrepreneurial and leadership importance and essence; to develop entrepreneurial and leadership competencies; to apply them in professional and personal activities in dealing with multi-cultural business partners and customers.
Knowledge Management	English / Russian	Dr. R. Pocevičienė	3	To provide knowledge about information and main knowledge management principles, about the importance of the learning organization in the context of the knowledge society, to develop the ability to apply knowledge management models in practice.
Organizational Behaviour and Decision-Making Processes	English / Russian	Dr. R. Pocevičienė	4	To perceive the organization as a cohesive social system in which each element is significant. Develop the ability to effectively collaborate, lead, pursue organizational goals while meeting personal needs and plan social activities, address organizational issues, and make evidence-based decisions.

Engineering Sciences Department

Faculty of Business and Technology

Automatics Electrical Engineering study programme

Subject	Language	Teacher	No. Credits	Content
Mathematics	English / Russian	dr. A. Rimkevičienė	6	1. Matrix. 2. Systems of linear equations. 3. Linear inequalities and the planning. 4. The limit of a function. 5. Second order curves. Ellipse, hyperbola, parabola. 6. Differential calculations. 7. Integral calculations.
Electric Drive	English / Russian	M. Kernagis	6	Subject is for students to acquire knowledge and skills needed to work with electric drives, to learn to calculate and choose electric motor power for different modes of operation of electric drives and electric motor starting and control equipment.
Electrical drive control systems	English / Russian	M. Kernagis	6	1. Electric drives control devices; 2. Electrical drive control by relays and contactors; 3. Electrical drive control by contactless appliances; 4. Alternating current drive control systems; 5. Digital electric drive control systems.
Electromechanical transducers	English / Russian	M. Kernagis	4	1. Introduction. Classification of electromechanical converters; 2. Direct current electromechanical converters; 3. Transformers; 4 General theoretical foundations for AC electromechanical converters; 5. Asynchronous electromechanical converters; 6. Synchronous electromechanical converters.
Information Technologies	English	Dr. D. Dervinis	4	1. Means of the management of a large volume of text-based document The structure of the document, styles.

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				<p>2. Management technology of the documents with elements of the design in pixel units. Data formats and their editing.</p> <p>3. The presentation programmes for the preparation of the information in the presentation. The main steps in the preparation of the presentation.</p> <p>4. The Car's technical database. The concept of a database, the types of databases.</p>
Electronics	English	Dr. D. Dervinis	3	<p>Students will learn how to use basic electronics lab equipment such as oscilloscopes, power supplies, signal generators, and more. The course gives an introduction to analysis of elementary analog and digital circuits. It will give an basis for understanding and constructing simple systems of analog and digital electronic circuit elements.</p>
Construction of Automation Modules	English	dr. S. Niauronis	5	<p>Methods of installation of automation elements and factors that may influence their functionality. PCB manufacturing technologies. Peculiarities of installation of automation and electronic elements on printed circuit boards. Technological documentation required for the production of a printed circuit board. Documentation preparation using Autodesk Eagle CAD software. Circuit diagram conversion to Eagle CAD environment. Eagle CAD component databases. Routing of PCB tracks between automation elements in Eagle CAD environment. Eagle CAD library design.</p>
PLC Programming	English	dr. S. Niauronis	6	<p>1. PLC architecture, functions, operation basics and main specifications. Modular PLC systems. 2. PLC algorithms: styles, types, reading, creation. 3. CoDeSys environment and libraries. 4. Introduction to PLC programming using IEC 61131-3 languages: LD, SFC, FBD, CFC, ST, IL, STL. 5. PLC hardware configuration. 6. Basics of industrial communication protocols in PLC. 7. Humanmachine interfaces. 8. PLC integration with web applications. 9. Programming using one selected language.</p>
Microprocessors and Programming	English	dr. S. Niauronis	5	<p>1. Microprocessors and microcontrollers. Microprocessor development history; 2. Typical circuit solutions and data communication interfaces 3. Control algorithms and programming. Basics of control algorithm reading and design; 4. Microcontrollers and their functions in cars.</p>
Internet of Things (IoT)	English	dr. S. Niauronis	3	<p>1. IoT basics. IIoT and its purpose in process automatization; 2. Popular IoT platforms and Single Board Computers (SBC); 3. C programming for embedded systems, serial communication, Human Machine Interfaces (HMI); 4. IoT communication protocols. Automation communication, TCP/IP communication. Building Management System (BMS) communication; 5. IoT safety;</p>
Basics of Robotics	English	dr. S. Niauronis	4	<p>Industrial robots. Mobile robots. Autonomous Mobile Robots. Power sources for mobile robotic systems. Energy conversion and control in robotic systems. Programmable robot controllers.</p>

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Construction study programme

Subject	Language	Teacher	No. Credits	Content
Technology of Construction Work	Russian	E. Mockienė	6	1. General issues of technology and organization of construction works. 2. Transportation of construction loads. 3. Earth works. 4. Pile installation work. 5. Masonry work. 6. Erection of prefabricated structures. 7. Monolithic concrete and reinforced concrete works. 8. Wood works. 9. Roofing work. 10. Insulation work. 11. Installation of the floor.
Organization of Construction Work	Russian	E. Mockienė	3	1. Basics of organization of construction. 2. Logistic support of construction. 3. Preparation of construction technology and organization documentation. 4. Scheduling. 5. Network scheduling. 6. Self-study 7. Organization of flow construction. 8. Management of quality of building production. 9. State regulation of construction.
Construction Drawing	English	L. Skridailaitė	6	1. Formatting drawings. 2. Projection drawing. 3. Technical drawing. 4. Construction drawing. 5. Fundamentals of design of buildings. 6. Drawing and modifying 3D objects
Building Materials	Russian	L. Kelpšienė / D. Nesovas	3	1. Standards and quality control of building materials. 2. The main properties of building materials and their indicators, formulas, units of measurement. 3. Materials and products from natural stone. 4. Ceramic products for buildings. 5. Building metals and products. 6. Inorganic binders.
Basics of Construction	English / Russian	D. Nesovas	4	1. General knowledge of buildings and structures. 2. History of architecture. 3. Types of construction of the structure 4. Peculiarities of classification of buildings. 5. Buildings of cultural heritage. 6. Life cycles of the structure. 7. The concept of advanced construction. 8. Energy-efficient buildings. 9. Industrial buildings.

Building Maintenance	English / Russian	D. Nesovas	3	<ol style="list-style-type: none">1. Facility maintenance.2. Evaluation of the condition of the structures of buildings.3. Organization of maintenance of buildings.4. Essential requirements for buildings.5. Fire safety of buildings.6. Technical expert examination of the building.7. Wear of buildings.
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Transport Engineering Department

Faculty of Business and Technology

Automobile Technical Exploitation study programme

Subject	Language	Teacher	No. Credits	Content
Business Russian	Russian	J. Briedytė	4	The course is designed to develop the communication skills of the business language and develop business vocabulary for students with B1 - B2 level knowledge of Russian. Key topics: 1. Oral and written business communication etiquette. Business language etiquette. Business conversations over the phone. Business correspondence. Business ethics. Intercultural communication. 2. Information management. Organization of business meetings: presentations, projects, fairs, exhibitions. Business travel. Company representation. 3. Employment. Job Advertisements. Employment documents (CV, cover letter). A job interview.
Consumables	English/ Russian	R. Ignatavičius/ V. Petraškienė	3	1. Consumable Chemistry; 2. Automotive fuel; 3. Car oils; 4. Properties of plastic lubricants, their labeling and application possibilities; 5. Technical fluids.
Mathematics	English/ Russian	A. Rimkevičienė	7	1. Matrix. 2. Systems of linear equations. 3 Linear inequalities and the planning. 4. The function limit. 5. Differential calculations. 6. Integral calculations. 7. Differential equations, their solution and application. 8. Events and their probability. 9. Computer systems in Mathematics.
Engineering and Computer Graphics	English/ Russian	R. Juknevičius	4	1. The common part. Introduction to engineering graphics. 2. Geometry of drawing. 3. Projection of grid drawing. The design of models in three and six-plane projection. 4. Engineering drawings of the equipment. The main rules for the drawings. Detailed drawings, sketches and threaded connections. 5. The application of the computer program AutoCAD in Drawings.

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Automobile Electric and Electronic Equipmen	English/ Russian	T. Kalinauskis	5	1. Use of electric power in the car. 2. Electric power sources.3. Starter.4. Ignition system and its elements. 5. Lighting, signalling and auxiliary devices. 6. Sensors and controllers. 7. Car diagnostic electronic equipment. 8. Examination of the schemes of electrical and electronic equipment. 9. Electronic ignition systems. 10. Fuel injection systems. 11. Electronic equipment of antilock braking system.
Automobile Maintenance	English/ Russian	R. Ignatavičius	6	1. Car supplies. Characteristics and utilization of supplies and environmental impact: motor oils, gearbox oils, coolants, brake fluids, car-care products. 2. System and periodicity of car technical maintenance. 3. Technical maintenance of engine gears and the system. Technological process, equipment and supplies. 4. Technical maintenance of car transmission. Technological process, equipment and supplies. Laboratory work: technical maintenance of clutch and gearbox. 5. Technical maintenance of car chassis. Technological process, equipment and supplies. 6. Technical maintenance of car steering system. Technological process, equipment and supplies. 7. Technical maintenance of car's bodywork equipment. Technological process, equipment and supplies. 8. Technical maintenance of trailing vehicles. Technological process, equipment and supplies. 9. Course paper.
Environmental Protection	English/ Russian	V. Petraškienė	3	1. Pollution caused by motor vehicles. 2. The transport sector in the context of sustainable development. 3. The LR and the EU legislation acts on the reduction of pollution caused by transport. 4. Methods of control of pollution caused by motor vehicles. 5. Noise pollution control. 6. Measuring the emissions thrown into the atmosphere and means of reduction. 7. Water and soil pollution caused by means of transport. 8. Possibilities for CO2 control. 9. Ecological taint. 10. The influence of control of emissions and fuel consumption to the ecology. 11. EURO standards for the environmental protection. 12. The diversity of ecological vehicles. 13. Waste in the transport sector. 14. Wastes and possibilities of disposal. 15. Handling of inappropriately used vehicles. 16. Environmental requirements for car repair workshops.
Work Safety	Russian	J. Skiauteris	3	The legal regulation of health and safety. Legislation of personnel safety and health. The rights and obligations of employers and employees. Control of occupational safety and health. Employee coaching, training and certification. Accidents at work and occupational diseases. Prevention of occupational diseases and accidents at the workplace. Investigation of accidents and occupational diseases. The assessment of the working environment and working conditions in the work environment settings. The regulations of a design of a workplace. Hygiene standards. Professional risk and its assessment. Organization of safe work in technological

				processes. The occupational safety and health requirements for car maintenance and repair. Potentially dangerous devices. Potentially dangerous work. Electric safety. Fire safety. Collective and personal protective equipment.
Automobile Maintenance	English/ Russian	T. Kalinauskis	6	Electronic management of Otto engine power systems. Self-study task (will analyze and describe a given car's power system and its diagnostic parameters). Continuous gasoline injection system. eriodic injection system. Central injection system. Combined injection system. Gasoline direct injection systems. Battery gasoline direct injection system. Electronic management of diesel engines. Management of high pressure distribution fuel pump. Management of high pressure individual fuel pump. Management of battery „Common Rail“ power system. The techniques and devices of the start easy power systems of diesel engines.

Transport Logistics Technologies study programme

	Engineering Graphics	English/ Russian	A. Sabaliauskas	4	1. General part. 2. Descriptive geometry. 3. Projection drawing. 4. Engineering equipment drawings. 5. Schemes. Signs and requirements. 6. Making of drawings with AutoCAD computer program.
	Mathematics	English/ Russian	I. Vaičulytė	7	1. The theory of sets 2. Functions. Calculation of limits 3. The matrix theory 4. Systems of linear equations 5. Differential calculation 6. Integral calculation 7. Computer mathematics systems.
	Technical Mechanics English	English/ Russian	A. Sabaliauskas	4	1. Basic concepts of statics. 2. Basic concepts of kinematics. 3. Basic concepts of strength of materials. 4. Machine elements.
	Road Vehicles	English	M. Bagavičius	3	1. Types of road vehicles 2. Engine crankshaft crank mechanism. 3. Engine gas distribution mechanism 4. Operation and structure of turbochargers 5. Engine Power System 6. Engine Starting System.
	Technical Exploitation of Automobiles	English/ Russian	R. Ignatavičius	4	1. General requirements for automotive technical maintenance. 2. Vehicle exploitation characteristics and exploitation indicators. 3. Selection of car technical maintenance and current repair technological equipment. 4. Technical requirements for automotive technical maintenance and car technical maintenance technology. 5. Technical maintenance quality control.
	Transportation of Passengers	English/ Russian	M. Bagavičius	5	1. Basic of passenger transportation activities 2. Means of transport to carry passengers 3. Passenger transport performance indicators C4. Transport route network 5. A study on passenger flows 6. Traffic management in passenger transportation enterprises 7. Information systems in passenger transportation business 8. Course work.
	Smart Transport Systems	English/ Russian	T. Kalinauskis / D. Dervinis	4	1. Management of car highway and country roads. 2. Navigation and a driver's information systems. 3. Prevention of crash and security on roads. 4. Warning systems of management, maintenance and weather conditions on the roads. 5. Systems of warning of accidents and their control, Control work. 6. Aid provision transport (ambulance, fire) systems. 7. Control and processing of information on road conditions. 8. Travel information systems and electronic payment for services on the road. 9. Intelligent cars and their future trends. Paper. Options of smart technologies application in transport 10. Other smart transport systems and their future trends.

Informatics Sciences Department

Faculty of Business and Technology

Information Systems Technology study programme

Subject	Language	Teacher	No. Credits	Content
Basics of Algorithmization	English	dr. I. Vaičiulytė	3	<p>To know the principles of building algorithms, their operation, applying mathematical data structures and functions, to develop the ability to rationally choose the algorithm for the task, to identify initial data, main and auxiliary variables and expected results, to build and analyze algorithms of various structures, to interpret their operation with real data.</p> <ol style="list-style-type: none">1. The concept of the algorithm. Algorithmic schemes.2. Linear algorithms.3. Branching algorithms.4. Cyclic algorithms.5. Algorithms for calculating the sum and product. <p>Practical work: applications in one-dimensional and two-dimensional arrays.</p> <ol style="list-style-type: none">6. Algorithms for detection of minimum and maximum values.
Applied mathematics	English	A. Rimkevičienė	6	<p>To develop, deepen and systematize knowledge of mathematics. To develop logical and critical thinking, the need to take interest in application of mathematics methods in economics and statistics. To analyze and ground results (solutions).</p> <ol style="list-style-type: none">1. Sets: operations with sets.2. Matrices: the concept of a matrix. Operations with matrices. Calculation of determinants. Finding the inverse of a matrix.3. Systems of linear equations: solution of systems of linear equations using Gaussian,

				<p>Cramer's and inverse matrix methods.</p> <p>4. The limit of a function. Calculation of limits: the limit of the function, rules for calculation of limits.</p> <p>5. Differential calculus: function derivative and differential, differential calculation rules and application.</p> <p>6. Elements of analytic geometry: a circle, ellipse, hyperbola and parabola.</p> <p>7. Linear inequalities and optimal planning: drawing up of a mathematical model. Linear programming problems. Geometric interpretation.</p> <p>8. Computer mathematics systems: solving of problems using the program MathCad.</p>
Information Technologies	English / Russian	V. Steponavičienė / I. Morkevičienė	3	<p>To know the usage of computers and modern tools of information and communication technology in various areas; to be able to legally and systematically process information using tools and methods of information technology.</p> <p>1. Information search strategy and management of results.</p> <p>Perception and identification of the demand for information. Planning of information search. Search for targeted information through online portals and databases. Search for legal information. Document templates, forms, footnotes. Management of high volume documents. Structure of the document. Formation and updating of the content, making and updating of pictures and tables lists.</p> <p>2. The technology of designing and managing documents with calculated elements.</p> <p>Data formats, their editing, input control. Creating and editing of a table. Its designing and saving. Use of functions and formulas. Logical, lookup and reference, text, date and time functions. Designing and editing of charts. Data sorting, filtering of lists. Cumulative intermediate calculations. Dynamic summaries of a list.</p>
Computer Graphics	English	G. Tautvydienė	3	<p>To provide the knowledge and abilities to use possibilities provided by computer graphics, to apply the requirements for formatting of drawings, to create webpage design, to draw and edit vector drawings, to process raster images, to design and edit three-dimensional images of objects, to prepare technical documentation.</p> <p>1. Basics of computer graphics. Types of computer graphics and their peculiarities. General knowledge of development and processing methods of images. Website design. Colour models and colour modes. Requirements for finalisation and</p>

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				<p>formatting of designs.</p> <p>2.Processing of images of raster graphics. Basics of raster graphics. Website design. Images of raster graphics. Colour correction. Photo editing possibilities. Optimization of raster graphics files.</p> <p>3.Drawing, editing, formatting of two-dimensional objects and preparation for printing. The user's interface and peculiarities. Properties of graphical objects. Scales. Two-dimensional graphical objects. Formation and printing of drawings. Marking of measurements.</p>
Applied Research Methodology	English	R. Macaitienė	3	<p>To get acquainted with modern principles, methods and techniques of planning, organization, presentation, evaluation and argumentative interpretation of computer science research; to adapt and apply the acquired knowledge in the processes of preparation of the final project, presentation of results or publication.</p>
Computer Hardware	English	I. Pilypas	6	<p>To understand processes taking place in the computer, to evaluate and optimally select parameters of constituents of a modern personal computer, performing installation, adjustment, maintenance and repair of the computer and its peripheral equipment. To select hardware and software meeting the needs of the company. To know how to replace the broken electronic components in the computers, to acquire practical work skills with soldering equipment.</p> <p>1. The concept of information system, basic concepts and components. The structure of the personal computer, portable computers, the structure, parameters of main components. Internet of things.</p> <p>2. Peripheral equipment of the computer, upgrading of the computer according to the user's needs, adjustment of equipment.</p> <p>3. Testing of the computer and its components, failure detection, removal and prevention.</p> <p>4. Servers and other modern computer equipment.</p>
Management of Operating Systems	English	L. Kaklauskas	7	<p>To be able to install and configure operating systems of Unix, Linux, Windows families and mobile devices, to solve main management problems of operating systems and software, to administer users, access rights.</p> <p>1. The concept of the operating system (OS), basic concepts, interfaces, processes, threads, memory allocation, file systems. The concept, components, properties of the information system.</p> <p>2. Management of Windows family operating systems.</p> <p>3. Management of Linux family OS</p>

				<p>4. Management of Unix family OS</p> <p>5. OS of mobile devices. The concept of virtual and real-time OS.</p>
Computer Network Technologies and Security	English	L. Kaklauskas	9	<p>To know network technological solutions, hardware, standards, be able to combine local computer networks, use global networking services. To design computer networks, considering the user's needs and technical possibilities of equipment. To be able to choose suitable hardware of the network, adjust it by applying appropriate network protocols. To maintain computer networks, combine network services. To be able to ensure security of computer networks at various levels.</p> <p>1. The overview of network protocols according to OSI layers. TCP / IP protocol suite, IPv4 and IPv6 addressing, LAN, WAN, subnets, fixed (FLSM) and variable (VLSM) size masks. DHCP service.</p> <p>2. Hardware of network nodes, repeaters, switches, routers. Connection lines. Data transfer using protocols of physical, data (Mac, Arp, etc.) and transport (TCP, UDP, etc.) layer. Ethernet standard. Control of network nodes via a graphical interface.</p> <p>3. Network layer protocols. Static and dynamic (RIP, OSPF, EIGRP, etc.) routing.</p> <p>4. Management of the network node through command-line interface. Network layer protocols, static and dynamic (RIP, OSPF, EIGRP, etc.) routing. Cisco protocols.</p> <p>5. Switching management, STP and other protocols ensuring continuous operation of the network. Secure network of the enterprise, VLAN and other solutions.</p> <p>6. Application layer protocols. DNS, SMB and other network services, their harmonisation.</p> <p>7. WAN networks, standards (PPP, DSL, etc.), application. VPN, secure connection of remote enterprise networks. Network node management through a remote access interface (Telnet, SSH, etc.). Virtual networks. Bridges.</p> <p>8. Network safety assurance solutions. ACL, proxy servers and other security measures of network nodes. Specialized network nodes- firewalls. Translation of network addresses.</p> <p>9. Wireless networks, peculiarities of their adjustment.</p> <p>10. Physical and software analysis tools of data flows. SNMP protocol.</p>

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Software Engineering study programme

Subject	Language	Teacher	No. Credits	Content
Basics of Algorithmization Formal Languages	English	dr. I. Vaičiulytė	6	To acquaint students with formal languages and principles of algorithm creation, to provide knowledge about algorithms operation by applying mathematical data structures and functions, developing the ability to rationally select, construct and to analyze various algorithms of structures, to develop skills of solving practical tasks.
Discreet Mathematics	English	R. Macaitienė	6	To acquaint with theories of sets, combinatorics, mathematical logic, graphs and coding, to analyze discrete objects and structures, to form the ability to analyze real processes and phenomena, to form their discrete mathematical models, to develop the ability to apply known algorithms for solving practical problems, implementation principles and methods.
Database Management Systems	English	J. Urnikienė	3	To provide knowledge about database management systems (DBMS), their structure, classification and main functions. Develop the ability to process data flows, design databases and correctly select DBMS according to the needs store data, their quantity.
Information Technologies	English/Russian	V. Steponavičienė / I. Morkevičienė	3	<p>To know the usage of computers and modern tools of information and communication technology in various areas; to be able to legally and systematically process information using tools and methods of information technology.</p> <p>1. Information search strategy and management of results. Perception and identification of the demand for information. Planning of information search. Search for targeted information through online portals and databases. Search for legal information. Document templates, forms, footnotes. Management of high volume documents. Structure of the document. Formation and updating of the content, making and updating of pictures and tables lists.</p> <p>2. The technology of designing and managing documents with calculated elements.</p> <p>Data formats, their editing, input control. Creating and editing of a table. Its designing and saving. Use of functions and formulas. Logical, lookup and reference, text, date and time functions. Designing and editing of charts. Data</p>

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				sorting, filtering of lists. Cumulative intermediate calculations. Dynamic summaries of a list.
Internet Systems Programming	English	V. Steponavičienė	9	To acquaint with basic IT concepts, W3C requirements for websites and quality of websites model and evaluation criteria, information architecture, website design principles. Introduce HTML, CSS, JavaScript language syntax, SEO optimization basics, principles of working with content management system. Develop the ability to independently design, create, test websites and host on a remote server.
Computer Hardware and Networks 2	English	L. Kaklauskas	3	To understand the processes that take place in a computer, evaluate and optimally select the components of a modern computer parameters. To choose computer equipment that meets the needs of the company. Understand the processes taking place in computers networks, be able to reconcile network hardware, reconcile the network using TCP / IP and other protocols, ensure Network security and access to network resources.
SQL programing	English	J. Urnikienė	6	Develop the ability to create and manage user-friendly databases, work with databases data, select the required data. Develop the ability to see the need for additional features by facilitating data election.

Rehabilitation Department

Faculty of Health Care

Cosmetology study programme

Subject	Language	Teacher	No. Credits	Content
Anatomy, Physiology and Pathology	Russian	E. Kairienė	7	To provide knowledge of anatomy, physiology and general pathology, forming the basic theoretical knowledge base for further studies: to develop abilities to explain the most common terms of anatomy, physiology and pathology, to describe human body structures, state organs and their projection in the human body; describe age-related morphological and physiological changes in the body; to develop understanding of the functioning of human organs and organ systems, their interrelationship, mechanisms of function regulation, to acquire problem thinking abilities, describing the peculiarities of the occurrence, course and outcome of morbid processes.
Citology and Microbiology	Russian	V. Petraškienė	5	To impart knowledge of bacterial and viral genetics, to be able to evaluate bacterial genome structure, influence of microorganisms on skin condition, principles of organism biochemistry, to develop ability to evaluate hereditary and pathological biochemical reactions, to evaluate metabolic processes and pathologies and their influence on skin condition.
Cosmetic materials	Russian	V. Petraškienė	5	The subject is intended to acquire knowledge of cosmetic materials and their analysis skills. Theoretical classes deepen the science of cosmetic chemistry, analyze various groups of these substances, their structure, mechanisms of action, other properties and classification. Practical classes deepen physical science skills, analyze the composition of cosmetic products. , assesses the safety of cosmetic products for man and the environment, learns to recognize the signs and rules of cosmetic product labeling. , various groups of these substances, their structure, mechanisms of action, other properties and classification are analyzed. learn to recognize the signs and rules of labeling of cosmetic products. Intermediate reports are intended for consolidating theoretical knowledge and searching for and selecting targeted information. Key topics. 1. Cosmetic chemistry. 2. Biologically active substances. 3. Tinctures, extracts, medicinal plant oils. 4. Auxiliary components. Emulsifiers, solubilizers. Surfactants

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				(EIA). 5. Auxiliary components. Fragrances. Classification by odor and chemical structure: natural 6. Excipients. Preservatives. 7. Other excipients 8. Classification of cosmetic compositions and cosmetological recipe.
Professional Foreign Language (English)	English	N. Litevkienė	3	Competences and features of character of a cosmetologist. Healthy eating, healthy living. Skin and its types. Skin problems. Sun safety. Holistic approach to human health and beauty. Cosmetic products and beauty procedures.
Professional Foreign Language (Russian)	Russian	J. Briedytė	3	To improve communicative skills of Russian language, to form practical skills to use professional vocabulary of cosmetology specialist in business communication.
Professional Foreign Language (German)	English / Russian	Dr. N. Jurgaitis	3	To acquire the basic communicative German language skills, to form and expand the vocabulary of professional terms necessary for the professional activity of a physiotherapist.
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis / dr. N. Litevkienė	3	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
Health Informatics	English	G. Tautvydienė	3	The subject is designed to acquire knowledge about e-health, information systems and information technologies in medicine; to form skills for working with modern information processing tools, their application in the professional activities of a cosmetologist. document, provide information in textual and graphical format, perform computer processing and analysis of quantitative data Intermediate reports are intended for consolidation of theoretical knowledge about e-health and practical document preparation skills, application of graphical methods for information processing, preparation of quantitative research project in the field of health. 1. Information systems in medicine 2. Preparation of electronic specialized document 3. Demonstration of statistical digital health indicators in graphical format using spreadsheets. 4. Preparation, management, review of presentations. 5. Analysis of statistical quantitative health research results using the software package PSPP.
Physical Education	English / Russian	V. Padgureckas	3	To develop the principles of healthy lifestyle, emphasizing the importance of physical activity and movement, to strengthen the future professional's self-awareness, to care about the image of the profession and to develop the physical features important in daily and professional activities.
Basics of Nutrition	English	V. Vaikasienė	3	To provide knowledge of the basics of nutrition, to develop skills to explain the importance of nutrition in maintaining and strengthening health, to describe the structure of essential nutrients, groups of foods, to explain the principles and rules of healthy nutrition; to develop understanding of the basic methods of population nutrition assessment and the principles of implementing a healthy diet.

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Civil Safety	English / Russian	S. Karosienė	3	To provide knowledge about the structure of civil protection and rescue system, to develop abilities to forecast the extent of emergencies and their impact on people and the environment, to develop proper behavior in case of emergencies.
Business Organization and Management of Health Projects	English	E. Mockevičienė	5	Provide business organization and management knowledge, develop skills in preparing and delivering health projects, develop critical thinking in selecting and substantiating project ideas, develop project resource planning, accounting, and management skills using information resources and information technology.
Leisure Time Physical Education	English / Russian	V. Padgureckas	3	To provide knowledge on the development of leisure sports (basketball, football, volleyball, table tennis, badminton, darts). To develop fair play and competition, self-discipline, communication and collaboration skills, promoting activity, creativity and self-expression through sports games
Physical Activity and Lealthy Lifestyle	English / Russian	V. Padgureckas	3	To provide knowledge about the influence of physical education on human health and work capacity, to develop a modern approach to physical activity, to develop the right attitude to health as a value and to develop health storage and strengthening capacities
Massage	English	L. Stungienė	5	To provide teoretical knowledge about the main features of massage procedures applied in the practice of beauty teraphy. To develop the ability to plan and perform massage procedures, evaluate their effectiveness.

Physiotherapy study programme

Subject	Language	Teacher	No. Credits	Content
General Physiotherapy (Integrated practice)	English	D. Gedrimas / I. Skirmantaitė	6	To acquire knowledge about principles of physiotherapy, theories of rehabilitation, physical activity and movement, morphofunctional changes of the body under physical exertion, to develop abilities to evaluate physical and functional condition of a person, to develop clinical thinking in formulating physiotherapy diagnosis, aims and rehabilitation The observational practice is designed to familiarize yourself with the work, workplaces, equipment, tools, read and analyze medical documentation of a team of rehabilitation professionals to formulate a diagnosis, goals, objectives, and rehabilitation plan.
Clinical kinesiology	English	Dr. V. Aleknavičiūtė–Ablonskė	7	The course is designed to acquire the theoretical foundations of neuro-muscular system movement management. To form the ability to analyze the structure and functions of the normal musculoskeletal system. Theoretical sessions Principles of performance: During the practical sessions, the ability to recognize the peculiarities of the structures and functions involved in body movement in the kinesiological aspect is developed, molding skills are formed. General myology 5. Kinesiology of the muscular system. 6. Motion control. 7. Kinesiology of the upper extremity. 8. Kinesiology of the lower extremities. 9. Spinal kinesiology. 10. Respiratory system kinesiology. 11. Kinesiology of gait and posture movement.
Human Anatomy and Physiology	Russian	E. Kairienė	8	To acquire knowledge of human anatomy and physiology, forming the basic theoretical knowledge base for further studies: to develop skills to explain the most common terms of anatomy and physiology, stages of human body development; describe the shapes and structures of the human body, the position of organs and their projection in the human body; describe age-related morphological and physiological changes in the body; to develop understanding of the functioning of human organs and organ systems, their interrelation, mechanisms of function regulation, and the acquisition of problem-thinking skills in the description of key vital functions.
Communication psychology in rehabilitation	English / Russian	dr. V. Vaišvilaitė	3	The subject is designed to acquire knowledge about the basic regularities of the communication process and the peculiarities of psychosocial behavior of people of different ages in different situations, the importance of communication for self-expression, relationship building, professional activities; , apply the knowledge of communication psychology in practice Theoretical lectures analyze the concept of effective communication and its various components Practical sessions develop effective communication skills, self

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				- presentation and other comprehension skills. : 1. The concept of communication 2. The meaning of self-image in the communication process 3. Social perception 4. Verbal (verbal) and non-verbal (non-verbal) communication. 5. Listening. 6. Conflicts.
Health psychology	English / Russian	dr. V. Vaišvilaitė	3	The subject is intended to acquire practical skills in the application of health psychology. skills to communicate with healthy and / or sick people of different ages, different personality traits, principles of health and disease management, application of the principles of patient-centered health care. and the concept of illness 2. Health determinants and causes and consequences of illness 3. Peculiarities of psychosocial behavior of persons of different ages 4. Health-promoting and unhealthy behaviors 5. Illness experiences. 6. Professional communication and cooperation with the patient, his family members, group, community. 7. The importance of teamwork in health care. 8. Influence of a health care professional's psychological health and condition on the patient's health promotion process.
Professional Foreign Language (English)	English	Dr. N. Litevkienė	3	Profession of a physiotherapist. Communication with patients. Body systems: skeletal system, muscular system, respiratory system, digestive system. Healthy eating. Traditional and alternative methods of rehabilitation. Holistic approach to human health.
Professional Foreign Language (Russian)	Russian	J. Briedytė	3	To acquire general communicative Russian language skills, to form and expand vocabulary of professional terms needed in the professional activity of physiotherapist.
Professional Foreign Language (German)	English	N. Jurgaitis	3	To acquire the basic communicative German language skills, to form and expand the vocabulary of professional terms necessary for the professional activity of a physiotherapist.
Lithuanian Language (Elementary)	English	Dr. N. Jurgaitis / Dr. N. Litevkienė	3	The aim of this course is to provide students with a elementary knowledge of Lithuanian language Main topics: 1. Alphabet. Pronunciation. Numbers. Family. Personal pronouns, conjugation of verbs, present tense. 2. At home. Time. Daily activities. Food and drinks. Travelling. Declention of nouns. Prepositions. 3. Weather and seasons. Clothes and colours. Adjectives
The Basics of Massage	English	D. Gedrimas	3	To aquire knowledge about the types of massage and classical massage methods, their effects on the body. To develop the ability to technically perform the main and auxiliary methods of classical massage, to develop critical thinking when preparing a therapeutic massage procedure plan taking into account the person's physical and functional condition.
Physical Education	English / Russian	V. Padgureckas	3	To develop the principles of healthy lifestyle, emphasizing the importance of physical activity and movement, to strengthen the future professional's self-awareness, to care about the image of the profession and to develop the physical features important in daily and professional activities.
Methods of Physiotherapy	English	V. Aleknavičiūtė-	8	To acquire knowledge about the methods applied in physiotherapy and to develop the skills to carry out technical methodologies, to develop critical thinking in choosing the appropriate method taking into

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		Ablonskė		account the physical and functional condition of the person.
Civil Safety	English / Russian	S. Karosienė	3	To acquire knowledge of the structure of the civil protection and rescue system in Lithuania, to develop the ability to forecast the extent and impact of emergencies on man and the environment, to form appropriate behavior in case of emergencies.
Health Project Management	English	E. Mockevičienė	4	Provide project management knowledge, develop skills in designing and delivering health care projects, develop critical thinking in selecting and substantiating project ideas, apply resource planning, accounting, and management techniques using information sources and information technologies.
Leisure Time Physical Education	English / Russian	V. Padgureckas	3	To provide knowledge on the development of leisure sports (basketball, football, volleyball, table tennis, badminton, darts). To develop fair play and competition, self-discipline, communication and collaboration skills, promoting activity, creativity and self-expression through sports games
Physical Activity and Lealthy Lifestyle	English / Russian	V. Padgureckas	3	To provide knowledge about the influence of physical education on human health and work capacity, to develop a modern approach to physical activity, to develop the right attitude to health as a value and to develop health storage and strengthening capacities

Biomedical Sciences Department

Faculty of Health Care

General Practice Nursing study programme

Subject	Language	Teacher	No. Credits	Content
Professional English language	EN	dr. N.Litevkienė	3	In the hospital. Names of departments. Admissions department. Profession of a nurse. Body systems. Skeletal system. Muscular system. Respiratory system. Digestive system. Diseases and their treatment. Means and instruments of nursing. Healthy living. Holistic approach to human health.
Professional Russian language	RU	J. Briedytė	3	In the hospital. Names of departments. Admissions department. Profession of a nurse. Body systems. Skeletal system. Muscular system. Respiratory system. Digestive system. Diseases and their treatment. Means and instruments of nursing. Healthy living. Holistic approach to human health.
Therapeutic Nursing and Pharmacology	English	Indrė Šidlauskienė, Vida Motiekaitytė	8	To provide knowledge about internal disease risk factors, symptoms, possible complications, diagnosis, treatment, prevention and nursing, human metabolism at the molecular level, drug pharmacokinetics and pharmacodynamics, anatomical therapeutic groups, routes of administration, forms, interactions, adverse reactions, storage rules, recipes . Encourage critical thinking and capacity building by analyzing evidence-based practical problems, actions, vertical parts in internal disease nursing, developing and adjusting nursing plans, evaluating biochemical and clinical research indicators, developing the ability to change and prescribe medicines for medical emergencies.
Practice of Therapeutic Nursing	English	Indrė Šidlauskienė	6	To acquire ability to work in team, to analyze and evaluate the main signs of functional disorders of vital organs, life-threatening conditions, risk factors for therapeutic diseases,

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				disease complications, prevention, affected problems, their solutions, effective and valuable work. To take care of patients with therapeutic diseases, to perform various manipulations in the treatment to develop critical thinking and analysis skills; carries out the dissemination of scientific science and practice. The practice report and defense are designed to assess the clinical skills acquired.
Communication psychology	English	Laima Milkintaitė	3	The concept of communication. Self-image in the process of communication. Social perception. Verbal and non-verbal communication. Individual differences in communication. Listening.
Geriatric nursing	English	Karolina Matelionytė	4	Geriatric Nursing. The study module is designed to acquire knowledge and skills about health care and geriatric care for the elderly. Theoretical sessions analyze the impact of age change on the health of the elderly, theories of aging, health problems of the elderly, basic geriatric conditions and syndromes, peculiarities of health care and prevention of the elderly. During the practical classes, the skills of critical thinking are developed to identify the vital needs of the elderly and the elderly, strategies to help carry out nursing and to promote self-care opportunities. Intermediate assessments are designed to assess student's knowledge and application skills.

Social Work Department

Faculty of Health Care

Social Work study programme

Subject	Language	Teacher	No. Credits	Content
Basics of Psychology	English/Russian	L. Milkintaitė	4	Concept of Psychology. Cognitive Processes. Emotional and volitional behavior regulation. Personality and social behavior. Personality purposefulness and activity motives. Individual psychological personality traits. Mental health and disorders. Social thinking. Social influence. Social relations. Social roles. Group influence.
Communication and Conflict Management	English/Russian	L. Milkintaitė	3	The concept of communication. Self-image in the process of communication. Social perception. Verbal and non-verbal communication. Individual differences in communication. Listening. Conflicts. Internal personality conflicts. Interpersonal conflicts.
Professional Career Design	English/Russian	L. Milkintaitė	3	Professional career concept and purpose. Knowledge of personality in career designing. Career design knowledge, skills. Career Solutions. Career changes. Career plans.

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Integration of the Disabled	English	A. Čepienė	5	The concept of disability. Work with the disabled. Social and functional integration. Special needs and social problems of the disabled person. Organisation of social rehabilitation. The concept of psychosocial rehabilitation. The social worker's role in the process of psychosocial rehabilitation. Vocational rehabilitation of the disabled.
Social Innovations	English	dr. Neringa Povilaitienė	6	Social programmes. Identification and assessment of the need for the programme. Preparation of leisure programmes. Coordination and implementation of the prevention programme. Project: concept, features, diversity, classification, properties. Non-governmental organizations (NGOs). The role of the team in a non-governmental organization.
Gender Psychology	English/Russian	L. Milkintaitė	3	The concept of gender/ sex. Gender stereotypes and roles. Psychological and social gender differences. Sex Identification Disorders. Homosexuality. Intercultural gender differences. Improving communication between genders.
Social Philosophy	English	I. Ratnikaitė	3	The subject is intended for the development of the approach to seek sustainable development of the society: to ensure appropriate personal life quality, to seek the society's welfare and security. To provide knowledge and skills to understand and define the structure of the society, its peculiarities, changes and trends, functioning of the individual and social organizations, interrelations, problems to be solved in the context of general social and human patterns.
Professional English Language	English	N. Litevkienė	6	A specialist of social work: spheres of activities, competences, features of character. Communication in social work: telephoning, emailing. History of social work. Social work with individuals and families. Social work with children without care. Social work with the elderly. Social work with risk groups. Social work with alcoholics and drug addicts. Addictions, their consequences, prevention.
Этика и ценности социальной работы	Russian	G. Gerikaitė	4	Аксиологическая парадигма социальной работы, концепция профессиональной этики, основные принципы социальной работы. Модели принятия этических решений. Универсальность и относительность ценностных ориентаций, применение принципов этики соц работы на практике, решение этических дилемм и проблем и предвидение их моделей принятия решений при оказании социальных услуг в изменяющейся среде.