



Šiauliai State University of Applied Sciences

APPLICATION FOR EXCHANGE STUDIES / TRAINEESHIP

Factsheet

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

Prepared on November, 2022



ŠIAULIAI STATE UNIVERSITY OF APPLIED SCIENCES

2022-2023 a.y. Spring semester

FACTSHEET

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

Contact Information

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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.lt2. 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.lt4. Upon receiving the Application documents we will process the admission.
Documents required for incoming Exchange students	<ol style="list-style-type: none">1. Application form2. 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

Upon their departure students will receive:

Departure

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

	ECTS	Local	Definition
Grading system	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 and International Business study programme

Subject	Language	Teacher	No. Credits	Content
Management	English	dr. Ž. Kavaliauskienė	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.
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.
Financial analysis and management	English / Russian	E.Jonuškienė / 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 projects 7. Management of risk of financial activities
Marketing	English /	dr.	4	1. The concept of marketing. Aims, objectives and functions of marketing. Types of marketing. 2. The marketing

	Russian	Ž.Kavaliauskienė		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. 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
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

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				costs. Description of the method and application stages. Use of the method for cost optimization.
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.
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,
International marketing	English	dr. Ž.Kavaliauskienė	5	Concept of international marketing. Marketing and international marketing concept, purpose, tasks and functions. Types of marketing. Types of international marketing. Environment of international marketing. Marketing environments. Microenvironment of international marketing. Macroenvironment of international marketing.

				<p>Organisation of international marketing environment research. International markets and their segmentation. The market Market segmentation, ways of segmentation in the international market. International markets and their selection. Positioning. Market research. Item of the international marketing complex: Classification of goods, analysis of the structure of the assortment of goods, development of new goods, life cycle of goods, identification, packaging, peculiarities of international trade marks. Creation and adaptation of goods to consumers in international markets. The price element of the international marketing mix: setting price targets, market impact on price, pricing methods, pricing strategies. International pricing models, export pricing factors, determination of export prices, export price strategy. Developing pricing policies for international markets. Distribution of the international marketing mix element: distribution channels and marketing logistics, introduction to INCOTERMS 2017, retail and wholesale. Structure of the international distribution channel, channel configurations by type of goods, channel variables, types of intermediaries, selection of export intermediaries, electronic commerce. The concept of export, export operations through intermediaries and directly, types of intermediaries on the domestic market. Organisation of export operations. Support of an element of the international marketing mix: the concept of support, strategy, personal sales, sales promotion, promotion, advertising, public relations. International communication tools. Factors determining the support strategy in foreign markets. Planning of the international support campaign Execution and effectiveness of the international support campaign.</p>
International business organisation	English	dr. R.Bužinskienė	5	<p>1. Concept and role of international business in the economic development process system. Concept and peculiarities of international business organization. State policy in the development of international business. Regional trade blocs. International organisations which activities are related to international business. 2. Organizing international business. Main forms, current issues and problems of international business development in the context of globalisation. Types of international companies and the forces that affect them. Organisational structures of multinational companies. E-commerce and e-business. 3. International business environment. Legal, ecological, demographic, technological, competitive and cultural environment. Assessment of international market opportunities. Strategies, benefits and trends of foreign direct investment and their need for international business. 4. International business operations management, planning and management and strategies Peculiarities of international business operations management. The need for an international business planning system and planning. Advantages and disadvantages of international business strategies. Systems for the management of international operations. Modern business management models. 5. Tangible and intangible resources of the business company. The concept of asset. The concept of tangible and intangible assets. Fixed asset, its evaluation. Current asset, its structure. Effective use of working capital. Justification of the need for material resources, their saving, identification of the company's capacity. 6. Planning and organization of human resources of a business company. Organisation of work Company staff. Number of staff (demand calculation) and structure planning. Personnel turnover, search methods Principles and models of work payment organization. Forms of work payment. 7. Economic evaluation of company activity. Company' expenses and their classification. Elements of economic</p>

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				costs. Cost and price of development of products and services. Company' revenue and profit. Cost recovery (break point). Company' solvency. Companies' bankruptcy. 8. Financial evaluation of company activity. Financing of the business and its sources: equity and debt. Financing of the business (loans, credits, financing of current assets, etc.). Investment opportunities solutions and their economic assessment
International Business Risk Management	English	dr. Ž.Kavaliauskienė	4	1.Modern theory of risk management. Main 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 sizing methods and optimal risk mitigation techniques3. Business risk management: before and after losses happen. 4. Risk management policy in the business company. Risk considerations and alternative risk management approaches, benchmarking of self-financing and risk transfer. 5. Assessment and management methods for various international business risks. Probabilistic risk assessment. Loan (credit) risk assessment. Estimation of operational risk based on adjusted capital inflows. Assessment and management of insurance risks. 6. Business risk management process in the company. Identification, analysis and assessment of potential losses, selection of appropriate management methods. Economic risk control and monitoring. Investment risk management
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 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.
International sales management	English	dr. R.Bužinskienė	5	1. The concept of international sales management. International business and globalisation. The essence of sales management, functions The importance of international sales planning. Quantitative and qualitative indicators of sales efficiency. International sales transactions. 2. International trade agreements, international agreements. Types of preferential trade arrangements and economic analysis. Trade agreements. International agreements. 3. Search for foreign markets and trade contacts. Methods of searching for foreign markets (export) and customers.

				Establishment of trade contacts between exporters and importers. Sales and negotiation techniques. Sales strategies. The concept of the sales strategy. Sales strategy clusters: intensive growth, diversified growth, vertical integration strategies. Development, selection and determinants of the sales strategy. 4. Sales tactics. Types of sellers and buyers. Business to Business (B2B) sales process. Business-to-Consumer (B2C) sales process. Selling business to the state (BS) process. Similarities and differences in sales processes depending on the speed of processes, number of decision makers, simplicity, uniformity of ordering. 5. Planning of international sales (exports). Organisational forms and methods of export operations, distribution channels. Market access studies for a specific export product. Foreign market selection model. Assessment of the competitiveness of an export product. 6. Assessment of the cost-effectiveness of exports. Export cost-efficiency indicators. Analysis of export earnings and costs
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 communication and negotiations. 2. Intercultural communication theories: E. Hall's theory of high and low culturally contextuality. R.D. Lewis Theory of Cultural Openness to the World and Information. G. Hofstede Cultural Measurement Theory. E. D. Hirsh's Theory of Cultural Literacy. 3. Preparation for business negotiations: negotiation stages, cultural factors and their influence on negotiations. 4. Argumentation tactics in business negotiations: methods of argumentation and their application, neutralization of comments, use of tactical maneuvers. 5. Intercultural discussion logic and peculiarities of behavior in negotiation. Intercultural differences, their manifestation in behaviour and peculiarities in negotiation. 6. Completion of business negotiations: stages, decision-making measures. 7. Intercultural negotiating decision-making peculiarities Expression of cultural peculiarities in decision making. Behavioral modeling, depending on the peculiarities of the cultural environment
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.
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
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Management and Communication Department

Faculty of Business and Technology

Suitable for: Office Administration, Organisation Communication and Marketing, Production and Logistics Management and Information Management ¹study programmes

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.

¹ Double Diploma Degree study programme with Porto Polytechnic Institute (ISCAP), Portugal

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Business Russian	English / Russian	J. Briedytė	3	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.
Applied Research 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.
International and Intercultural Communication	English / Russian	Dr. R. Pocevičienė	4	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.
Communication Theory	English	dr. L. Tamutienė	4	The primary objectives of this course are a) to examine the basic concepts of communication theory; b) to understand models of communication process; c) to develop abilities to apply theoretical communication models in organizational communication activities. 1. Introduction of key concepts of communication. 2. An examination of the communication process, terms and models. 3. Introduction of semiotics. Messages, signs and meanings in communication. 4. Overview of the development of communication studies.
Теория коммуникации	Русский	dr. Jurgita Macienė	4	1. Концепция коммуникации 2. Процесс коммуникации 3. Виды коммуникации 4. Эффективность коммуникации
Monitoring and Evaluating	English	dr. L. Tamutienė	5	The primary objectives of this course are a) to provide knowledge about the specifics in monitoring and evaluating of information flows, b) to examine the basic aspects of the monitoring system; b) to develop

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Information Flows				abilities to apply theoretical communication models in organizational communication activities. Subject is recommended for Information Management study programme students.
Information retrieval	English / Russian	R. Jakutienė	4	Main topics: Information seeking strategies; Information retrieval process; Scientific information and seeking tools; Specialized search. Subject is recommended for Information Management study programme students.
Manufacturing logistics	English / Russian	Rasa Balvočiūtė	5	The study subject is intended to acquire knowledge of the organization and management of logistics processes (such as supply, storage, stock management, distribution). Logistics operations and logistics flows are analyzed, knowledge about logistics process management is acquired during theoretical classes. The abilities to plan, organize and control manufacturing logistics processes in the production company's activities are developed during practical sessions. Subject is recommended for Production and Logistics Management study programme students.

Engineering Sciences Department

Faculty of Business and Technology

Engineering study programme

Subject	Language	Teacher	No. Credits	Content
Electromechanical Converters	Russian /English	M. Kernagis	4	The subject is intended to provide knowledges about electrical and mechanical processes occurring in electromechanical converters. Principles of operation of AC motors, DC motors and transformers
Electric Drives	Russian /English	M. Kernagis	3	Subject is for students to acquire knowledge and skills needed to work with electric drives, to learn how to calculate and choose electric motor power for different modes of operation of electric drives. Electric motor starting and control equipment.
Applied Mechanics	Russian	E. Mockienė	4	1. Statics. 2. Coplanar system of concurrent forces. 3. Couple of forces. The moment of a couple. 4. Coplanar system of randomly located forces. 5. Spatial system of forces. 6. Key concepts. 7. Tension and compression. 8. Shearing, splitting, bearing compression. 9. Geometrical characteristics of plane sections. 10. Bending of the straight beam. 11. Key concepts and assumptions. 12. Compound beams. 13. Statically determinate frames. 14. Design of statically determinate trusses.
Building physics	Russian /English	L. Kelpšienė/L. Skridailaitė	3	1. Thermal physics. 2. Climate and microclimate. 3. Thermal and moisture properties of building materials and products. 4. Main principles of assessment and design of energy performance of buildings. 5. Calculation of physical parameters of the building envelope. 6. Requirements for designing buildings. 7. Basics of building acoustics. 8. Basics of lighting of premises.
Building Materials	Russian /English	L. Kelpšienė/D. Nesovas	7	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	Russian	D. Nesovas	4	1. General knowledge of buildings and structures. 2. History of architecture. 3. Types of construction of the

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Construction	/English			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.
Technology of Construction Work	Russian	E. Mockienė	6	1. Surface finishing work. 2. Landscaping works. 3. General knowledge of building repair and reconstruction works. 4. Rationing and estimates. 5. Course project. Subject is recommended for second year students.
Basics of structural analysis	Russian /English	L. Kelpšienė/L. Skridailaitė	5	1. Basics of structural design. 2. Design values of materials. 3. Types of connections of members of timber structures. 4. Design of timber structures. 5. Materials of masonry structures, their properties. 6. Calculation of the elements of masonry structures in accordance with the requirements of ultimate limit states. 7. Design of masonry. 8. Reinforced concrete. 9. Calculation of strength of the elements subjected to flexure. 10. Analysis of cracking and deformation of reinforced concrete elements. 11. Analysis and design of compression and tension elements. 12. Materials of metal structures. 13. Joints of elements of steel structures. 14. Beams, beam and girder construction. 15. Metallic frames and metalwork. Only for students who previously studied Applied Mechanics and Building Structures.
Building Maintenance	Russian /English	D. Nesovas	3	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.
Organization of Construction Work	Russian	E. Mockienė	3	1. Site planning. 2. Organization of safe work and environmental protection 3. Organization of construction companies. Selection of employees. Subject is recommended for second year students.

Transport Engineering Department

Faculty of Business and Technology

Transport engineering study programme

Subject	Language	Teacher	No. Credits	Content
Transportation of passengers	English	M. Bagavičius	5 credits	To provide knowledge about passenger transport infrastructure, legal regulation of transport activities, to develop practical abilities to organize and evaluate the technological process of passenger transport.
Road vehicles	English	M. Bagavičius	6 credits	After completing this subject, students will know several types of vehicles, analyze the main technical data of cars. Will carry out dismantling works of car structures and get acquainted with their operation.
Environmental and human safety	English	M. Bagavičius	3 credits	The subject of environmental and human safety aims to: provide knowledge about the main legal requirements of environmental and work safety, develop skills in formalizing documents, instructing employees and investigating accidents; analyze the relationships between individual elements of the environmental protection system; assess the anthropogenic impact on individual elements of the biosphere.
Specialized cars	English	M. Bagavičius	3 credits	The subject of specialized cars aims to: provide knowledge about the classification, construction and principles of operation of specialized cars
Transportation of dangerous goods	English	M. Bagavičius	6 credits	Students will be able to analyze the technological process of transporting dangerous goods, solve the tasks of organizing the international transportation of dangerous goods.
International logistics	English	M. Bagavičius	5 credits	The aim of the subject of international logistics is to form a system of theoretical and practical knowledge of international logistics, to develop practical abilities to analyze international logistics

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				channels and to organize the transportation and storage of international cargo.
Transport system	English	M. Bagavičius	3 credits	To provide knowledge about the functional and physical components and services of the transport system, to analyze the technical operational characteristics of vehicles
Eco driving	English	M. Bagavičius	3 credits	The benefits of eco-driving (safety, environmental protection, finances, social benefits), will know how to use the car correctly, when to switch gears, how to accelerate correctly, what to do on uphill and downhill, how to take care of the car, when it is necessary and not necessary to use electrical devices.
Cargo loading technologies	English	M. Bagavičius	6 credits	To provide the ability to organize loading work, to evaluate the loading technologies of individual types of cargo, to analyze the mechanisms, machines and tools used for this purpose, to organize the securing of cargo.

Informatics Sciences Department

Faculty of Business and Technology

Computer Sciences study programme

Subject	Language	Teacher	No. Credits	Content
Electronics	English	D. Dervinis	3	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.
Applied mathematics	English	A. Rimkevičienė	6	To expand, deepen and systematize knowledge of mathematics. To develop logical and critical thinking, the need to be interested in mathematical methods application in economics and statistics. Analyze and justify the results (solutions).
Computer Hardware	English	I. Pilypas	6	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. 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. 2. Peripheral equipment of the computer, upgrading of the computer according to the user's needs, adjustment of equipment. 3. Testing of the computer and its components, failure detection, removal and prevention.

				4. Servers and other modern computer equipment.
Database Management Systems	English	J. Urnikienė	6	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.
Computer Networks and Telecommunications	English	S. Niauronis	6	<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> <ol style="list-style-type: none"> 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. 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. 3. Network layer protocols. Static and dynamic (RIP, OSPF, EIGRP, etc.) routing. 4. Management of the network node through command-line interface. Network layer protocols, static and dynamic (RIP, OSPF, EIGRP, etc.) routing. Cisco protocols. 5. Switching management, STP and other protocols ensuring continuous operation of the network. Secure network of the enterprise, VLAN and other solutions. 6. Application layer protocols. DNS, SMB and other network services, their harmonisation. 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. 8. Network safety assurance solutions. ACL, proxy servers and other security measures of network nodes. Specialized network nodes- firewalls. Translation of network addresses. 9. Wireless networks, peculiarities of their adjustment. 10. Physical and software analysis tools of data flows. SNMP protocol.

Rehabilitation Department

Faculty of Health Care

Cosmetology and Physiotherapy study programmes

Subject	Language	Teacher	No. Credits	Content
Final Cosmetology Practice / Pre-graduation Practice	English	E. Mockevicienė	12	To develop the ability to systematize the theoretical knowledge acquired during studies and apply it in practice, to perform therapeutic cosmetic and decorative cosmetic procedures, to evaluate the quality of procedures, to forecast work results, to draw up a business plan, to collect and disseminate information about cosmetology innovations. Subject is recommended for students who are in their final study year and are able to perform manual and machine facial and body care procedures.
Basics Nursing (Integrated Practice)	English	V. Vaikasienė	6	To develop the ability to understand the health care process, develop critical thinking, justifying the indications and contraindications of nursing interventions, be able to determine the norm and pathology of vital activities, be able to assess the client's basic vital functions, be able to apply individual care to meet the needs of the client, perform nursing interventions.
Internal Diseases And Urgent Medical Aid	English / Russian	V. Gerikienė	4	To provide knowledge about etiological and risk factors of internal diseases and life-threatening conditions, clinic, diagnostics, first medical aid, possible skin changes during various internal diseases. To develop the ability to analyze the signs of vital functions disturbance during internal diseases and life-threatening conditions and providing first medical aid.
Unconventional massage	English	L. Stungienė	3	To provide knowledge about the main features of non-traditional massage procedures used in the practice of beauty therapy and to develop the ability to perform non-traditional massage procedures, evaluating their effectiveness.
General Physiotherapy (Integrated practice)	English	D. Gedrimas	6	To acquire knowledge about the types of devices used in physical therapy to accelerate tissue healing, to manage pain and rehabilitate body combining several different physical agents.
The Basics of Massage	English	D. Gedrimas	3	To acquire 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

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				classical massage, to develop critical thinking when preparing a therapeutic massage procedure plan taking into account the person's physical and functional condition.
Health Education and Medical First Aid	English / Russian	V. Gerikienė	3	To acquire knowledge of health education and first medical aid, to develop the ability to apply the principles of health education and first medical aid to persons of various ages, in the preparation and implementation of health education programs and to recognize disorders of vital functions or life-threatening conditions and demonstrate first aid actions.
Physical Education	English / Russian	V. Padgureckas	3	To develop the principles of a healthy lifestyle, emphasizing the importance of physical activity and movement, to strengthen the self-awareness of the future specialist, taking care of the image of the profession, and to develop physical characteristics that are important in everyday and professional activities.
Leisure Time Physical Education	English / Russian	V. Padgureckas	3	To provide knowledge about improving leisure sports (basketball, football, volleyball, table tennis, badminton, darts). To develop the skills of fair competition and competition, self-control, communication and cooperation, promoting activity, creativity, and self-expression with the help of sports games.
Physical Activity and Healthy Lifestyle	English / Russian	V. Padgureckas	3	To provide knowledge about the influence of physical culture on people's health and productivity, to develop a modern approach to physical activity, to form a correct attitude to health as a value, and to develop the abilities to preserve and strengthen health.

Biomedical Sciences Department

Faculty of Health Care

General Practice Nursing study programme

Subject	Language	Teacher	No. Credits	Content
Communication Psychology	English	Laima Milkintaitė	3	The course is aimed at gaining knowledge of basic communication process patterns and peculiarities of psychosocial behavior of people of different ages in different communication situations, developing ability to effectively communicate and cooperate with patients, their family members and team members, discuss the meaning of communication for self expression. Theoretical lectures analyze the concept of effective communication, its components, the similarities and differences between verbal and non-verbal communication, the impact on the communication partner. Practical classes develop effective communication skills, self-presentation and perception skills of others. Intermediate settlement is used to evaluate conflict resolution.
Professional ethics	English	Aleksandra Sakalauskienė	3	Subject is for acquisition of ethical knowledge and its application skills; social skills to take responsibility for the quality of professional activities, personal skills to understand moral responsibility for one's own professional activities. During theoretical lectures the concept of ethics, basic theories, levels and traditions of medical ethics, values and norms, problems of bioethics are analyzed. During group discussions and seminars personal and social skills are developed and analyzed the situation. Self-studies are for understanding and application of valuable conceptions, report development and presentation
Applied Research Methodology	English	Vitalija Gerikienė	6	1. Cognition: empirical and theoretical. Concept of methodology. Conception of scientific research method trends and methods. Concept of scientific applied research process: structure and its principles.

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				2. Applied research planning. Formulation of a topic. Research problem. Research questions. Research object. Hypothesis. 3. Aim and objectives of the research. Research methods: theoretical and empirical research methods and construction of their instrument. 4. Research sources: sampling and analytical principles. 5. Research sample: identification, selection methods. Reliability of the research data. 6. Research organization principles. Ethical issues and principles of the research. Empirical data collection, their processing and analysis. Presentation and discussion of the research results. 7. Formulation of conclusions and practical recommendations. 8. Formal requirements for applied research. Coherence of the research process structure: headings, sections and subsections, text, links, tables, figures, references and appendices. 9. Public presentation of the work: structure, development principles, eloquence, success.
Urgent Help and Intensive Care	English	Indrė Šidlauskienė	5	The subject is designed to acquire knowledge and skills about necessary care and intensive care. Theoretical classes analyze the signs of impairment of vital functions of the body and the actions of life-threatening conditions, necessary care and intensive care. The practical sessions develop the skills of assessing and analyzing life-threatening conditions and the ability to provide the necessary assistance. Intermediate assessments are intended for the assessment of theoretical knowledge and practical skills of the subject.
Intensive care Practice	English	Indrė Šidlauskienė	7	The practice is designed to acquire knowledge and skills about the main disorders of vital functions of the body and life-threatening conditions; to develop the ability to care for critically ill patients, to perform the necessary intensive care procedures; to develop communication and teamwork skills; to develop the ability to perform special resuscitation, to care for patients in various acute and terminal conditions. The practice report and defense are intended to assess the clinical skills acquired.
Child Nursing	English	V.Vaikasienė	3	The subject is intended to acquire knowledge about children's diseases and nursing, to recognize the norm of basic vital functions and possible pathological processes, to assess the nursing needs of sick children of various ages, to identify nursing problems, to provide nursing actions to solve them.
Practice Of Child Nursing	English	V.Vaikasienė	6	The internship is aimed at acquiring teamwork skills, the ability to assess the changes occurring in the body of a sick child, plan, implement and evaluate the care of newborns and children of various ages, perform various child care manipulations.

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.
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.

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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.
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.