

## APPENDIX 1

### Study plan Master's Degree in International Politics and Economic Relations

<i>Subject</i>	<i>SSD</i>	<i>ECTS</i>	
<b>FIRST YEAR</b>			
Comparative Public Law or International Organizations Law	IUS/21 o IUS/13	8	cambio di denominazione di Comparative constitutional law
Comparative Government and Politics of West and East Europe	SPS/03	8	cambio di denominazione di European Institutional History
Advanced Language to be selected among: Advanced French or Advanced Spanish or Advanced German or Advanced English  or, as an alternative, a basic course to be selected among: Chinese Russian Arabic	L-LIN/04 L-LIN/07 L-LIN/14  L-OR/21 L-LIN/21 L-OR/12	8	
Comparative Sociology of Law and Global Social Indicators or Globalization and criminal justice: Current issues	SPS/07 SPS/12	8	
European Union Institutions and Policies	SPS/04	8	
History of International Relations	SPS/06	8	
<b>SECOND YEAR</b>			
International Trade Law and WTO rules	IUS/04	8	cambio di denominazione di International Trade Law
Project Cycle Management for International Development Cooperation	SECS-P/01	8	
Development Economics	SECS-P/02	8	
International Trade and Investment: issues and policies	SECS-P/02	8	cambio di denominazione di International Trade: Theory and Policy
International Marketing	SECS-P/08	8	
Elective Course		8	
<b>EXTRA-CURRICULAR ACTIVITIES (D.M. 270/04 art. 10, c. 5, lettera d)</b>			
Computer skills, internships, other useful knowledge for entering the world of work.		8	
<b>FINAL EXAM WITH GRADUATION THESIS ( di cui 4 cfu per academic writing)</b>		16	
<b>Total ECTS</b>		<b>120</b>	

elective course: -Local development policies and global issues IUS/03  
 -Chinese Commercial Law IUS/04  
 -Italian Language (for international students)  
 -Globalization and Theories of Justice M-FIL/03  
 -Doing Business in China SECS-P/08

APPENDIX 2  
Study plan Master's degree in "Business Administration"

Discipline	ECTS	Notes
1 year 1 semester	30	
Legal aspects of international business Module 1. International Organisations Law / Comparative Public Law (6 credits) Module 2. International Trade Law and WTO Rules (6 credits)	12	"Comparative Constitutional Law" is replaced by "Comparative Public Law"; "International Trade Law" is replaced by "International Trade Law and WTO Rules" according to UniMC amendments
Actual problems of Economics Module 1. Comparative Government and Politics of West and East Europe (3 credits) Module 2. Development Economics (3 credits)	6	"European Institutional History" is replaced by "Comparative Government and Politics of West and East Europe" according to UniMC amendments
International Business Communications	6	
Business Foreign Language	3	
Business Planning (Training)	3	
1 year 2 semester	30	
Strategic Analysis of National and International Markets Module 1. Market research (6 credits) Module 2. Consumer behavior (6 credits)	12	
International Finance	6	
Marketing Management	6	
Personnel Management	6	
2 year 1 semester	30	
International Marketing Management	6	
Project Financing / Risk Management	6	"Modern Techniques of TQM" is replaced by "Risk Management"
International Trade and Investment	6	New discipline according to UniMC amendments
Business Foreign Language	3	
Applied Econometrics (Training)	3	
Direct Selling (Training)	3	New discipline
Advertising Management (Training)	3	New discipline
2 year 2 semester	30	
Project Management / Corporate Finance Management	6	
Brand Management (Training)	3	
Investment Analysis (Training)	3	
Business Foreign Language	2	
Master Thesis	16	Reduced to 16 credits according to UniMC amendments
TOTAL per master program	120	

**APPENDIX 3**  
**Table of approval**

Taras Shevchenko			UniMC			
Disciplines	ECTS	Sem.	Disciplines	ECTS	Sem.	Notes
<b>Legal aspects of international business</b>	12	1				
- module 1. International Organisation Law / Comparative Constitutional Law (6)			International organisation law / Comparative Public Law	8	1	
- module 2. International Trade Law (6)			International Trade Law and WTO rules	8	4	fully transferred
<b>Actual problems of Economics</b>	6	1				
- module 1. Comparative Government and Politics of West and East Europe (3)			Comparative Government and Politics of West and East Europe	8	1	
- module 2. Development Economics (3)			Development Economics	8	3	fully transferred
			<b>International Marketing</b>			
International Marketing Management	6	3	- module 1. International Marketing Management			
International Business Communication	6	1	- module 2. International Business Communications	8	2	fully transferred
Business Foreign Language	18	1,3,4	Foreign Language	8	2,4	fully transferred
			<b>Project Cycle Management for International Development Corporation</b>			
Project Management / Corporative Finance Management	6	3	- module 1. Project Management / Corporative Finance Management			
Project Financing / Risk Management	6	3	- module 2. Project Financing / Modern Techniques of TQM	8	3	fully transferred
Applied Econometrics (Training)	3	3				fully transferred
Brand Management (Training)	3	4				fully transferred
Investment Analysis (Training)	3	4				fully transferred
Direct Selling (Training)	3	3				
Advertising Management (Training)	3	3				
Business Planning (Training)	3	1		8	3	fully transferred
International Trade and Investment	6	3	International Trade and Investment: issues and policies	8	2	fully transferred
Master Thesis	16	4	Master Thesis	18	4	fully transferred
<b>Strategic Analysis of National and International Markets</b>						
- module 1. Market research (6)						
- module 2. Consumer behaviour (6)	12	2				taught in Kiev
International Finance	6	2				taught in Kiev
Marketing Management	6	2				taught in Kiev
Personnel Management	6	2				taught in Kiev
			History of International Relations	8	2	taught in UniMC
			European Union Institutions and Policies	8	4	taught in UniMC
			Comparative Sociology of Law and Global Social Indicators/Globalisation & Criminal Justice: Current Issues	8	4	taught in UniMC
			Internship*	6	2	taught in UniMC
<b>Total ECTS credits</b>	<b>120</b>		<b>Total ECTS credits</b>	<b>120</b>		

\*Internship or Other formative activities: Computer skills / other activities useful for entering the world of work

## APPENDIX 4

### Grades Transfer

#### Grades transfer from Shevchenko to UniMC

<i>Universita di Kiev</i>	<i>Universita di Macerata</i>
<60	<18
60-63	18
64-66	19
67-69	20
70-72	21
73-75	22
76-78	23
79-81	24
82-84	25
85-87	26
88-90	27
91-93	28
94-96	29
97-99	30
100	30 E LODE

#### Grades transfer from UniMC to Shevchenko

<i>Universita di Macerata</i>	<i>Universita di Kiev</i>
<18	<60
18	62
19	65
20	68
21	71
22	74
23	77
24	80
25	83
26	86
27	89
28	92
29	95
30	98
30 E LODE	100