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MINISTRY OF SCIENCE AND HIGHER EDUCATION OF THE RUSSIAN FEDERATION

Federal State Autonomous Educational Institution of Higher Education

"Moscow Polytechnic University"

Field of study

38.03.02 Management

Educational program (profile)

"Business Process Management"

1.1. ANNOTATIONS OF DISCIPLINES (MODULES) PROGRAMS

1.2. ANNOTATIONS OF FACULTATIVE COURSES PROGRAMS

Level of education - bachelor's degree

Qualification (degree): bachelor

Form of study - part-time

Starting year - 2023

Moscow 2023

Annotation of the program of discipline B.1.1 "History of Russia" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

Target mastering the discipline "History of Russia" consists in the formation of a knowledge base among students about the main stages and patterns of the historical and socio-cultural development of Russian society.
Tasks mastering the discipline and the planned learning outcomes in the "History of Russia" are:
- obtaining scientific knowledge about the driving forces and the main patterns of development of the Russian state and society in the context of the world-historical process, the role of man in the historical process, the economic and socio-political organization of society;
- formation of a broad understanding of the diversity of cultures and civilizations in their interaction, the multivariance of the historical process;
- developing skills for independent work with open data sources and knowledge bases; the ability to effectively search for information and criticize sources for problematic understanding of socio-cultural phenomena in Russian and world history;
- the formation of the ability, based on historical analysis and a problematic approach, to transform information into knowledge, to comprehend the processes, events and phenomena in Russia and the world community in their dynamics and interconnection,
- fostering respect for the historical past and the cultural and historical heritage of the country, its preservation and enhancement
- the formation of students' understanding of the place and role of a higher education specialist in social development, the relationship with other social institutions;

2. The place of discipline in the structure of the educational program (BEP of the bachelor's degree)

The discipline "History" is included in Block 1. Disciplines (modules). Basic part" and is interconnected with the development of other disciplines of this block. It expands the understanding of the diversity of the modern world through understanding its evolution in space and time, and also contributes to understanding the development of individual branches of human economic activity and the factors that motivate it. This provides an internal and interdisciplinary logical connection of this discipline with other disciplines in the structure of the educational program.

The study of the discipline "History of Russia" is based on the key educational competencies obtained in a secondary school: value-semantic, educational and cognitive, general cultural, informational, communicative, social and labor, methods and skills of personal self-improvement.

The task of the disciplines of the humanitarian cycle is, along with the formation of general cultural competencies, is an indirect impact on the formation of professional identity. The latter can be characterized as the university graduate's awareness of his role in the changing socio-cultural system of coordinates, the place of engineering and managerial work in the development of society. To do this, it is necessary to form in the future engineer (economist) an idea of the laws by which the society operates, which determines its development. To achieve these tasks, the content of the history course - while maintaining the chronological principle of presenting educational material (history is being made, "is being created" in a certain space and time stream) - should be built as follows:

1. The main sphere of human life is economic. The task of the history course is to show the role of an artisan, technologist, engineer, manager of economic processes in creating tools of labor,

mastering ways to transform objects of labor, using energy sources in creating material and non-material values that satisfy basic human needs.

2. The distribution of resources created in the economic sphere is carried out in the social sphere. The task of the history course is to show how the production relations that arise in the process of creating basic values between the performer (worker), technologist (engineer) and owner form the social structure of society. Reveal the trend of increasing the role of the creator (technologist, engineer, manager) in the evolution of society from pre-industrial to post-industrial society.

3. The political system of society is the sphere of relations between the subjects of public relations on the issue of gaining, exercising and retaining power in order to occupy a proper place in the distribution system. The task of the history course is to show how the improvement of mechanisms and technologies: creates the prerequisites for the transition from pre-state to institutional forms of political existence; determines the development of political communications; the place of technical specialists in the political stratification of society at different stages of the development of human civilization.

4. Methods and technologies for the transformation (humanization) of the natural environment determine the characteristic features of material culture, which in turn mediates the spiritual sphere of the existence of human society. The task of the history course is to show how the improvement of mechanisms and technologies, the work of engineers determined the trends of sociocultural development (development of science and technology, sociocultural dynamics and intercultural communications).

The list of planned learning outcomes in the discipline, correlated with the planned results of mastering the educational program

Education in the discipline "History of Russia" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-5. Able to perceive the intercultural diversity of society in the socio-historical, ethical and philosophical contexts	IUK-5.1. Analyzes and interprets events, the current state of society, manifestations of its intercultural diversity in socio-historical, ethical and philosophical contexts IUK-5.2. Realizes the system of universal human values, understands the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, as well as world religions, philosophical and ethical teachings IUK-5.3. Interacts with people in a culturally sensitive manner in order to successfully complete professional tasks and social integration

Annotation of the program of discipline B.1.2 "Philosophy" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

Goals mastering the discipline "Philosophy" are:

- ensuring that students master the basics of philosophical knowledge;
- formation of an idea about the specifics of philosophy as a way of knowing and spiritually mastering the world, the main sections of modern philosophical knowledge, philosophical problems and methods for their study;
- developing skills for independent analysis of the meaning and essence of the problems that occupied the minds of philosophers of the past and present, as well as the current state of society in its socio-historical and ethical contexts.

To the main tasks mastering the discipline "Philosophy" should include:

- mastering the basic principles and techniques of philosophical knowledge;
- awareness of the system of universal values, understanding of the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, as well as world religions, philosophical and ethical teachings
- developing the skills of critical perception and evaluation of information sources, the ability to logically formulate, present and reasonably defend one's own vision of problems and ways to solve them;
- mastering the methods of conducting discussions, polemics, dialogue
- acquisition of skills of interaction with people, taking into account socio-cultural characteristics in order to successfully complete professional tasks and social integration

Learning outcomes by discipline are as follows:

- possession of the basic principles and methods of philosophical knowledge;
- understanding of the intercultural diversity of society in the socio-historical, ethical and philosophical contexts
- awareness of the system of universal values, understanding of the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, as well as world religions, philosophical and ethical teachings
- skills of critical perception and evaluation of sources of information, the ability to logically formulate, present and reasonably defend their own vision of problems and ways to solve them;
- possession of methods of conducting discussion, polemics, dialogue
- skills of interaction with people, taking into account socio-cultural characteristics in order to successfully complete professional tasks and social integration

Training in the discipline "Philosophy" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-5. Able to perceive the intercultural diversity of society in the socio-historical, ethical and philosophical contexts	IUK-5.1. Analyzes and interprets events, the current state of society, manifestations of its intercultural diversity in socio-historical, ethical and philosophical contexts IUK-5.2. Realizes the system of universal human values, understands the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic

	groups and confessions, as well as world religions, philosophical and ethical teachings IUK-5.3. Interacts with people in a culturally sensitive manner in order to successfully complete professional tasks and social integration

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part / part formed by the participants in the educational relations of block B1 "Disciplines (modules)".

The discipline "Philosophy" is taught in the 1st semester. The discipline "Philosophy" is connected logically and meaningfully and methodically with the following disciplines of the PLO: "History of Russia", "Digital Literacy". In the process of studying these disciplines, the main universal competencies are formed, aimed at forming a culture of philosophical thinking, the ability to analyze and synthesize. This creates the basis for the effective development of these disciplines, forms the basis of logical thinking in the student, the ability to identify patterns in the development of nature and society, forms an active and useful civic position for society. The basic knowledge that a student should have after studying the discipline "Philosophy" is designed to contribute to the development of disciplines aimed at the formation of professional knowledge and skills.

Annotation of the program of discipline B.1.3 "Foreign language" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Foreign Language" include: comprehensive development of the students' communication skills formed at the previous stages of education, which are necessary for effective everyday and professional communication, as well as the acquaintance of students with digital tools, which both contribute to the formation of the necessary foreign language communicative competencies and facilitate oral and written interaction with foreign colleagues.

To the main tasks mastering the discipline "Foreign language" should include:

- mastering the necessary lexical minimum for communication in everyday and professional purposes;
- development of skills for the correct use of grammatical structures that ensure communication without distorting the meaning;
- development of the ability to perceive foreign speech by ear both in real life and in the form of video lectures and videos on the Internet;
- development of reading skills and understanding of general and scientific literature in a foreign language in their field of study;
- development of the ability to competently express their thoughts orally and in writing;
- developing the skill of using digital tools to form the necessary foreign language communicative competencies (online explanatory and bilingual dictionaries, tools for translating texts, correcting written speech, memorizing new words)
- formation of adequate speech behavior in everyday and professionally oriented situations;
- formation and development of independent work skills (working with foreign language sources, searching and analyzing the necessary information, critical thinking), including with the involvement of digital tools (for example: Google documents, presentation creation services, etc.).

Training in the discipline "Foreign Language" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-4: ability to communicate orally and in writing in the state language of the Russian Federation and in a foreign language	IUK-4.1. Takes into account the features of business communication in the state and foreign languages, depending on the characteristics of verbal and non-verbal means of communication IUK-4.2. Able to exchange business information in oral and written forms in the state and foreign languages, taking into account the originality of the style of official and unofficial letters, as well as socio-cultural differences in the format of correspondence IUK-4.3. Performs translation of professional texts from a foreign language into the state language of the Russian Federation and from the state language of the Russian Federation into a foreign language

2. The place of discipline in the structure of the educational program

This course is included in the list of the mandatory part / part formed by the participants in the educational relations of block B1 "Disciplines (modules)". The discipline "Foreign language" is logically, meaningfully and methodically connected with other humanitarian disciplines in the curriculum, aimed at expanding the horizons, forming a humanistic worldview and developing communication skills, as well as with information technologies, which are aimed at forming the digital consciousness of students.

Annotation of the program of discipline B.1.4 "Digital Literacy" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. The list of planned results of studying the discipline, correlated with the planned results of mastering educational program

As part of the development of the main professional educational program of the bachelor's degree, the student must master the following learning outcomes in the discipline Digital Literacy:

Direction of training	Competency code	Name of competence	Competence achievement indicators
13.03.01 Thermal power engineering and heat engineering 13.03.02 Power industry and electrical engineering 13.03.03 Power engineering	OPK-1	OPK-5 Capable of using when solving professional tasks modern information technology and software tools, including large array management data and their intellectual analysis OPK-6 Able to understand the principles of operation of modern information technologies and use them to solve problems of professional activity	IOPK-5.1. Knows modern methods of use information technology and software, including the management of large datasets and their intellectual analysis. IOPK-5.2. Able to use when solving professional tasks modern information technology and software tools, including management of large arrays data and their intellectual analysis. IOPK-5.3. Has the skills to use solving professional problems of modern information technology and software, including the management of large datasets and their intellectual analysis Capable of using when solving professional tasks modern IOPK-6.1. Knows the basics of information technology IOPC-6.2. Able to perform practical work on setting up computer equipment IOPC-6.3. Proficient in application software
08.03.01 Construction	OPK-2		
01.03.02 Applied mathematics and informatics 11.03.01 Radio engineering 15.03.01 Mechanical engineering 15.03.03 applied mechanics 15.03.04 Automation of technological processes and production 20.03.01 Technosphere safety 23.03.03 Operation of transport and technological machines and complexes 29.03.03 Technology of printing and packaging production 29.03.04 Technology of artistic processing of materials	OPK-4		
03/15/05 Design and technological support of machine-building industries 38.03.01 Economy 38.03.02 Management 38.03.03 Personnel Management 42.03.01 Advertising and public relations 42.03.02 Journalism 42.03.03 Publishing	OPK-5. OPK-6		

2. The place of discipline in the structure of the BRI

The academic discipline Digital Literacy refers to the mandatory part of cycle B.1 "Disciplines (modules)".

Annotation of the program of discipline B.1.5 "Physical education and sport" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

Aim mastering the discipline "Physical education and sport" is the formation of physical culture of the individual and the ability to use various means of physical culture, sports and tourism for the preservation and promotion of health, psychophysical training and self-preparation for future life and professional activities.

Achieving this goal involves solving the following educational, developmental and health-improving tasks:

- understanding of the social significance of physical culture and its role in personal development and preparation for professional activities;
- knowledge of biological, psychological, pedagogical and practical foundations of physical culture and a healthy lifestyle;
- formation of a motivational and value attitude to physical culture, attitudes towards a healthy lifestyle, physical improvement and self-education of the habit of regular physical exercises and sports;
- mastering the system of practical skills that ensure the preservation and strengthening of health, mental well-being, development and improvement of psychophysical abilities, qualities and personality traits, self-determination in physical culture and sports;
- acquisition of personal experience in increasing motor and functional capabilities, providing general and professional-applied physical fitness for the future profession and everyday life;
- creation of a basis for creative and methodically substantiated use of physical culture and sports activities for the purpose of subsequent life and professional achievements.

Planned learning outcomes in the discipline.

The graduate must:

know:

- scientific and practical foundations of physical culture and a healthy lifestyle.

be able to:

- use the means and methods of physical education for professional and personal development, physical self-improvement, the formation of a healthy lifestyle and lifestyle.

own:

- means and methods of strengthening individual health, physical self-improvement, the values of physical culture of the individual for successful socio-cultural and professional activities.

Training in the discipline "Physical education and sport" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
UK-7 Able to maintain the proper level of physical fitness to ensure full-fledged social and professional activities	IUK-7.1. Competently chooses health-saving methods to maintain a healthy lifestyle, taking into account the physiological characteristics of the body and the conditions for the implementation of professional activities IUK-7.2. Supports an optimal level of physical activity to ensure full social and professional activities

	IUK-7.3. Complies with the norms of a healthy lifestyle in various life situations and in professional activities

2. The place of discipline in the structure of the educational program

The discipline "Physical education and sport" is one of the academic disciplines of the mandatory part of the basic cycle (B1) of the main educational program of the bachelor's / specialist's degree.
"Physical culture and sport" is interconnected logically and content-methodically with the following disciplines of the OP:
- History;
– Philosophy;
– Life safety.

Annotation of the program of discipline B.1.6 "Introduction to project activities"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The purpose of mastering the discipline "Introduction to project activities" is to form students' competencies through mastering knowledge about the basics of project activities, acquiring skills in the field of creating and managing projects that allow them to effectively carry out professional activities.
The main tasks of mastering the discipline "Introduction to project activities" include:
- gradual development by students of a number of basic skills (logical, speech, communication) necessary for the implementation and implementation of projects of varying complexity;
- acquaintance with various types of activities (cognitive, research, creative) carried out as a result of the implementation of projects;
- the formation of thinking, understanding and the ability to independently navigate in “what and why are you doing?”;
- formation of readiness to seek and find their own professional path in various activities;
- getting ideas about projects, design, research activities.
Training in the discipline "Introduction to project activities" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
UK-2. Able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal regulations, available resources and restrictions	IUK-2.1. Formulates a set of tasks within the framework of the project goal, the solution of which ensures its achievement IUK-2.2. Identifies the links between the tasks set, the main components of the project and the expected results of its implementation IUK-2.3. Selects the best methods for planning, distributing areas of responsibility, solving problems, analyzing results, taking into account current legal regulations, available conditions, resources and restrictions, and opportunities for use

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Introduction to project activities" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Project activity
- Project management
- Educational practice (introductory practice)

Annotation of the program of discipline B.1.7 "Law basics"
for the Field of study 38.03.02 "Management"
educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline "Law basics" is to prepare students for activities in accordance with the qualification characteristics of a bachelor in the direction 38.03.02 "Management", including the formation of knowledge in the field of jurisprudence, ideas about the basics and specifics of the legal regulation of relations in the professional field.
The objectives of the discipline are to develop students' skills:

- application of the norms of the legislation of the Russian Federation in the course of their future professional activities;
- making decisions and taking legally significant actions in strict accordance with the law;
- analysis of legislation and practice of its application;
- orientation in the specialized literature.

Training in the discipline "Law basics" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-11 - is able to form an intolerant attitude towards manifestations of extremism, terrorism, corrupt behavior and counteract them in professional activities	IUK-11.1. Possesses a developed sense of justice and well-formed legal culture, respect for law and law. Knows the main provisions of Russian legislation on combating extremist activity, terrorism, and corruption. IUK-11.2. Understands the essence, models and forms of manifestation of extremism, terrorism, corruption in various spheres of personal and professional activity. IUK-11.3. Complies with the rules of social interaction, adequately applies the rules of law and methods for preventing and countering extremist activities, terrorism, and corruption.

2. The place of discipline in the structure of the educational program

The discipline "Law basics" refers to the mandatory part of block B1 "Disciplines (modules)".
It is connected with the disciplines - "History of Russia", "Philosophy", "Corruption Prevention".

Annotation of the program of discipline B.1.8 "Art of presentation skills in professional sphere"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and list of planned results of mastering the discipline

The discipline " Art of presentation skills in professional sphere " is intended for the formation of students' theoretical knowledge and practical skills in preparing presentations and public speaking, as well as conducting business negotiations for effective professional activities.

The main goals of mastering the discipline "The Art of Presentation in the Sphere of Professional Activity" include:

- preparing students for the development of presentations for professional activities;

- preparing students to use presentations in their work;

- preparing students for self-study and continuous professional self-improvement.

To the main tasks mastering the discipline "The art of presentation in the field of professional activity" should include:

– preparation for the use of terms, basic theories characterizing the current state and trends in business development and its presentation;

- orientation in matters of presenting one's point of view;

– development of independent work skills in the development and presentation of presentations.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the educational program.

As a result of mastering the discipline (module), students form the following competence and the following learning outcomes should be achieved as a stage in the formation of the relevant competence:

Competency code	As a result of mastering the educational program, the student must have	List of planned learning outcomes by discipline
UK-4	UK-4. Able to carry out business communication in oral and written forms in the state language of the Russian Federation and foreign (s) language (s)	IUK-4.1. Takes into account the features of business communication in the state and foreign languages, depending on the characteristics of verbal and non-verbal means of communication IUK-4.2. Able to exchange business information in oral and written forms in the state and foreign languages, taking into account the originality of the style of official and unofficial letters, as well as socio-cultural differences in the format of correspondence IUK-4.3. Performs translation of professional texts from a foreign language into the state language of the Russian Federation and from the state language of the Russian Federation into a foreign language

2. The place of the discipline in the structure of the EP of the bachelor's degree.

Discipline "Art of presentation skills in professional sphere" refers to the number of disciplines of the mandatory part B.1 of the educational program 38.03.02 - "Management".

The discipline "Art of presentation skills in professional sphere" is interconnected logically and methodically with the following disciplines and practices of the OP:

- Information technologies in professional activity;
- Management of organizational changes;
- Operational management;
- Modern organizational management structures.

Annotation of the program of discipline B.1.9 "Basic Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The objectives of mastering the discipline "Basic management" are the study by students of the basic mechanisms of management both at the level of the organization and its individual elements; formation of modern managerial thinking and qualities of a manager of the 21st century in students, who is able to work effectively and achieve goals in order to obtain a competitive advantage for the organization.
The main tasks of mastering the discipline "Basic Management" include:
- mastering the basic concepts, principles, means and methods of management theory;
- students' awareness of the need to develop professionally significant qualities necessary for managing the organization's resources;
- mastering management methods and improving the ability to use them in professional activities;
- development of an active life position, the ability to analyze the processes of socialization and adaptation in the conditions of social changes, the features of self-awareness and self-development of the individual in modern society.

Training in the discipline "Basic Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
OPK - 2. Able to collect, process and analyze the data necessary to solve the assigned management tasks, using modern tools and intelligent information and analytical systems	IOPK-2.1. Knows the methods of collecting, processing and analyzing data necessary to solve the set management tasks, using modern tools and intelligent information and analytical systems. IOPK-2.2. Able to collect, process and statistically analyze the data necessary to solve the set management tasks, using modern tools and intelligent information and analytical systems. IOPK-2.3. He has the skills to collect, process and analyze the data necessary to solve the assigned management tasks, using modern tools and intelligent information and analytical systems.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Basic Management " is interconnected logically and content-methodologically with the following disciplines and practices of the OP:
- Project activity
- Personnel Management
- Introduction to the profession
- Economic theory

Annotation of the program of discipline B.1.10 "Economic theory" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

Goals mastering the discipline "Economic theory" are:

- basic knowledge in the field of economic theory, methodology of knowledge in the field of objective economic processes in Russia and in the world;
- form economic thinking aimed at understanding the forms, methods, priorities and directions of economic development.

The main tasks of mastering the discipline "Economic theory" include:

- form a systematic understanding of the content of economic processes in Russia and the world;
- to form knowledge about the principles of behavior of various economic entities in conditions of limited economic resources;
- form an idea of the mechanism of functioning of a market economy;
- to develop the ability to assess the positivity (effectiveness) of the state's macroeconomic policy measures and its impact on economic entities;
- to develop practical skills for choosing decision-making in a changing economic environment at the micro, meso, macro levels.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Competency code	As a result of mastering the educational program, the student must have	Code and name of the indicator of achievement of competence
UK-10	UK-10. Able to make informed economic decisions in various areas of life	IUK-10.1. Understands the basic principles of the functioning of macroeconomics and economic development, the goals and types of state participation in the economy
		IUK-10.2. Represents the main patterns of functioning of microeconomics and factors that ensure the rational use of resources and the achievement of effective performance
		IUK-10.3. Applies methods of economic and financial planning to achieve personal financial goals, uses adequate financial tools for personal budget management, optimizes own financial risks
OPK-1	OPK-1. Able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory	IOPK-1.1. Knows ways to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory.
		IOPK-1.2. Able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory.

		IOPK-1.3. Has the skills to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory.

2. The place of the discipline in the structure of the bachelor's program

The discipline "Economic theory" refers to the basic part of block B.1. It is related to the disciplines "Strategic management", "Finance of the organization", "Ccrisis management".

Annotation of the program of discipline B.1.11 "Human resource Management"
for the Field of study 38.03.02 "Management"
educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Human resource Management" include:

- formation of scientifically based ideas about the basic concepts, approaches and patterns of personnel management of the organization;

- disclosure of the specifics of the use of psychological knowledge in the acquisition, accounting and evaluation of the personnel of the organization, as well as practical skills that allow you to effectively use the knowledge gained in the implementation of personnel development management technologies.

To the main tasks mastering the discipline "Human resource Management" should include:

- to reveal the conceptual, methodological and practical foundations for the training of personnel in a developing organization;

- to form general ideas about the goals, directions, stages and subjects of development of the organization's personnel potential;

- determine the main tasks and content of the activities of the personnel management services and the professional duties of the personnel manager;

- to give a general idea of the personnel, information, regulatory, methodological, legal and office support of the personnel management system.

The list of planned learning outcomes in the discipline, correlated with the planned results of mastering the educational program

Competency code	**Code and content of the indicator of achievement of competence**
OPK-3 Able to develop sound organizational and managerial decisions taking into account their social significance, promote their implementation in a complex and dynamic environment and evaluate their consequences	IOPK-3.1. Knows the principles of developing sound organizational and managerial decisions, taking into account their social significance, promoting their implementation in a complex and dynamic environment and assessing their consequences. IOPK-3.2. Able to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences. IOPK-3.3. Has the skills to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences.

2. The place of the discipline in the structure of the bachelor's program

The discipline "Human resource Management" is one of the professional academic disciplines of the basic part of the basic cycle of the main educational program of the bachelor's degree.

The discipline "Human resource Management" is interconnected logically and content-methodologically with the following disciplines and practices of the OP:

- Fundamentals of Management
- Modern organizational management structures

Annotation of the program of discipline B.1.12 "Introduction to professional activity"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main purpose of the discipline is to prepare students for educational activities in educational program disciplines. This discipline allows the student to make a choice regarding further specialization in relation to his specialty, taking into account his personal, individual abilities and needs. The main blocks of economic sciences are considered in order to understand the student's future development within the framework of this specialty. The discipline will allow students to begin to independently determine their own further development, both within the framework of the individual and within the framework of separately formed groups united by interests and needs.

The main tasks of mastering the discipline "Introduction to professional activity" include:

- development of the student's personal qualities in terms of adaptation to the social environment;
- education and formation of highly moral and ethical principles that will form a comprehensively developed specialist ready to interact with the outside world;
- mastering the base of methodological knowledge in preparation for various types of classes, which will help the student in a more complete and comprehensive study of the proposed disciplines.

Training in the discipline "Introduction to professional activity" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
OPK-1. Able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory	IOPK-1.1. Knows ways to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory. IOPK-1.2. Able to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory. IOPK-1.3. Has the skills to solve professional problems based on knowledge (at an intermediate level) of economic, organizational and management theory.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".

The discipline "Introduction to professional activity" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

- Project activity
- Fundamentals of Management
- The art of presentation in the field of professional activity
- Economic theory

Annotation of the program of discipline B.1.13 "Business communications and negotiation practice"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main objectives of mastering the discipline "Business communications and negotiation practice" include:

- preparing students for organizational, managerial and information-analytical activities as performers or junior managers;

- formation of social and personal qualities necessary for a manager: tolerance, general culture, responsibility, purposefulness, organization, diligence, development of communication skills, teamwork skills, leadership qualities.

To tasks mastering the discipline "Business communications and negotiation practice" should include:

– development of practical techniques for managing internal communications.

- development and application in practice of the principles and patterns of business negotiations.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Competency code	**As a result of mastering the educational program, the student must have**	**List of planned learning outcomes by discipline**
UK-4	Capable realize business communication in oral and written forms on state language of Russian Federation and foreign languages	IUK-4.1. Takes into account the peculiarities of the business communications at the state and foreign languages depending on characteristics of verbal and non-verbal means of communication IUK-4.2. Able to conduct business exchange information in oral and written forms on the state and foreign languages, taking into account the originality stylistics of official and informal letters, and sociocultural differences in the format correspondence IUK-4.3. Performs translation professional texts from a foreign language into the state language of the Russian Federation and from the state language of the Russian Federation into a foreign

2. The place of the discipline in the structure of the EP of the bachelor's degree.

The discipline "Business communications and negotiation practice" is one of the academic disciplines of the main educational program of the bachelor's degree.

The discipline "Business communications and negotiation practice" is interconnected logically and methodically with the following disciplines of the OP:

-Fundamentals of management;

- Organizational behavior.

Annotation of the program of discipline B.1.14 "Business process management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Business Process Management" is intended to present the modern concept of managing a firm (enterprise) operating in difficult economic conditions.

The main goals of mastering the discipline "Business Process Management" include:

- introduction to students about the problems and prospects for the effective organization of production and operational processes,
- to form theoretical knowledge and practical skills on the basic principles of production (operational) management in order to increase the competitiveness of the enterprise

To the main tasksmastering the discipline "Business Process Management" should include:

- definition of types of operating activities and significant relationships between them;
- consideration of modern problems of operations management based on the study of the foundations of the formation and functioning of the operating system of the organization;
- study of the stages of the life cycle of operating systems, highlighting the characteristic features of each stage and determining the main approaches to solving their inherent operational problems;
- study of the motives for the creation and conditions for the selection of a new product based on modern strategic approaches;
- acquisition of practical skills in developing the process of creating a new product in an organization, including skills in the formation of service plans for organizations engaged in the service sector;
- consideration of the theoretical foundations of building production processes and determining the possibilities of using specific process strategies based on the most influencing factors;
- mastering the skills of designing production processes using modern tools for planning the production flow and on the basis of studying the conditions for choosing the method of providing services;
- determination of directions for improving the operational activities of modern organizations.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Cipher	Name	Code and name of the indicator of achievement of competence

OPK-4	Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new activities and organizations	IOPK-4.1. Knows methods for identifying and evaluating new market opportunities, developing business plans for creating and developing new areas of activity for organizations. IOPK-4.2. Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations. IOPK-4.3. Possesses the skills and methods to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations.

2. The place of discipline in the structure of the educational program

The discipline "Business Process Management" is one of the compulsory disciplines of the cycle (B1.1) of the bachelor's degree program.

The discipline "Business Process Management" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

-Introduction to project activities;

-Organization Lifecycle Management

- Project activity;
- Business process management tools;
- Reengineering of business processes;
- System management of business processes.

Annotation of the program of discipline B.1.15 "Corruption prevention" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline "Corruption prevention" is to prepare students for activities in accordance with the qualification characteristics of a bachelor in the direction, including the formation of knowledge in the field of jurisprudence, ideas about the basics and specifics of the legal regulation of relations in the professional field.

The main objectives of mastering the discipline "Corruption prevention" include:

- application of the norms of the legislation of the Russian Federation in the course of their future professional activities;
- making decisions and performing legally significant actions in strict accordance with the law;
- analysis of legislation and practice of its application;
- orientation in the specialized literature.

Training in the discipline "Corruption prevention" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-11. Able to form an intolerant attitude towards manifestations of extremism, terrorism, corrupt behavior and counteract them in professional activities	IUK-11.1.Possesses a developed sense of justice and well-formed legal culture, respect for law and law. Knows the main provisions of Russian legislation on countering extremist activity, terrorism, corruption IUK-11.2.Understands the essence, models and forms of manifestation of extremism, terrorism, corruption in various areas of personal and professional activity IUK-11.3.Complies with the rules of social interaction, adequately applies the rules of law and methods for preventing and countering extremist activities, terrorism, and corruption

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".

The discipline "Corruption prevention" is interconnected logically and meaningfully and methodically with the following disciplines and practices of the OP:

- "History of Russia"
- "Philosophy"
- "Law basics".

Annotation of the program of discipline B.1.16 "Quality Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Quality Management" should include: the formation of a holistic systemic understanding of the theory and practice of quality management among students, the need to use these achievements in all areas of organizations, regardless of their industry affiliation, as well as skills and abilities in the field of quality management products, services, works, activities of domestic enterprises and organizations.

The main objectives of mastering the discipline "Quality Management" should include:

- master the basic categorical apparatus of social security law;
- study the current legislation on pensions and benefits;
- to form students' special knowledge on the types of pensions and benefits in the Russian Federation, the principles of establishment;
- to develop in students the ability and skills of application in practical activities
- acquired knowledge and norms of social security law to solve specific problems;
- to reveal the general provisions of social security in the Russian Federation.

Training in the discipline "Quality Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-4. Capable of preparing for implementation, monitoring parameters and evaluating the success of changes in the organization	**IPK-4.1.**Knows visual modeling languages; collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for requirements management; theory of risk management; organization planning methods; methods and techniques for determining indicators for assessing the current or desired state of the organization; methods for evaluating the effectiveness of decisions. **IPK-4.2.**Can plan, organize and conduct meetings and discussions with stakeholders; identify, register, analyze and classify risks and develop a set of measures to minimize them; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; explain the need for business analysis work; make changes in accordance with the chosen solution; assess the readiness of the organization to change in accordance with the chosen solution; develop indicators and assess the state of the organization; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; analyze the activities of the organization; to model the scope and

	boundaries of work; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; to analyze the subject area; analyze the requirements for the solution in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria. **IPK-4.3.**Have the skills to analyze the organization's readiness for change; development and implementation of measures to prepare the organization for changes; monitoring ongoing changes in terms of achieving the developed target indicators of the solution; management of interaction with stakeholders (satisfaction, degree of involvement); management of risks caused by ongoing changes in the organization; analysis and evaluation of the effectiveness of the implemented solution; analysis of the causes and development of ways to improve the solution in case the solution does not achieve the set business goals; analysis and development of ways to adapt the organization to use the new solution.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Quality Management" is interconnected logically and content-methodologically with the following disciplines and practices of the OP:
- Project activity
- Sales management
- Process management
- Consulting management

Annotation of the program of discipline B.1.17 "Digitalization of management processes"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Digitalization of management processes" include:

– formation of knowledge about modern principles, methods and means of modern information technologies in relation to management, methods and means of their application in business;

- preparing students for activities in accordance with the qualification characteristics of a bachelor in the direction, including the formation of skills to identify the necessary improvements in the organization; ensuring the use of information technologies to improve the efficiency of professional activities.

The main tasks of mastering the discipline "Digitalization of management processes" include:

– mastering the methodology, analysis and selection of information technologies for application in the conditions of professional activity in the organization. mastering the methods and conditions for using information technologies, choosing evaluation criteria, quality indicators, determining the parameters to be checked, the procedure for determining and processing the information received and its protection.

Training in the discipline "Digitalization of management processes" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
OPK - 5. Able to use modern information technologies and software in solving professional problems, including the management of large data arrays and their intellectual analysis	IOPK-5.1. Knows modern methods of using information technologies and software, including the management of large data sets and their intellectual analysis. IOPK-5.2. Able to use modern information technologies and software in solving professional problems, including the management of large data arrays and their intellectual analysis. IOPK-5.3. He has the skills to use modern information technologies and software tools in solving professional problems, including the management of large data arrays and their intellectual analysis.
OPK - 6. Able to understand the principles of modern information technologies and use them to solve the problems of professional activity	IOPK-6.1. Knows the principles of operation of modern information technologies and the methodology of their use to solve the problems of professional activity. IOPK-6.2. Able to apply the principles of modern information technology to solve problems of professional activity. IOPK-6.3. Has the skills to use modern information technologies to solve the problems of professional activity.

2. The place of discipline in the structure of the educational program

The discipline "Digitalization of management processes" is one of the academic disciplines of the part formed by the participants in educational technologies of the bachelor's degree program.

The discipline "Digitalization of management processes" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

- "Digital Literacy";
- "Technologies for organizing managerial interaction";
- "Process management";
- "Business process management tools";
- "Fundamentals of Technological Entrepreneurship".

Annotation of the program of discipline B.1.18 "Enterprise life cycle management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Enterprise life cycle management" include deepening the knowledge of bachelors on the problems of development and management of the organization's development, which are one of the main components of the professional cycle.
The main tasks of mastering the discipline "Enterprise life cycle management" include:

- Get an idea of the fundamentals of the development of the organization in the internal and external environment.
- Describe the foundations of sustainable development of the organization and the conditions for the implementation of this concept.
- To form ideas on the fundamental and applied sections of the discipline and develop skills for their creative use in scientific, industrial and technical activities.
- Prepare for active communication in the scientific, industrial, social and public spheres of activity.
- Develop elementary skills in economic analysis and the ability to apply them to understand the socio-economic processes of evaluating economic, social and environmental policies.
- To teach how to competently carry out activities for planning the development of the organization.

Training in the discipline "Enterprise life cycle management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
OPK - 3. Able to develop sound organizational and managerial decisions, taking into account their social significance, promote their implementation in a complex and dynamic environment and evaluate their consequences	IOPK-3.1. Knows the principles of developing sound organizational and managerial decisions, taking into account their social significance, promoting their implementation in a complex and dynamic environment and assessing their consequences. IOPK-3.2. Able to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences. IOPK-3.3. Has the skills to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Enterprise life cycle management" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

- Project activity
- Fundamentals of Management
- Business process management
- Economic theory

Annotation of the program of discipline B.1.19 "Methods of making management decisions"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The purpose of the discipline "Methods of making management decisions" is the formation of practice-oriented knowledge about the qualitative, statistical and quantitative methods of developing, making managerial decisions and practical skills for their development.
Discipline tasks:
- acquisition of systematic knowledge in the field of theory and practice of development and adoption of managerial decisions;
- studying the experience of effective organizations in making managerial decisions and determining the possibility of using it in the work of Russian companies;
- understanding of the mechanisms for the development and adoption of managerial decisions that correspond to the real socio-economic reality;
- mastering the practical skills and professional competencies of collecting, processing and analyzing information about the factors of the external and internal environment for the development and adoption of management decisions at the level of a business organization,
- mastering the skills of finding solutions to non-standard management problems.

Training in the discipline "Methods of making management decisions" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
OPK-3 - Able to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences	IOPK-3.1. Knows the principles of developing sound organizational and managerial decisions, taking into account their social significance, promoting their implementation in a complex and dynamic environment and assessing their consequences. IOPK-3.2. Able to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences. IOPK-3.3. Has the skills to develop sound organizational and managerial decisions, taking into account their social significance, to promote their implementation in a complex and dynamic environment and evaluate their consequences.
PK-6 - The ability to form possible solutions based on the target indicators developed for them, as well as to analyze, justify and select solutions	IPK-6.1. Knows visual modeling languages; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods of collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis. IPK-6.2. Able to identify, register, analyze and classify risks and develop a set of measures to minimize them; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of

	business analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions affecting the organization's activities; analyze stakeholder requirements in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; to model the scope and boundaries of work; to plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques. IPK-6.3. Has the skills to identify, collect and analyze business analysis information to form possible solutions; descriptions of possible solutions; analysis of decisions in terms of achieving target indicators of decisions; assessment of the resources needed to implement the solutions; evaluating the effectiveness of each solution option as a ratio between the expected level of resource use and the expected value; choosing a solution for implementation as part of a group of experts.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Methods of making management decisions" is interconnected logically and content-methodologically with the following disciplines and practices of the OP:
- Fundamentals of Management
- Business process management
- Organization development management

Annotation of the program of discipline B.1.20 "International Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "International Management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name competencies	Code and content of the indicator of achievement of competence
OPK - 4. Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations	IOPK-4.1. Knows methods for identifying and evaluating new market opportunities, developing business plans for creating and developing new areas of activity for organizations. IOPK-4.2. Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations. IOPK-4.3. Possesses the skills and methods to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations.

UK-5. Able to perceive the intercultural diversity of society in the socio-historical, ethical and philosophical contexts	IUK-5.1. Analyzes and interprets events, the current state of society, manifestations of its intercultural diversity in socio-historical, ethical and philosophical contexts IUK-5.2. Realizes the system of universal human values, understands the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, as well as world religions, philosophical and ethical teachings IUK-5.3. Interacts with people in a culturally sensitive manner in order to successfully complete professional tasks and social integration

2. The place of discipline in the structure of the educational program

The discipline "International Management" is one of the disciplines of the part formed by the participants in educational relations of the bachelor's degree program.

The discipline "International Management" is interconnected logically and content-methodologically with the following disciplines of the OP:

- "Managing the life cycle of an organization"
- "Cross-cultural management"
- "Methods of making managerial decisions"

Annotation of the program of discipline B.1.21 "Cross-cultural management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Cross-cultural management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
UK-5. Able to perceive the intercultural diversity of society in the socio-historical, ethical and philosophical contexts	IUK-5.1. Analyzes and interprets events, the current state of society, manifestations of its intercultural diversity in socio-historical, ethical and philosophical contexts IUK-5.2. Realizes the system of universal human values, understands the importance for the development of civilizations of historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, as well as world religions, philosophical and ethical teachings IUK-5.3. Interacts with people in a culturally sensitive manner in order to successfully complete professional tasks and social integration

2. The place of discipline in the structure of the educational program

The discipline "Cross-cultural management" is one of the disciplines of the part formed by the participants in educational relations of the bachelor's degree program.

The discipline "Cross-cultural management" is interconnected logically and meaningfully and methodically with the following disciplines of the OP:

- Fundamentals of management;
- Personnel Management;
- Distributed community management

Annotation of the program of discipline B.1.22 "Organizational changes management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Organizational changes management" include:

– formation of knowledge about modern principles, methods and means of managing organizational changes in relation to management, methods and means of their application in business;

- preparing students for activities in accordance with the qualification characteristics of a bachelor in the direction, including the formation of skills to identify the necessary improvements in the organization; ensuring the application of organizational change management methods to improve the efficiency of professional activities.

The main tasks of mastering the discipline "Organizational changes management" include:

- mastering the methodology, analysis and selection of methods and means of managing organizational changes for application in the conditions of professional activity in a business environment. Mastering the methods and conditions for using organizational changes, choosing evaluation criteria, quality indicators, determining the parameters to be checked, determining the procedure for determining and developing a strategy for organizational changes.

Training in the discipline "Organizational changes management" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
PK - 1. Able to regulate the processes of organizational units or develop administrative regulations for organizational units	IPK-1.1. Knows the theory of process management; principles of process classification; methods of structuring processes; basics of operational management; methods of collecting information (observations, data recording, timing, photography of the working day, interview and questionnaire techniques, analysis of documents and reporting information, studying feedback from stakeholders); methods of designing functional role models; methods for classifying information about the process and the environment of the process; principles and rules for working with regulatory and methodological documentation; requirements for the development of process regulations; fundamentals of economics, cost accounting and performance evaluation; process modeling notations; methods to improve the efficiency of processes and administrative regulations; the basics of implementing changes; basics of business process modeling; methodological documents and rules for monitoring the compliance of processes or administrative regulations; methods for assessing the reliability of the information collected; methods for analyzing the collected information; rules for preparing reports, conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. IPK-1.2. Is able to analyze information about process boundaries, process requirements, process goals or administrative regulations; analyze areas of responsibility, stakeholders of the process, current

	regulations, resources, inputs, outputs and indicators of the process or administrative regulation; analyze the composition and sequence of operations that make up the process or administrative regulations; find the necessary documents and information about the process or administrative regulations in paper and electronic form in information systems; perform observations, interviews and questionnaires; aggregate and summarize the collected information; carry out the classification of processes and objects of the process environment or administrative regulations; identify shortcomings, inconsistencies in the functioning of the process or administrative regulations, formulate and justify proposals for their correction; control the compliance of the developed documents with regulatory and methodological documentation; evaluate the resources needed to improve processes or administrative procedures; communicate, hold workshops, find consensus; use software to develop process or administrative procedures; develop local regulations in accordance with regulatory and methodological documents; develop schemes of processes or administrative regulations; evaluate the resources needed to put in place process or administrative procedures or proposals to improve their effectiveness; develop, coordinate and approve action plans, evaluate the achievement of results, develop corrective actions to achieve plans; provide advice to employees of the organization; select control points that allow assessing the degree of compliance with the regulations and drawing up control plans; evaluate the reliability of information obtained during the control; analyze the efficiency and effectiveness indicators of processes and administrative regulations; identify deviations from the established criteria and indicators of the functioning of processes and administrative regulations; calculate the effectiveness of processes and administrative regulations; identify the potential for improving the efficiency of a process or administrative procedure; formulate and justify proposals to improve the efficiency of processes or administrative regulations; prepare reports, conclusions on the results of control measures. IPK-1.3. Has the skills to determine the goals of the process of a division of an organization or the administrative regulations of a division of an organization; defining the boundaries of the process of the organizational unit or the administrative regulations of the organizational unit; determining the stakeholders, the owner and participants in the process of the organization unit or the administrative regulations of the organization unit; determining the inputs and outputs of the process of the organization's subdivision or the beginning and result of the implementation of the administrative regulations of the organization's subdivision; clarification of the sequence of work in the process of a division of an organization or the administrative regulations of a division of an organization; clarification of the resources used, Russian and international legislation, local regulations, reporting documents, necessary to carry out the process of the organizational unit or the administrative regulations of the organizational unit; identification of responsible employees of the unit for each work in the process of the subdivision of the organization or the administrative regulations of the subdivision of the organization; collecting information about the current planning and reporting system for the work of the process of the organization's unit or the administrative regulations of the organization's unit; collecting information on the progress and results of the process of the organizational unit or the administrative regulations of the organizational unit; registration of the results of information collection;

	systematization of the collected information about the process of the division of the organization or the administrative regulations of the division of the organization; development of process regulations for a division of an organization or administrative regulations provisions); development of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; development of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; planning activities to put into effect the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; evaluating the effectiveness of measures to put into effect the regulation of the process of an organizational unit or administrative regulation divisions of the organization; determination of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; collecting information on the progress and results of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; analysis of the collected information for compliance with the criteria established for the control; evaluating the effectiveness of the process of the organizational unit or the administrative regulations of the organizational unit; development of recommendations to improve the efficiency of the processes of the organizational unit or administrative regulations of the organizational unit; registration of the results of monitoring the implementation of the process regulations of the organization's subdivision or the administrative regulations of the organization's subdivision.
PK - 4. Able to prepare for implementation, monitor parameters and evaluate the success of changes carried out in the organization	IPK-4.1. Knows visual modeling languages; collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for requirements management; theory of risk management; organization planning methods; methods and techniques for determining indicators for assessing the current or desired state of the organization; methods for evaluating the effectiveness of decisions. IPK-4.2. Can plan, organize and conduct meetings and discussions with stakeholders; identify, register, analyze and classify risks and develop a set of measures to minimize them; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; explain the need for business analysis work; make changes in accordance with the chosen solution; assess the readiness of the organization to change in accordance with the chosen solution; develop indicators and assess the state of the organization; evaluate the business feasibility of implementing the

	solution in terms of the selected target indicators; analyze the activities of the organization; to model the scope and boundaries of work; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; to analyze the subject area; analyze the requirements for the solution in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria. IPK-4.3. Have the skills to analyze the organization's readiness for change; development and implementation of measures to prepare the organization for changes; monitoring ongoing changes in terms of achieving the developed target indicators of the solution; management of interaction with stakeholders (satisfaction, degree of involvement); management of risks caused by ongoing changes in the organization; analysis and evaluation of the effectiveness of the implemented solution; analysis of the causes and development of ways to improve the solution in case the solution does not achieve the set business goals; analysis and development of ways to adapt the organization to use the new solution.

2. The place of discipline in the structure of the educational program

The discipline "Organizational changes management" is one of the academic disciplines of the part formed by the participants of educational technologies of the bachelor's degree program.

The discipline "Organizational Changes Management" is interconnected logically and methodically with the following disciplines and practices of the OP:

- "Quality management";
- "International Management";

Annotation of the program of discipline B.1.23 "Project management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Project Management" include the integration of all previously acquired knowledge and skills into a single integrated management system, as well as the study and development of theoretical foundations and practical skills of project management by students.
The main tasks of mastering the discipline "Project management" include:
- Gain an understanding of the fundamentals of development and project management in both internal and external environments.
- To form ideas on the fundamental and applied sections of the discipline and develop skills for their creative use in scientific, industrial and technical activities.
- Prepare for active communication in the scientific, industrial, social and public spheres of activity.
- Develop elementary skills in economic analysis and the ability to apply them to understand the socio-economic processes of evaluating economic, social and environmental policies.
- To teach how to competently carry out activities for planning the development of the project.

Training in the discipline "Project Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-2. Able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal regulations, available resources and restrictions	IUK-2.1. Formulates a set of tasks within the framework of the project goal, the solution of which ensures its achievement IUK-2.2. Identifies the links between the tasks set, the main components of the project and the expected results of its implementation IUK-2.3. Selects the best methods for planning, distributing areas of responsibility, solving problems, analyzing results, taking into account current legal regulations, available conditions, resources and restrictions, and opportunities for use

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Project Management" is interconnected logically and meaningfully and methodically with the following disciplines and practices of the OP:
- Project activity
- Introduction to project activities
- Fundamentals of Management
- Economic theory

Annotation of the program of discipline B.1.24 "Entrepreneurship" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The purpose of mastering the discipline "Entrepreneurship" is to form in students a holistic system of thinking, knowledge and skills in the content, organization of entrepreneurial activity, its functions, types, characteristics of the external and internal environment of entrepreneurial activity, organizational and legal forms of enterprises (organizations), business planning, stages of creating and registering a business, risks and ethics in entrepreneurship.
The main tasks of mastering the discipline "Entrepreneurship" include:
- equip students with knowledge in the field of entrepreneurial activity;
- to give an idea of the basic laws governing entrepreneurial activity;
- to master the features of the external and internal business environment;
- teach how to write business plans;
- reveal the essence of the occurrence and calculation of the risks of entrepreneurial activity.

Training in the discipline "Entrepreneurship" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
OPK - 4. Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity and organizations	IOPK-4.1. Knows methods for identifying and evaluating new market opportunities, developing business plans for creating and developing new areas of activity for organizations. IOPK-4.2. Able to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations. IOPK-4.3. Possesses the skills and methods to identify and evaluate new market opportunities, develop business plans for the creation and development of new areas of activity of organizations.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Entrepreneurship" is interconnected logically and content-methodically with the following disciplines and practices of the OP:
– Quality management
– Process management
– Self-management and time management
– Strategic management
– Small business management

Annotation of the program of discipline B.1.25 "Professional trajectory management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Professional trajectory management" include:
– formation of knowledge about modern principles, methods and means of modern management trajectories in relation to management, methods and means of their application in business;
- preparing students for activities in accordance with the qualification characteristics of a bachelor in the direction, including the formation of skills to identify the necessary improvements in the organization; ensuring the use of information technologies to improve the efficiency of professional activities.
The main tasks of mastering the discipline "Professional trajectory management" include:
- mastering the methodology, analysis and selection of management technologies for application in the conditions of professional activity in the organization. mastering the methods and conditions for using management technologies, choosing evaluation criteria, quality indicators, determining the parameters to be checked, the procedure for determining and processing the received management information and protecting it.
Training in the discipline "professional trajectory management" is aimed at developing the following competencies in students:

Code and name of competencies	**Competence achievement indicators**
PK-1. Able to regulate the processes of organizational units or develop administrative regulations for organizational units	IPK-1.1. Knows the theory of process management; principles of process classification; methods of structuring processes; basics of operational management; methods of collecting information (observations, data recording, timing, photography of the working day, interview and questionnaire techniques, analysis of documents and reporting information, studying feedback from stakeholders); methods of designing functional role models; methods for classifying information about the process and the environment of the process; principles and rules for working with regulatory and methodological documentation; requirements for the development of process regulations; fundamentals of economics, cost accounting and performance evaluation; process modeling notations; methods to improve the efficiency of processes and administrative regulations; the basics of implementing changes; basics of business process modeling; methodological documents and rules for monitoring the compliance of processes or administrative regulations; methods for assessing the reliability of the information collected; methods for analyzing the collected information; rules for preparing reports, conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. IPK-1.2. Is able to analyze information about process boundaries, process requirements, process goals or administrative regulations; analyze areas of responsibility, stakeholders of the process, current regulations, resources, inputs, outputs and indicators of the process or administrative regulation; analyze the composition and sequence of

	operations that make up the process or administrative regulations; find the necessary documents and information about the process or administrative regulations in paper and electronic form in information systems; perform observations, interviews and questionnaires; aggregate and summarize the collected information; carry out the classification of processes and objects of the process environment or administrative regulations; identify shortcomings, inconsistencies in the functioning of the process or administrative regulations, formulate and justify proposals for their correction; control the compliance of the developed documents with regulatory and methodological documentation; evaluate the resources needed to improve processes or administrative procedures; communicate, hold workshops, find consensus; use software to develop process or administrative procedures; develop local regulations in accordance with regulatory and methodological documents; develop schemes of processes or administrative regulations; evaluate the resources needed to put in place process or administrative procedures or proposals to improve their effectiveness; develop, coordinate and approve action plans, evaluate the achievement of results, develop corrective actions to achieve plans; provide advice to employees of the organization; select control points that allow assessing the degree of compliance with the regulations and drawing up control plans; evaluate the reliability of information obtained during the control; analyze the efficiency and effectiveness indicators of processes and administrative regulations; identify deviations from the established criteria and indicators of the functioning of processes and administrative regulations; calculate the effectiveness of processes and administrative regulations; identify the potential for improving the efficiency of a process or administrative procedure; formulate and justify proposals to improve the efficiency of processes or administrative regulations; prepare reports, conclusions on the results of control measures. IPK-1.3. Has the skills to determine the goals of the process of a division of an organization or the administrative regulations of a division of an organization; defining the boundaries of the process of the organizational unit or the administrative regulations of the organizational unit; determining the stakeholders, the owner and participants in the process of the organization unit or the administrative regulations of the organization unit; determining the inputs and outputs of the process of the organization's subdivision or the beginning and result of the implementation of the administrative regulations of the organization's subdivision; clarification of the sequence of work in the process of a division of an organization or the administrative regulations of a division of an organization; clarification of the resources used, Russian and international legislation, local regulations, reporting documents, necessary to carry out the process of the organizational unit or the administrative regulations of the organizational unit; identification of responsible employees of the unit for each work in the process of the subdivision of the organization or the administrative regulations of the subdivision of the organization; collecting information about the current planning and reporting system for the work of the process of the organization's unit or the administrative regulations of the organization's unit; collecting information on the progress and results of the process of the organizational unit or the administrative regulations of the organizational unit; registration of the results of information collection; systematization of the collected information about the process of the division of the organization or the administrative regulations of the

	division of the organization; development of process regulations for a division of an organization or administrative regulations provisions); development of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; development of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; planning activities to put into effect the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; evaluating the effectiveness of measures to put into effect the regulation of the process of an organizational unit or administrative regulation divisions of the organization; determination of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; collecting information on the progress and results of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; analysis of the collected information for compliance with the criteria established for the control; evaluating the effectiveness of the process of the organizational unit or the administrative regulations of the organizational unit; development of recommendations to improve the efficiency of the processes of the organizational unit or administrative regulations of the organizational unit; registration of the results of monitoring the implementation of the process regulations of the organization's subdivision or the administrative regulations of the organization's subdivision.

2. The place of discipline in the structure of the educational program

The discipline "Professional trajectory management" is one of the academic disciplines of the part formed by the participants in educational technologies of the bachelor's degree program. The discipline "Professional trajectory management" is interconnected logically and methodically with the following disciplines and practices of the OP:

- "Quality management";
- "International Management";
- "Cross-cultural management";
- "Management of distributed communities";
- "Self-Management and Time Management".

Annotation of the program of discipline B.1.26 "Management of distributed communities"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Management of distributed communities" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name competencies	Code and content of the indicator of achievement of competence
UK-3-Able to organize and manage the work of the team, developing a team strategy to achieve the goal.	IUK-3.1. Demonstrates the managerial competence necessary to form a team and manage its work based on the developed cooperation strategy. IUK-3.2. Plans, organizes, motivates, evaluates and adjusts joint activities to achieve the set goal, taking into account the interests, behavioral characteristics and opinions of its members. IUK-3.3. Applies methods, methods and strategies for optimizing the socio-psychological climate in the team, preventing and resolving conflicts, technologies for training and developing the professional and communicative competence of team members.

2. The place of discipline in the structure of the educational program

The discipline "Management of distributed communities" is one of the disciplines of the part formed by the participants in educational relations of the bachelor's degree program.

The discipline "Management of distributed communities" is interconnected logically and meaningfully and methodically with the following disciplines of the OP:

- "Entrepreneurship"
- "Professional Trajectory Management"
- "Finance of the organization"

Annotation of the program of discipline B.1.27 "Corporate finances" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

Aim mastering the discipline "Corporate finances" is the formation of students' theoretical foundations and practical skills in the field of organizing the finances of the organization, as well as creating the basis for the development of cost-effective financial solutions.

The main tasks of studying the discipline:

- formation of comprehensive knowledge and practical skills in the field of the theory of finance of organizations, the structure of assets, as well as sources of their financing, as well as the procedure for compiling the financial plan of an enterprise;
- development of professional skills for the qualified use of financial instruments for financial planning.

Training in the discipline "Corporate finances" is aimed at developing the following competencies in students:

Code and name of competencies	**Competence achievement indicators**
UK-10. Able to make informed economic decisions in various areas of life	IUK-10.1. Understands the basic principles of the functioning of macroeconomics and economic development, the goals and types of state participation in the economy IUK-10.2. Represents the main patterns of functioning of microeconomics and factors that ensure the rational use of resources and the achievement of effective performance IUK-10.3. Applies methods of economic and financial planning to achieve personal financial goals, uses adequate financial tools for personal budget management, optimizes own financial risks

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".

Its study provides the study of disciplines:

- Economic theory.
- Modern organizational management structures;
- Management of the competitiveness of the organization;
- Management and evaluation of the effectiveness of business processes;
- Sales and customer relationship management;
- Organization development management

Annotation of the program of discipline B.1.28 "Production Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Production Management" include:

- to form a systematic understanding of the essence and content of production management, its goals, objectives, methodology, place and role in the system of economic sciences and practical management;
- to teach how to coordinate the activities of performers with the help of methodological tools for the implementation of managerial decisions in the field of functional management to achieve specific goals of the organization.

The main tasks of mastering the discipline "Production Management" include:

- study of the practical side of the functioning of industrial enterprises;
- study of existing production management systems;
- mastering the basic techniques for planning and developing a production plan.

Training in the discipline "Production Management" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
PK-1 Able to regulate the processes of organizational units or develop administrative regulations for organizational units	**IPK-1.1.** Knows the theory of process management; principles of process classification; methods of structuring processes; basics of operational management; methods of collecting information (observations, data recording, timing, photography of the working day, interview and questionnaire techniques, analysis of documents and reporting information, studying feedback from stakeholders); methods of designing functional role models; methods for classifying information about the process and the environment of the process; principles and rules for working with regulatory and methodological documentation; requirements for the development of process regulations; fundamentals of economics, cost accounting and performance evaluation; process modeling notations; methods to improve the efficiency of processes and administrative regulations; the basics of implementing changes; basics of business process modeling; methodological documents and rules for monitoring the compliance of processes or administrative regulations; methods for assessing the reliability of the information collected; methods for analyzing the collected information; rules for preparing reports, conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. **IPK-1.2.** Is able to analyze information about process boundaries, process requirements, process goals or administrative regulations; analyze areas of responsibility, stakeholders of the process, current regulations, resources, inputs, outputs and indicators of the process or administrative regulation; analyze the composition and sequence of operations that make up the process or administrative regulations; find the necessary documents and information about the process or administrative regulations in paper and electronic form in information systems; perform observations, interviews and questionnaires; aggregate and summarize the collected information;

	carry out the classification of processes and objects of the process environment or administrative regulations; identify shortcomings, inconsistencies in the functioning of the process or administrative regulations, formulate and justify proposals for their correction; control the compliance of the developed documents with regulatory and methodological documentation; evaluate the resources needed to improve processes or administrative procedures; communicate, hold workshops, find consensus; use software to develop process or administrative procedures; develop local regulations in accordance with regulatory and methodological documents; develop schemes of processes or administrative regulations; evaluate the resources needed to put in place process or administrative procedures or proposals to improve their effectiveness; develop, coordinate and approve action plans, evaluate the achievement of results, develop corrective actions to achieve plans; provide advice to employees of the organization; select control points that allow assessing the degree of compliance with the regulations and drawing up control plans; evaluate the reliability of information obtained during the control; analyze the efficiency and effectiveness indicators of processes and administrative regulations; identify deviations from the established criteria and indicators of the functioning of processes and administrative regulations; calculate the effectiveness of processes and administrative regulations; identify the potential for improving the efficiency of a process or administrative procedure; formulate and justify proposals to improve the efficiency of processes or administrative regulations; prepare reports, conclusions on the results of control measures. **IPK-1.3.** Has the skills to determine the goals of the process of a division of an organization or the administrative regulations of a division of an organization; defining the boundaries of the process of the organizational unit or the administrative regulations of the organizational unit; determining the stakeholders, the owner and participants in the process of the organization unit or the administrative regulations of the organization unit; determining the inputs and outputs of the process of the organization's subdivision or the beginning and result of the implementation of the administrative regulations of the organization's subdivision; clarification of the sequence of work in the process of a division of an organization or the administrative regulations of a division of an organization; clarification of the resources used, Russian and international legislation, local regulations, reporting documents, necessary to carry out the process of the organizational unit or the administrative regulations of the organizational unit; identification of responsible employees of the unit for each work in the process of the subdivision of the organization or the administrative regulations of the subdivision of the organization; collecting information about the current planning and reporting system for the work of the process of the organization's unit or the administrative regulations of the organization's unit; collecting information on the progress and results of the process of the organizational unit or the administrative regulations of the organizational unit; registration of the results of information collection; systematization of the collected information about the process of the division of the organization or the administrative regulations of the division of the organization; development of process regulations for a division of an organization or administrative regulations provisions); development of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; development of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; planning activities to put into effect the regulation of the process of the division of

	the organization or the administrative regulations of the division of the organization; implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; evaluating the effectiveness of measures to put into effect the regulation of the process of an organizational unit or administrative regulation divisions of the organization; determination of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; collecting information on the progress and results of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; analysis of the collected information for compliance with the criteria established for the control; evaluating the effectiveness of the process of the organizational unit or the administrative regulations of the organizational unit; development of recommendations to improve the efficiency of the processes of the organizational unit or administrative regulations of the organizational unit; registration of the results of monitoring the implementation of the process regulations of the organization's subdivision or the administrative regulations of the organization's subdivision.

2. The place of discipline in the structure of the educational program

The discipline refers to the mandatory part of block B1 "Disciplines (modules)".
The discipline "Production Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Quality management
- Technology of organizing managerial interaction
- Process management

Annotation of the program of discipline B.1.29.1 (B.1.29.2) "First aid and emergency response", "Basic military training" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "First aid and emergency response" include the following:
The objectives of the development of module 1 "First aid and emergency response":
- the formation of a general idea among students about the inseparable unity of effective professional activity with the requirements for the safety and security of a person. The implementation of these requirements guarantees the preservation of the working capacity and health of a person, prepares him for action in extreme conditions.
The main tasks of mastering module 1 "First aid and emergency response" should include:
- formation of basic knowledge about the existing threats to the environment, its negative factors;
- study of behavior patterns in situations that threaten human life and health;
- use of modern methods of preventing hazards;
- formation of skills in providing first aid and ensuring human safety;
- study of the rules and regulations for ensuring the safety of human life.
The objectives of the development of module 2 "Basic military training":
- the formation in students of the knowledge, skills and abilities necessary for the formation of students of educational institutions of higher education as citizens capable and ready to perform military duty and duty to protect their homeland in accordance with the legislation of the Russian Federation.
The main tasks of mastering the module "Basic military training" include:
- the formation of students' understanding of the main provisions of the military doctrine of the Russian Federation, as well as the basics of military development and the structure of the Armed Forces of the Russian Federation (RF Armed Forces);
- the formation of high social consciousness and military duty among students;
- education of discipline, high moral and psychological qualities of the personality of a citizen - a patriot;
- development of basic knowledge and formation of key skills of military affairs;
- disclosure of the specifics of the activities of various categories of servicemen of the RF Armed Forces;
- familiarization with regulatory documents in the field of ensuring the defense of the state and military service;
- the formation of drill smartness, respect for military rituals and traditions, military uniforms;
- study and adoption of the rules of military courtesy;
- mastering the knowledge of the statutory norms and rules of conduct for military personnel.
Training in the discipline "First aid and emergency response, Basic military training" is aimed at developing the following competencies among students:

Code and name of competencies	**Competence achievement indicators**
UK-8. Able to create and maintain safe living conditions in everyday life and in professional activities to preserve the natural	IUK-8.1. Analyzes and identifies the factors of harmful influence on the life of the elements of the environment (technical means, technological processes, materials, buildings and structures, natural and social phenomena), as well as dangerous and harmful factors in the framework of the

environment, ensure the sustainable development of society, including in the event of a threat and the occurrence of emergencies and military conflicts	activities carried out IUK-8.2. Understands the importance of maintaining safe working and living conditions, preserving the natural environment to ensure the sustainable development of society, including when there is a threat of dangerous or emergency situations and military conflicts IUK-8.3. Explains the rules of conduct in the event of emergencies of natural and man-made origin and military conflicts, describes ways to participate in recovery activities

2. The place of discipline in the structure of the educational program

Discipline " First aid and emergency response "and "Basic military training" are among the academic disciplines of the mandatory part of Block 1 "Disciplines (modules)" and are included in the educational program for the training of bachelors in all areas of training for all forms of education.

Annotation of the program of discipline B.1.2.1 "State social policy" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline " State social policy " is the formation of competencies aimed at familiarizing students with the features of the legal regulation of social security law, including issues of legal regulation of relations in the field of social security and social protection of the population of the Russian Federation, including social security by age , in case of illness, disability, loss of a breadwinner, in raising children and in other cases established by law.

The main tasks of mastering the discipline " State social policy " include:

- master the basic categorical apparatus of social security law;
- study the current legislation on pensions and benefits;
- to form students' special knowledge on the types of pensions and benefits in the Russian Federation, the principles of establishment;
- to develop in students the ability and skills of application in practical activities
- acquired knowledge and norms of social security law to solve specific problems;
- to reveal the general provisions of social security in the Russian Federation.

Training in the discipline " State social policy " is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
UK-9. Able to use basic defectological knowledge in social and professional areas	IUK-9.1. Possesses ideas about inclusive competence and features of applying basic defectological knowledge in social and professional spheres IUK-9.2. Shows tolerance towards people with disabilities and people with disabilities IUK-9.3. Applies the principles of non-discriminatory interaction with people with disabilities and disabilities, taking into account their socio-psychological characteristics when communicating in various areas of life

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".

The discipline " State social policy " is interconnected logically and methodically with the following disciplines and practices of the OP:

- Story
- Law basics
- Philosophy

Annotation of the program of discipline B.1.2.2 "Self-management and time management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Self-management and time management" include the formation of students' basic knowledge of the theoretical foundations and practical skills in the field of time management as an intangible resource, which are the basis for organizing effective activities both at the personal and corporate levels, mastering the basic skills of creating personal accounting system, time planning, personal goal setting and task prioritization
The main tasks of mastering the discipline "Self-management and time management" include:
- acquaintance with the basic concepts, definitions, categories in the field of time management;
- obtaining knowledge about modern concepts, approaches, technologies for the rational organization of the use of time as an intangible resource of professional development;
- study of technologies for effective time management at the personal and corporate levels.
Training in the discipline "Self-management and time management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-6. Able to manage his time, build and implement a trajectory of self-development based on the principles of education throughout life	IUK-6.1. Uses time management tools and methods when performing specific tasks, projects, and achieving goals IUK-6.2. Determines priorities for own activities, personal development and professional growth IUK-6.3. Demonstrates readiness to build a professional career and determine a professional development strategy based on an assessment of the requirements of the labor market, the offers of the educational services market, and taking into account personal capabilities and preferences

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".
The discipline "Self-management and time management" is interconnected logically and content-methodically with the following disciplines and practices of the OP:
- Project activity
- Technologies for organizing managerial interaction
- Cross-cultural management
- Fundamentals of Management

Annotation of the program of discipline B.1.2.3 "Small business management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline "Small Business Management" is the acquisition by students of complex knowledge, skills and the formation of competencies in the field of the organizational and economic mechanism for the functioning of small businesses.
The main objectives of the discipline "Small Business Management" include the development of knowledge by students in the following areas:
- the content of the concept of "entrepreneurship" and the history of its development;
- socio-psychological characteristics of the entrepreneur's personality;
- principles and technology of small business creation;
- principles and technology of small business management.

Training in the discipline "Small Business Management" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
PK-6. Able to form possible solutions based on the target indicators developed for them, as well as to analyze, justify and select solutions	**IPK-6.1.**Knows visual modeling languages; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods of collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis. **IPK-6.2.**Able to identify, register, analyze and classify risks and develop a set of measures to minimize them; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions affecting the organization's activities; analyze stakeholder requirements in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; to model the scope and boundaries of work; to plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques. **IPK-6.3.**Has the skills to identify, collect and analyze business analysis information to form possible solutions; descriptions of possible solutions; analysis of decisions in terms of achieving target indicators of decisions; assessment of the resources needed to implement the solutions; evaluating the effectiveness of each solution option as a ratio between the expected level of resource use

	and the expected value; choosing a solution for implementation as part of a group of experts.

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Small Business Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Management in industries and fields of activity;
- Management of innovative business processes;
- Management and evaluation of the effectiveness of business processes;
- Perspective management.

Annotation of the program of discipline B.1.2.4 "Marketing Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Marketing Management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the marketing management system of the organization as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

The purpose of the discipline "Marketing Management" is to gain knowledge, develop skills and abilities in managing marketing activities, mastering the principles and methods of marketing management of an enterprise, making strategic and tactical decisions.

Course objectives:

- study of the modern management concept, the main theoretical and methodological provisions of enterprise marketing management;
- formation of knowledge of the development and implementation of marketing strategies, plans and programs of marketing (price, commodity, communication, marketing policy);
- familiarization with the processes of organizing marketing activities, building organizational marketing structures, functions and job responsibilities of specialists in marketing services,
- formation of skills in the use of modern technologies, methodological techniques and procedures for making marketing decisions at the strategic and operational levels, developing plans and monitoring the marketing activities of the enterprise.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.**Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them;

	collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.**Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline "Sales and customer relationship management" is one of the disciplines of the part formed by the participants of educational relations of the bachelor's degree program.

The discipline "Sales and Customer Relationship Management" is interconnected logically and methodically with the following disciplines of the OP:

- "Business Process Management";
- "Fundamentals of financial literacy";
- "Entrepreneurship";
- "Fundamentals of Management".

Annotation of the program of discipline B.1.2.5 "Process management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Process Management" include:
– formation of knowledge about modern methods of adaptive business process management;
– preparation of students for activities in accordance with the qualification characteristics of the bachelor in the direction 38.03.02 "Management".
The main tasks of mastering the discipline "Process Management" include:
– mastering the methods of analysis and modeling of business processes.
– the formation of students' understanding of the theoretical foundations of changes in the activities of the organization and practical techniques - technologies and methods for carrying out these changes.
Training in the discipline "Process Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-2. Able to design and implement cross-functional processes of an organization	**IPK 2.1.**the basics of the formation of documents, the theoretical foundations of building business structures; the nature of the conflict and methods of its resolution; **IPK 2.2.**to form and improve documentation, taking into account the observance of the rights and interests of shareholders and investors. **IPK 2.3.**methods of generating documentation necessary for the creation of new business structures ways of resolving conflict

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Process Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
– Management of the competitiveness of the organization
– Organization lifecycle management
– Organization development management
– Perspective management

Annotation of the program of discipline B.1.2.6 "Managing subject-object relations in business processes"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

Purpose of the discipline "Managing subject-object relations in business processes": the formation of a sufficient amount of theoretical knowledge and practical skills for students to develop, adopt and organize the implementation of management decisions aimed at ensuring the smooth operation of the production system, establishing basic production processes, ensuring the management of a manufacturing enterprise and corporations all the necessary theoretical information.

Tasks of the discipline:

- to master the structure and content, construction and analysis of the concept of "business process", the need for its rational organization;
- to acquaint with the defining fundamentals of building business processes in corporations, their features and possibilities of application;
- to teach modern approaches to the management of corporations;
- provide students with fundamental knowledge in the field of business process theory, allowing them to successfully master the training profile "Management of innovative business processes".

Training in the discipline "Managing subject-object relations in business processes" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-3 Able to carry out social interaction and realize their role in the team	IUK-3.1. Determines his role in the team, based on the strategy of cooperation to achieve the goal, taking into account the behavior and interests of other team members
	IUK-3.2. Plans and analyzes the consequences of personal actions, adequately evaluates the ideas and proposals of other participants to achieve the goal in teamwork
	IUK-3.3. Carries out the exchange of information, knowledge and experience with team members, observing the established norms and rules of social interaction, is personally responsible for his contribution to the result of team work

2. The place of discipline in the structure of the educational program

The discipline "Managing subject-object relations in business processes" refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)". The discipline "Managing subject-object relations in business processes" is interconnected logically and methodically with the following disciplines of the OP:

- "Business Process Management";
- "Managing the life cycle of an organization"
- "Cross-cultural management";

- "Management of organizational changes";
- "Project management".

Annotation of the program of discipline B.1.2.7 "Modern organizational management structures"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

Goals, objectives and planned learning outcomes in the discipline

Purpose of the discipline" Modern organizational management structures ": development of professional competence of a manager in the field of managing organizations of various organizational and legal forms based on understanding the patterns of behavior of employees in these social systems.

Tasks of the discipline:

– to form knowledge about the methodological foundations for the development and construction of the organizational structure of management;

– develop basic skills related to future professional activities: design, organizational, communication, information, etc.;

– to promote awareness of the need to acquire full-fledged knowledge in the field of designing the organizational structure of the company.

Training in the discipline "Modern organizational management structures" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-1 Able to regulate the processes of organizational units or develop administrative regulations for organizational units	**IPK-1.1.**Knows the theory of process management; principles of process classification; methods of structuring processes; basics of operational management; methods of collecting information (observations, data recording, timing, photography of the working day, interview and questionnaire techniques, analysis of documents and reporting information, studying feedback from stakeholders); methods of designing functional role models; methods for classifying information about the process and the environment of the process; principles and rules for working with regulatory and methodological documentation; requirements for the development of process regulations; fundamentals of economics, cost accounting and performance evaluation; process modeling notations; methods to improve the efficiency of processes and administrative regulations; the basics of implementing changes; basics of business process modeling; methodological documents and rules for monitoring the compliance of processes or administrative regulations; methods for assessing the reliability of the information collected; methods for analyzing the collected information; rules for preparing reports, conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures. conclusions on the results of control; methods for evaluating the effectiveness of processes or administrative procedures.

	IPK-1.2. Is able to analyze information about process boundaries, process requirements, process goals or administrative regulations; analyze areas of responsibility, stakeholders of the process, current regulations, resources, inputs, outputs and indicators of the process or administrative regulation; analyze the composition and sequence of operations that make up the process or administrative regulations; find the necessary documents and information about the process or administrative regulations in paper and electronic form in information systems; perform observations, interviews and questionnaires; aggregate and summarize the collected information; carry out the classification of processes and objects of the process environment or administrative regulations; identify shortcomings, inconsistencies in the functioning of the process or administrative regulations, formulate and justify proposals for their correction; control the compliance of the developed documents with regulatory and methodological documentation; evaluate the resources needed to improve processes or administrative procedures; communicate, hold workshops, find consensus; use software to develop process or administrative procedures; develop local regulations in accordance with regulatory and methodological documents; develop schemes of processes or administrative regulations; evaluate the resources needed to put in place process or administrative procedures or proposals to improve their effectiveness; develop, coordinate and approve action plans, evaluate the achievement of results, develop corrective actions to achieve plans; provide advice to employees of the organization; select control points that allow assessing the degree of compliance with the regulations and drawing up control plans; evaluate the reliability of information obtained during the control; analyze the efficiency and effectiveness indicators of processes and administrative regulations; identify deviations from the established criteria and indicators of the functioning of processes and administrative regulations; calculate the effectiveness of processes and administrative regulations; identify the potential for improving the efficiency of a process or administrative procedure; formulate and justify proposals to improve the efficiency of processes or administrative regulations; prepare reports, conclusions on the results of control measures.
	IPK-1.3. Has the skills to determine the goals of the process of a division of an organization or the administrative regulations of a division of an organization; defining the boundaries of the process of the organizational unit or the administrative regulations of the organizational unit; determining the stakeholders, the owner and participants in the process of the organization unit or the administrative regulations of the organization unit; determining the inputs and outputs of the process of the organization's subdivision or the beginning and result of the implementation of the administrative regulations of the organization's subdivision; clarification of the sequence of work in the process of a division of an organization or the administrative regulations of a division of an organization; clarification of the resources used, Russian and international legislation, local regulations, reporting documents, necessary to carry out the process of the organizational unit or the administrative regulations of the organizational unit; identification of responsible employees of the unit for each work in the process of the subdivision of the organization or the administrative regulations of the subdivision of the

	organization; collecting information about the current planning and reporting system for the work of the process of the organization's unit or the administrative regulations of the organization's unit; collecting information on the progress and results of the process of the organizational unit or the administrative regulations of the organizational unit; registration of the results of information collection; systematization of the collected information about the process of the division of the organization or the administrative regulations of the division of the organization; development of process regulations for a division of an organization or administrative regulations provisions); development of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; development of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; planning activities to put into effect the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; implementation of proposals to improve the efficiency of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; evaluating the effectiveness of measures to put into effect the regulation of the process of an organizational unit or administrative regulation divisions of the organization; determination of procedures for monitoring the implementation of the regulation of the process of the division of the organization or the administrative regulations of the division of the organization; collecting information on the progress and results of the process of the organization's subdivision or the administrative regulations of the organization's subdivision; analysis of the collected information for compliance with the criteria established for the control; evaluating the effectiveness of the process of the organizational unit or the administrative regulations of the organizational unit; development of recommendations to improve the efficiency of the processes of the organizational unit or administrative regulations of the organizational unit; registration of the results of monitoring the implementation of the process regulations of the organization's subdivision or the administrative regulations of the organization's subdivision.

The place of discipline in the structure of the educational program

The discipline "Modern organizational management structures" refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Modern organizational management structures" is interconnected logically and methodically with the following disciplines of the OP:

- "Business Process Management";
- "Managing the life cycle of an organization"
- "Digitalization of management processes";
- "Management of organizational changes";
- "Project management".

Annotation of the program of discipline B.1.2.8 "Startup management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Startup Management" should include familiarizing students with the theory and practices of management activities in relation to enterprises and small businesses and studying the possibilities and methods of commercializing technologies and business models.

The main tasks of mastering the discipline "Startup Management" include:

- study of the practical side of the creation and registration of business entities.
- studying the basics of business planning, primary analysis of an innovative project.
- studying the possibilities of creating innovative organizations of small and medium-sized businesses.

Training in the discipline "Startup Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.**Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional

	decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.**Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".
The discipline "Startup Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Fundamentals of management;
- Methods of making managerial decisions;
- Process management.

Annotation of the program of discipline B.1.2.9 "Managing the competitiveness of the organization" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Managing the competitiveness of the organization" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.**Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in

	a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.**Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline "Managing the competitiveness of the organization" is one of the disciplines of the part formed by the participants in educational relations (B.1.2.) of the bachelor's degree program.

The discipline "Managing the competitiveness of the organization" is interconnected logically and content-methodologically with the following disciplines of the OP:

- Fundamentals of management;
- Sales and customer relationship management;
- Distributed community management

Annotation of the program of discipline B.1.2.10 "Corporate social responsibility"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Corporate Social Responsibility" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
PK-3 -Capable of identifying stakeholders and engaging with them	**IPK-3.1.**Knows stakeholder theory; theory of interpersonal and group communication in business interaction; conflict theory; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; organization planning methods. **IPK-3.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business

	analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; present business intelligence information in a variety of ways and formats for discussion with stakeholders; explain the need for business analysis work. **IPK-3.3.**Owns methods of analyzing the context, organizational structure, business processes in order to identify stakeholders; collecting and registering information about stakeholders; organizing the storage of information about stakeholders and keeping it up to date; analysis and classification of stakeholders; developing stakeholder engagement and collaboration strategies; developing stakeholder engagement plans; preparing stakeholders for cooperation (clarification, training); stakeholder engagement and stakeholder monitoring; management of risks caused by interaction with stakeholders.

2. The place of discipline in the structure of the educational program

The discipline "Corporate Social Responsibility" is one of the disciplines of the part formed by the participants in educational relations (B.1.2.) of the bachelor's degree program.

The discipline "Corporate Social Responsibility" is interconnected logically and methodically with the following disciplines of the OP:

- Fundamentals of management;
- Personnel Management;
- Distributed community management

Annotation of the program of discipline B.1.2.11 "Foresight management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline "Foresight management" should include:
- formation of students' knowledge and skills in the field of foresight technologies.
The main tasks of mastering the discipline "Foresight management" include:
- Mastering the theory of methodology and Foresight technologies.
- Familiarization with domestic and foreign experience in the application of foresight technologies.
- Evaluation of the feasibility of using Foresight.
Training in the discipline "Foresight Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.**Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform

	functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.**Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Foresight Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Management in industries and fields of activity
- Corporate management
- Organization development management
- Perspective management

Annotation of the program of discipline B.1.2.12 "Management and business performance evaluation"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline " Management and business performance evaluation" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager ".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name competencies	Code and content of the indicator of achievement of competence
PK-4. Capable of preparing for implementation, monitoring parameters and evaluating the success of changes in the organization	IPK-4.1. Knows visual modeling languages; collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for requirements management; theory of risk management; organization planning methods; methods and techniques for determining indicators for assessing the

	current or desired state of the organization; methods for evaluating the effectiveness of decisions. **IPK-4.2**. Can plan, organize and conduct meetings and discussions with stakeholders; identify, register, analyze and classify risks and develop a set of measures to minimize them; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; explain the need for business analysis work; make changes in accordance with the chosen solution; assess the readiness of the organization to change in accordance with the chosen solution; develop indicators and assess the state of the organization; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; analyze the activities of the organization; to model the scope and boundaries of work; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; to analyze the subject area; analyze the requirements for the solution in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria. **IPK-4.3**. Have the skills to analyze the organization's readiness for change; development and implementation of measures to prepare the organization for changes; monitoring ongoing changes in terms of achieving the developed target indicators of the solution; management of interaction with stakeholders (satisfaction, degree of involvement); management of risks caused by ongoing changes in the organization; analysis and evaluation of the effectiveness of the implemented solution; analysis of the causes and development of ways to improve the solution in case the solution does not achieve the set business goals; analysis and development of ways to adapt the organization to use the new solution.

2. The place of discipline in the structure of the educational program

The discipline " Management and business performance evaluation" is one of the disciplines of the part formed by the participants in educational relations (B.1.2.12.) of the master's educational program.

The discipline " Management and business performance evaluation" is interconnected logically and meaningfully and methodically with the following disciplines of the OP:

- “Corporate and social responsibility
  - "Foresight Management"
  - "Strategic Management"

Annotation of the program of discipline B.1.2.13 "Strategic management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The purpose of the discipline "Strategic Management" is to master the methodological tools of strategic management of an organization as a subject of market relations, to develop the skills of strategic analysis, as well as the search, justification and adoption of strategic decisions.
The main tasks of mastering the discipline "Strategic management" should include:
- the use of models, tools of strategic management in relation to the organization in various typical situations (assessment of the competitive position of the organization);
- substantiation of the strategic goals of the organization.
Training in the discipline "Strategic Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.** Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.** Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and

	classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.** Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.
PK-6. Able to form possible solutions based on the target indicators developed for them, as well as to analyze, justify and select solutions	**IPK-6.1.** Knows visual modeling languages; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods of collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis. **IPK-6.2.** Able to identify, register, analyze and classify risks and develop a set of measures to minimize them; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions affecting the organization's activities; analyze stakeholder requirements in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; to model the scope and boundaries of work; to plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques. **IPK-6.3.** Has the skills to identify, collect and analyze business analysis information to form possible solutions; descriptions of possible solutions; analysis of decisions in terms of achieving target indicators of decisions; assessment of the resources needed to implement the solutions; evaluating the effectiveness of each solution option as a ratio between the expected level of resource use and the expected value; choosing a solution for implementation as part of a group of experts.

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".
The discipline "Strategic Management" is interconnected logically and methodically with the following disciplines and practices of the OP:
- Project activity
- Fundamentals of Management
- Business process management
- Foresight management
- Startup management

Annotation of the program of discipline B.1.2.14 "Sales and customer relationship management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Sales and customer relationship management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
PK-3 - Capable of identifying stakeholders and engaging with them	**IPK-3.1.** Knows stakeholder theory; theory of interpersonal and group communication in business interaction; conflict theory; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; organization planning methods. **IPK-3.2.** Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in

	accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; present business intelligence information in a variety of ways and formats for discussion with stakeholders; explain the need for business analysis work. **IPK-3.3.** Owns methods of analyzing the context, organizational structure, business processes in order to identify stakeholders; collecting and registering information about stakeholders; organizing the storage of information about stakeholders and keeping it up to date; analysis and classification of stakeholders; developing stakeholder engagement and collaboration strategies; developing stakeholder engagement plans; preparing stakeholders for cooperation (clarification, training); stakeholder engagement and stakeholder monitoring; management of risks caused by interaction with stakeholders.

2. The place of discipline in the structure of the educational program

The discipline "Sales and customer relationship management" is one of the disciplines of the part formed by the participants of educational relations of the bachelor's degree program.

The discipline "Sales and Customer Relationship Management" is interconnected logically and methodically with the following disciplines of the OP:

- "Business Process Management";
- "Fundamentals of financial literacy";
- "Entrepreneurship";
- "Strategic Management".

Annotation of the program of discipline B.1.2.15 "Corporate Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

Purpose of the discipline "Corporate Management": students study and master the basics of corporate management, the specifics of the functioning of corporate structures, mastering practical skills in working with corporate documentation.

Tasks of the discipline:
- obtaining special knowledge in the field of corporate governance;
- mastering the essence of the theory of corporate governance and its role in the general theory of management;
- mastering the mechanism of corporate management, building decision-making processes and control systems;
- studying the basics of corporate relations, corporate culture, corporate social responsibility;
- formation of skills for working with organizational documents of an integrated structure.

Training in the discipline "Corporate Management" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-2 Able to design and implement cross-functional processes of an organization	**IPK-2.1.** Knows methods of designing functional role models; methods of structural decomposition of cross-functional processes and administrative regulations; principles and methods for measuring and analyzing performance indicators of cross-functional processes and administrative regulations; principles and methods for translating the organization's goals into indicators of cross-functional processes and administrative regulations; methods and techniques of process optimization; principles and rules for working with documents and with regulatory and methodological documentation; specialized software for process control; basics of operational management; fundamentals of economics, cost accounting and performance evaluation; theory of process management; principles of integration of corporate information systems; basics of project management; principles and methods of change management; methods of making managerial decisions.
	IPK-2.2. Able to aggregate, structure and generalize information; develop local regulations in the field of cross-functional process management; use specialized software for process management; control the compliance of the developed documents with regulatory and methodological documentation; measure the effectiveness of a cross-functional process or administrative procedure; identify the potential for improving the efficiency of a cross-functional process or administrative procedure; formulate and justify proposals to improve the efficiency of cross-functional processes or administrative regulations; communicate, hold workshops, find consensus; evaluate

	resources, necessary to improve a cross-functional process or administrative procedure; evaluate the risks of the chosen decisions; develop requirements for integration with corporate information systems; prepare and conduct presentations; develop and present action plans, evaluate the achievement of results, develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project. develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project. develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project.
	IPK-2.3. Has the skills to systematize the collected information about the cross-functional process of the organization or the administrative regulations of the organization; documenting the cross-functional process of the organization or developing the administrative regulations of the organization in accordance with the requirements of regulatory and methodological documentation; development of an executable cross-functional process of the organization or administrative regulations of the organization using specialized software for process management; development of control points that allow assessing the degree of implementation of regulations, and methods for measuring the performance indicators of the organization's cross-functional process or organization's administrative procedures; development of proposals to improve the efficiency of the cross-functional process of the organization or the administrative regulations of the organization; registration of the results of the development or refinement of the cross-functional process of the organization or the administrative regulations of the organization; planning the implementation of a cross-functional process of the organization or the administrative regulations of the organization or its improvement; implementation of a cross-functional process of the organization or administrative regulations of the organization or its improvement; evaluating the effectiveness of the implementation of a cross-functional process of the organization or the administrative regulations of the organization or its improvement; staff briefing on

2. The place of discipline in the structure of the educational program

The discipline "Corporate Management" refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Corporate Management" is interconnected logically and methodically with the following disciplines of the OP:

- "Fundamentals of Management";
- "Strategic Management".

Annotation of the program of discipline B.1.2.16 "Crowdfunding and crowdinvesting platform management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The objectives of mastering the discipline "Crowdfunding and crowdinvesting platform management" is to study and master the theoretical foundations and practical skills of crowdfunding and crowdinvesting.
The main tasks of mastering the discipline "Crowdfunding and crowdinvesting platform management" include:
− conduct a retrospective analysis of financial and economic activities;
− develop projects of investment measures;
− to plan the costs of production, production of works (services);
− develop a long-term financial plan (budget).

2. The place of the discipline in the structure of the educational program of the bachelor's degree

The discipline "Crowdfunding and crowdinvesting platform management" refers to the part formed by the participants in educational relations (B 1.2.14), the direction of training bachelors 38.03.02 "Management".
"Crowdfunding and crowdinvesting platform management" is interconnected logically and meaningfully and methodically with the following disciplines and practices of the OP:
- Fundamentals of financial literacy;
- Entrepreneurship.
- Corporate management;
- Startup management.
As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Competency code	**As a result of mastering the educational program, the student must have**	**List of planned learning outcomes by discipline**
PK-3	Capable of identifying stakeholders and engaging with them	**IPK 3.1.** - stakeholder theory; - the theory of interpersonal and group communication in business interaction **IPK 3.2.** - use stakeholder identification techniques; - analyze the degree of stakeholder involvement **IPK 3.3.** - skills in developing stakeholder engagement and collaboration strategies; - development of stakeholder engagement plans.

Annotation of the program of discipline B.1.2.17 "Business process management tools"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

Purpose of the discipline"Tools of business process management": the formation of a holistic systemic understanding of the essence of various organization management tools, models of organizational development management, as well as skills and abilities in the field of assessing the effectiveness of organization management.

Tasks of the discipline:
–to give knowledge of the basic tools of organization management;
–to teach how to apply business process management tools in practice;
–analyze the performance and effectiveness of the organization's management.

Training in the discipline "Business Process Management Tools" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
PK-2 Able to design and implement cross-functional processes of an organization	**IPK-2.1.**Knows methods of designing functional role models; methods of structural decomposition of cross-functional processes and administrative regulations; principles and methods for measuring and analyzing performance indicators of cross-functional processes and administrative regulations; principles and methods for translating the organization's goals into indicators of cross-functional processes and administrative regulations; methods and techniques of process optimization; principles and rules for working with documents and with regulatory and methodological documentation; specialized software for process control; basics of operational management; fundamentals of economics, cost accounting and performance evaluation; theory of process management; principles of integration of corporate information systems; basics of project management; principles and methods of change management; methods of making managerial decisions.
	IPK-2.2. Able to aggregate, structure and generalize information; develop local regulations in the field of cross-functional process management; use specialized software for process management; control the compliance of the developed documents with regulatory and methodological documentation; measure the effectiveness of a cross-functional process or administrative procedure; identify the potential for improving the efficiency of a cross-functional process or administrative procedure; formulate and justify proposals to improve the efficiency of cross-functional processes or administrative regulations; communicate, hold workshops, find consensus; evaluate resources, necessary to improve a cross-functional process or administrative procedure;

	evaluate the risks of the chosen decisions; develop requirements for integration with corporate information systems; prepare and conduct presentations; develop and present action plans, evaluate the achievement of results, develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project. develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project. develop corrective actions to achieve plans; manage change implementation projects; plan and conduct staff training; evaluate the actual effectiveness of the implementation or improvement project.
	IPK-2.3. Has the skills to systematize the collected information about the cross-functional process of the organization or the administrative regulations of the organization; documenting the cross-functional process of the organization or developing the administrative regulations of the organization in accordance with the requirements of regulatory and methodological documentation; development of an executable cross-functional process of the organization or administrative regulations of the organization using specialized software for process management; development of control points that allow assessing the degree of implementation of regulations, and methods for measuring the performance indicators of the organization's cross-functional process or organization's administrative procedures; development of proposals to improve the efficiency of the cross-functional process of the organization or the administrative regulations of the organization; registration of the results of the development or refinement of the cross-functional process of the organization or the administrative regulations of the organization; planning the implementation of a cross-functional process of the organization or the administrative regulations of the organization or its improvement; implementation of a cross-functional process of the organization or administrative regulations of the organization or its improvement; evaluating the effectiveness of the implementation of a cross-functional process of the organization or the administrative regulations of the organization or its improvement; staff briefing on

2. The place of discipline in the structure of the educational program

The discipline "Tools for managing business processes" refers to the part formed by the participants in the educational relations of block B1 "Disciplines (modules)".
The discipline "Business Process Management Tools" is interconnected logically and methodically with the following disciplines of the OP:

- "Management and evaluation of the effectiveness of business processes";
- "Process Management".

Annotation of the program of discipline B.1.2.18 "Business process systems management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Business process systems management" include consideration of the theoretical foundations and practical application of the apparatus of systemic management of the organization's business processes.
The main objectives of mastering the discipline "Business process systems management" include:

- the formation of a scientific understanding and the development of general theoretical knowledge about business processes in an organization;
- studying methods of modeling and analysis of business processes;
- studying the possibilities of applying in practice modern technologies for assessing and improving business processes;
- obtaining skills in the use of software tools and technologies designed to manage business processes;
- mastering the skills and abilities of analysis and optimization of production, administrative, information processes;
- the formation of the necessary practical skills for working with modern computer technology and software and the solution of practical problems of describing the business processes of an enterprise with a view to their subsequent automation.

Training in the discipline "Business process systems management" is aimed at developing the following competencies among students:

Code and name of competencies	Competence achievement indicators
UK-1. Able to search, critically analyze and synthesize information, apply a systematic approach to solve tasks	IUK-1.1. Analyzes the task, highlighting its basicconstituents IUK-1.2.Carries out a search, critically evaluates, summarizes, systematizes and ranks the information required to solve the problem IUK-1.3. Considers and offers rational options for solving the task, using a systematic approach, critically assesses their advantages and disadvantages

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".
The discipline "Business process systems management" is interconnected logically and methodically with the following disciplines and practices of the OP:

- Project activity
- Fundamentals of Management
- Business process management
- Economic theory

Annotation of the program of discipline B.1.2.19 "Organization development management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Organization Development Management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name competencies	Code and content of the indicator of achievement of competence
PK-4. Capable of preparing for implementation, monitoring parameters and evaluating the success of changes in the organization	IPK-4.1. Knows visual modeling languages; collection, analysis, systematization, storage and maintenance of business analysis information; information technologies (software) used in the organization, to the extent necessary for the purposes of business analysis; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for requirements management; theory of risk management; organization planning methods; methods and techniques for determining indicators for assessing the current

	or desired state of the organization; methods for evaluating the effectiveness of decisions. **IPK-4.2**. Can plan, organize and conduct meetings and discussions with stakeholders; identify, register, analyze and classify risks and develop a set of measures to minimize them; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; explain the need for business analysis work; make changes in accordance with the chosen solution; assess the readiness of the organization to change in accordance with the chosen solution; develop indicators and assess the state of the organization; evaluate the business feasibility of implementing the solution in terms of the selected target indicators; analyze the activities of the organization; to model the scope and boundaries of work; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; to analyze the subject area; analyze the requirements for the solution in terms of quality criteria determined by the chosen approaches; evaluate the effectiveness of the solution in terms of the selected criteria. **IPK-4.3**. Have the skills to analyze the organization's readiness for change; development and implementation of measures to prepare the organization for changes; monitoring ongoing changes in terms of achieving the developed target indicators of the solution; management of interaction with stakeholders (satisfaction, degree of involvement); management of risks caused by ongoing changes in the organization; analysis and evaluation of the effectiveness of the implemented solution; analysis of the causes and development of ways to improve the solution in case the solution does not achieve the set business goals; analysis and development of ways to adapt the organization to use the new solution.
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	**IPK-5.1.**Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. **IPK-5.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques;

	identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. **IPK-5.3.**Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline "Organization Development Management" is one of the disciplines of the part formed by the participants of educational relations of the Master's educational program.

The discipline "Organization development management" is interconnected logically and content-methodologically with the following disciplines of the OP:

- "System management of business processes"
- "Business Process Reengineering"

Annotation of the program of discipline B.1.2.20 "Business process reengineering"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Business Process Reengineering" is designed to develop fundamental knowledge in the field of business development modeling, practical skills for assessing the current state of business activities.

The main goals of mastering the discipline "Reengineering of business processes" include:

- preparing students for the development of business plans for creating a new business and organizing entrepreneurial activities;
- preparing students for interdisciplinary research to solve problems related to modeling and analysis of business processes, as well as predicting the results of introducing innovative technologies;
- preparing students for self-study and continuous professional self-improvement.

The main tasks of mastering the discipline "Reengineering of business processes" include:

– preparation for the use of terms, basic theories that characterize the current state and trends in business development;

– orientation in the theory of business processes, development trends of national and world markets, internationalization of forms of conducting international business;

– development of skills for independent work in the analysis of efficiency, optimization of doing business in modern market conditions.

2. The place of the discipline in the structure of the educational program of the bachelor's degree

The discipline "Reengineering of business processes" is one of the disciplines of the part formed by the participants of educational relations B.1.2.17 of the educational program 38.03.02 - "Management".

The discipline "Business Process Reengineering" is interconnected logically and methodically with the following disciplines and practices of the EP:

- Information technologies in professional activity;
- Management of organizational changes;
- Operational management;
- Modern organizational management structures.

As a result of mastering the discipline (module), students form the following competence and the following learning outcomes should be achieved as a stage in the formation of the relevant competence:

Competency code	As a result of mastering the educational program, the student must have	List of planned learning outcomes by discipline
UK-1	Able to search, critically analyze and synthesize information, apply a systematic approach to solve tasks	IUK-1.1. Analyzes the task, highlighting its basic components IUK-1.2. Carries out a search, critically evaluates, summarizes, systematizes and ranks the information required to solve the problem IUK-1.3. Considers and offers rational options for solving the task, using a systematic approach, critically assesses their advantages and disadvantages

Annotation of the program of discipline B.1.2.21 "Consulting Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Consulting Management" is focused on students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the management system of the organization as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- studying the theoretical foundations and obtaining practical skills in terms of the provision of consulting services on management issues;

- formation of students' ideas about the essence, tasks and principles of determining the strategy and technologies for conducting management consulting.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.

to form the ability to analyze organizational and economic problems,- familiarization with the essence and content of consulting activities;

- teaching the theory and practice of management consulting with the use of professional consultants;

- consolidation of knowledge and development of skills in practical consulting.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Universal competencies of graduates and indicators of their achievement

Category of competencies	Code and name of competence	Code and content of the indicator of achievement of competence
Economic culture, including financial literacy	UK-10. Able to make informed economic decisions in various areas of life	IUK-10.1. Understands the basic principles of the functioning of macroeconomics and economic development, the goals and types of state participation in the economy IUK-10.2. Represents the main patterns of functioning of microeconomics and factors that ensure the rational use of resources and the achievement of effective performance IUK-10.3. Applies methods of economic and financial planning to achieve personal financial goals, uses adequate financial tools for personal budget management, optimizes own financial risks

Professional competencies of graduates and indicators of their achievement

Code and name of competencies	Competence achievement indicators
PK-3 -Capable of identifying stakeholders and engaging with them	**IPK-3.1.**Knows stakeholder theory; theory of interpersonal and group communication in business interaction; conflict theory; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis; organization planning methods. **IPK-3.2.**Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze the degree of stakeholder involvement; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; present business intelligence information in a variety of ways and formats for discussion with stakeholders; explain the need for business analysis work. **IPK-3.3.**Owns methods of analyzing the context, organizational structure, business processes in order to identify stakeholders; collecting and registering information about stakeholders; organizing the storage of information about stakeholders and keeping it up to date; analysis and classification of stakeholders; developing stakeholder engagement and collaboration strategies; developing stakeholder engagement plans; preparing stakeholders for cooperation (clarification, training); stakeholder engagement and stakeholder monitoring; management of risks caused by interaction with stakeholders.

2. The place of discipline in the structure of the educational program

The discipline "Consulting management" is one of the disciplines of the part formed by the participants of educational relations (B.1.2.) of the educational program of the bachelor's degree.

The discipline "Consulting Management" is interconnected logically and methodically with the following disciplines of the OP:

- Fundamentals of management;
- Personnel Management;
- Distributed community management

Annotation of the program of discipline B.1.2.22.1 "Project Management" for the Field of study 38.03.02 "Management" educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Project Management" include the integration of all previously acquired knowledge and skills into a single integrated management system, as well as the study and development of theoretical foundations and practical skills of project management by students.

The main tasks of mastering the discipline "Project Management" include:

- Gain an understanding of the fundamentals of development and project management in both internal and external environments.
- To form ideas on the fundamental and applied sections of the discipline and develop skills for their creative use in scientific, industrial and technical activities.
- Prepare for active communication in the scientific, industrial, social and public spheres of activity.
- Develop elementary skills in economic analysis and the ability to apply them to understand the socio-economic processes of evaluating economic, social and environmental policies.
- To teach how to competently carry out activities for planning the development of the project.

Training in the discipline "Project Management" is aimed at developing the following competencies among students:

Code and name of competencies	**Competence achievement indicators**
UK-2. Able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal regulations, available resources and restrictions	IUK-2.1. Formulates a set of tasks within the framework of the project goal, the solution of which ensures its achievement IUK-2.2. Identifies the links between the tasks set, the main components of the project and the expected results of its implementation IUK-2.3. Selects the best methods for planning, distributing areas of responsibility, solving problems, analyzing results, taking into account current legal regulations, available conditions, resources and restrictions, and opportunities for use

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".

The discipline "Project Management" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

- Project activity
- Introduction to project activities
- Fundamentals of Management
- Economic theory

Annotation of the program of discipline B.1.2.22.2 “Basics of technological entrepreneurship"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Basics of technological entrepreneurship" include the acquisition of a set of theoretical knowledge, skills and practical skills necessary to solve the main problems that arise in the implementation of innovative projects, including in high-tech areas, as well as training in interaction to solve specific problems with specialists from other fields of activity (from the field of financial management, specialists in the field of specific technological solutions, market analysts, etc.)

The main tasks of mastering the discipline "Basics of technological entrepreneurship" include:

- study of the theoretical foundations of the impact of the state on innovation;
- acquiring the skills to analyze innovation processes based on the generalization of world experience and taking into account Russian reality;
- development of skills for making and implementing innovative managerial decisions.

Training in the discipline "Basics of technological entrepreneurship" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-2. Able to determine the range of tasks within the set goal and choose the best ways to solve them, based on current legal regulations, available resources and restrictions	IUK-2.1. Formulates a set of tasks within the framework of the project goal, the solution of which ensures its achievement IUK-2.2. Identifies the links between the tasks set, the main components of the project and the expected results of its implementation IUK-2.3. Selects the best methods for planning, distributing areas of responsibility, solving problems, analyzing results, taking into account current legal regulations, available conditions, resources and restrictions, and opportunities for use

2. The place of discipline in the structure of the educational program

The discipline refers to the part formed by the participants in educational relations, block B1 "Disciplines (modules)".

The discipline "Basics of technological entrepreneurship" is interconnected logically and methodically with the following disciplines and practices of the OP:

- Introduction to project activities
- Project management
- Project activity
- Practice in obtaining primary professional skills and abilities

Annotation of the program of discipline B.1.2.22.3 "Project activity" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. The goals of mastering the discipline

The purpose of the discipline:

The purpose of mastering the discipline "Project activity" is to prepare students for professional activities and develop their skills and abilities for solving non-standard tasks and implementing projects in cooperation with other students.

Discipline tasks:

- development of students' skills in presenting and defending the results achieved;
- development of students' teamwork skills;
- increasing motivation for self-education;
- formation of project work skills;
- ensuring that students master the basic norms of professional activity;
- getting students experience in using the main professional tools in solving non-standard tasks within the framework of projects.

2. The place of the discipline in the structure of the BEP of the bachelor's degree

The discipline "Project activity" refers to a part of the disciplines formed by the participants in educational relations, Block 1 of the main educational program of the bachelor's degree.

The discipline "Project activity" is studied in the first, second, third, fourth years of study.

Annotation of the program of discipline B.1.DV.1 "Crisis management" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline.

The discipline "Crisis management" is aimed at students receiving higher education, aimed at obtaining the competence necessary to perform a new type of professional activity in the field of effective functioning of the organization's sales management system as a whole and for its structural divisions, acquiring the qualification "Manager".

Course Objectives:

- to form knowledge in the field of technologies for assessing the economic and social conditions for doing business, identifying new opportunities and creating new business models.
- the formation of skills for coordinating business activities in order to ensure the consistency of the implementation of the business plan by all participants.

Course objectives:

- to form students' ability to analyze the relationship between the functional strategies of companies in order to prepare balanced management decisions.
- to form the ability to analyze organizational and economic problems in order to stimulate production and increase sales of products, improve the quality and competitiveness of manufactured goods and services, economical and efficient use of material, financial and labor resources.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline (module), students develop the following competencies and the following learning outcomes should be achieved as a stage in the formation of the relevant competencies:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	IPK-5.1. Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. IPK-5.2. Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business

	intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. IPK-5.3. Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline "Crisis management" is one of the disciplines of the part formed by the participants in educational relations of the bachelor's degree program.

The discipline "Crisis management" is interconnected logically and meaningfully-methodologically with the following disciplines of the EP:

- "Business Process Risk Management"

Annotation of the program of discipline B.1.DV.1 "Business process risk management"
for the Field of study 38.03.02 "Management"
educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main objectives of mastering the discipline "Risk Management of Business Processes" include:

– formation of knowledge about modern principles, methods and means of modern management trajectories in relation to risk management of business processes, methods and means of their application in business;

- preparing students for activities in accordance with the qualification characteristics of a bachelor in the direction, including the formation of skills to identify the necessary improvements in the organization; ensuring the use of information technologies to improve the efficiency of professional activities.

The main tasks of mastering the discipline "risk management of business processes" include:

- mastering the methodology, analysis and selection of management technologies for application in the conditions of professional activity in the organization. mastering the methods and conditions for using management technologies, choosing evaluation criteria, quality indicators, determining the parameters to be checked, the procedure for determining and processing the received management information and protecting it.

Training in the discipline "risk management of business processes" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
PK-5. Capable of gathering information about business problems and identifying business opportunities in the organization	IPK-5.1. Knows the theory of interpersonal and group communication in business interaction; conflict theory; methods, techniques, processes and tools for managing stakeholder requirements; visual modeling languages; theory of risk management; systems theory; the subject area and the specifics of the organization's activities in an amount sufficient to solve the problems of business analysis. IPK-5.2. Can use stakeholder identification techniques; plan, organize and conduct meetings and discussions with stakeholders; use effective communication techniques; identify, register, analyze and classify risks and develop a set of measures to minimize them; collect, classify, systematize and ensure the storage and updating of business analysis information; formalize the results of business analysis in accordance with the chosen approaches; determine relationships and dependencies between elements of business analysis information; present business intelligence information in a variety of ways and formats for discussion with stakeholders; apply information technology to the extent necessary for the purposes of business analysis; analyze internal (external) factors and conditions, affecting the activities of the organization; analyze stakeholder requirements in terms of

	quality criteria, determined by the chosen approaches; formalize stakeholder requirements in accordance with the chosen approaches; classify the requirements of interested parties in accordance with the chosen approaches; model the requirements of interested parties in accordance with the chosen approaches; document the requirements of interested parties in accordance with the chosen approaches to requirements registration; determine stakeholder requirement attributes and their meanings in accordance with the chosen approaches; manage changes in stakeholder requirements in accordance with the chosen approach; analyze the quality of business analysis information in terms of selected criteria; to analyze the subject area; perform functional decomposition of works; to model the scope and boundaries of work; identify and classify business problems or business opportunities; present information about identified business problems or business opportunities in a variety of ways and formats for discussion with stakeholders. IPK-5.3. Has the skills to analyze the needs of stakeholders; context analysis; identifying and documenting true business problems or business opportunities; agreeing with stakeholders on identified business problems or business opportunities; formation of target indicators of decisions.

2. The place of discipline in the structure of the educational program

The discipline "Management of the professional trajectory" is one of the academic disciplines of the part formed by the participants in educational technologies of the bachelor's degree program.

The discipline "Management of a professional trajectory" is interconnected logically and methodically with the following disciplines and practices of the OP:

- "Quality management";
- "International Management";
- "Cross-cultural management";
- "Management of distributed communities";
- "Self-Management and Time Management".

Annotation of the program of discipline B.1.DV.2 "Modeling of organizational systems "
for the Field of study 38.03.02 "Management"
educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline.

Main target of the discipline "Modeling of organizational systems" - consideration of the theoretical foundations and patterns of building and functioning of systems, including economic, methodological principles of their analysis and synthesis, the application of the studied patterns to develop systemic approaches to decision-making.

The main tasks of mastering the discipline "Modeling of organizational systems" include:

- Organization with the basic concepts and definitions of systems, the structure and general properties of systems, the factors of influence of the external environment, the possibilities and main approaches to using system analysis at the organization level;
- the acquisition by students of theoretical knowledge on a systematic approach to the study of systems and practical skills in their modeling;
- the acquisition by students of practical knowledge of the basic methods used in system analysis.

The list of planned learning outcomes for the discipline (module), correlated with the planned results of mastering the professional training program.

As a result of mastering the discipline, students form the following competence and the following learning outcomes should be achieved as a stage in the formation of the relevant competence:

Code competencies	**Main** a result of mastering the educational program, the student must have	**Scroll** planned learning outcomes in the discipline
UK-1	Able to search, critically analyze and synthesize information, apply a systematic approach to solve tasks	**IUK-1.1.**Analyzes the task, highlighting its basic components. **IUK-1.2.**Carries out a search, critically evaluates, generalizes, systematizes and ranks the information required to solve the problem. **IUK-1.3.**Considers and offers rational options for solving the task, using a systematic approach, critically assesses their advantages and disadvantages.

OPK - 2	Able to collect, process and analyze the data necessary to solve the assigned management tasks, using modern tools and intelligent information and analytical systems	**IOPK-2.1.**Knows the methods of collecting, processing and analyzing data necessary to solve the set management tasks, using modern tools and intelligent information and analytical systems. **IOPK-2.2.**Able to collect, process and statistically analyze the data necessary to solve the set management tasks, using modern tools and intelligent information and analytical systems. **IOPK-2.3.**He has the skills to collect, process and analyze the data necessary to solve the assigned management tasks, using modern tools and intelligent information and analytical systems.

2. The place of discipline in the structure of the educational program

The discipline "Modeling of organizational systems" refers to the section of elective disciplines No. 2 of the part (B1.DV.2) of the educational program of the bachelor's degree. The discipline "Modeling of organizational systems" is interconnected logically and methodically with the following disciplines and practices of the OP:

- Management of organizational changes;
- Management of subject-object relations in business processes;
- Reengineering of business processes;
- System management of business processes.

Annotation of the program of discipline B.1.DV.2 "System Analysis in Management"
for the Field of study 38.03.02 "Management"
educational program: "Business Process Management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of mastering the discipline "System Analysis in Management" is to consider the theoretical foundations and patterns of building and functioning of systems, including economic, methodological principles of their analysis and synthesis, the application of the studied patterns to develop systemic approaches to decision making.

The main tasks of mastering the discipline "System Analysis in Management" include:

- familiarization with the basic concepts and definitions of systems, the structure and general properties of systems, the factors of influence of the external environment, the possibilities and main approaches to using system analysis at the organization level;
- the acquisition by students of theoretical knowledge on a systematic approach to the study of systems and practical skills in their modeling;
- the acquisition by students of practical knowledge on the basic methods used in system analysis.

Training in the discipline "System Analysis in Management" is aimed at developing the following competencies in students:

Code and name of competencies	**Competence achievement indicators**
UK-1. Able to search, critically analyze and synthesize information, apply a systematic approach to solve tasks	IUK-1.1. Analyzes the task, highlighting its basicconstituents IUK-1.2.Carries out a search, critically evaluates, summarizes, systematizes and ranks the information required to solve the problem IUK-1.3. Considers and offers rational options for solving the task, using a systematic approach, critically assesses their advantages and disadvantages

The place of discipline in the structure of the educational program

The discipline belongs to the elective part of block B1 "Disciplines (modules)".

The discipline "System Analysis in Management" is interconnected logically and content-methodically with the following disciplines and practices of the OP:

- Project activity
- Fundamentals of management
- Business process management
- Economic theory

Annotation of the program of discipline IV.1 "Marching drill" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goals of mastering the discipline "Marching drill" include the following:

The objectives of mastering the discipline "Marching drill":

- obtaining the knowledge, skills and abilities necessary for the formation of students of educational institutions of higher education (hereinafter referred to as the university) as citizens capable and ready to perform military duty and duty to protect their homeland in accordance with the legislation of the Russian Federation.

The main tasks of mastering the discipline "Marching drill" should include:

- the formation of basic knowledge about drill;
- mastering the skills of performing combat techniques with and without weapons.

Training in the discipline "Marching drill" is aimed at developing the following competencies in students:

Code and name of competencies	Competence achievement indicators
UK-8. Able to create and maintain safe living conditions in everyday life and in professional activities to preserve the natural environment, ensure the sustainable development of society, including in the event of a threat and the occurrence of emergencies and military conflicts	IUK-8.1. Analyzes and identifies the factors of harmful influence on the life of the elements of the environment (technical means, technological processes, materials, buildings and structures, natural and social phenomena), as well as dangerous and harmful factors within the framework of the activities carried out IUK-8.2. Understands the importance of maintaining safe working and living conditions, preserving the natural environment to ensure the sustainable development of society, including when there is a threat of dangerous or emergency situations and military conflicts IUK-8.3. Explains the rules of conduct in the event of emergencies of natural and man-made origin and military conflicts, describes ways to participate in recovery activities

2. The place of discipline in the structure of the educational program

The discipline "Marching dril " is one of the academic disciplines of the obligatory part of the Block "Elective Disciplines" and is included in the educational program for the training of bachelors in all areas of training for all forms of education.

Annotation of the program of discipline IV.2 "State programs and projects" for the Field of study 38.03.02 "Management" educational program: "Business process management"

1. Goals, objectives and planned learning outcomes in the discipline

The main goal of the discipline "State programs and projects (online)" is to combine all previously acquired knowledge and skills into a single integrated management system, as well as to study and master the theoretical foundations and practical skills of project management by students. The project approach to management is modern and highly effective, used by many companies and organizations. Project management skills are necessary for managers in all sectors of economic and economic activity, they allow you to quickly and effectively respond to environmental changes, follow the development trends of the market situation.

2. The place of discipline in the structure of the educational program

The discipline "State programs and projects (online)" is one of the elective disciplines of the bachelor's degree program.

The discipline "State programs and projects (online)" is interconnected logically and content-methodologically with the following disciplines and practices of the OP:

- Management in industries and fields of activity;
- Fundamentals of technological entrepreneurship;
- International Management;
- Small business management.