

Management and production engineering – 7 semester

Lp.	Subject	Description	Semester	ECTS credits	Number of hours for the form of education						Form of passing	
					Lecture	Exercise	Practical classes	ZK	PS	PZ	Exam	Credit
1.	Economic Law	This course covers the basics of economic law, including commercial contracts and market regulations. Students will learn the legal aspects of conducting business.	7	3	15	30	-				x	x
2.	Civil Law Agreements	Students will learn the principles of creating and interpreting civil law agreements. They will learn how to secure the interests of parties in contracts.	7	3	15	30	-				x	x
3.	Project Management	This course focuses on project management methods and tools. Students will learn to plan, execute, and monitor projects.	7	3	15	30	-				-	x
4.	Change Management	Students will learn strategies for managing changes in organizations. They will learn to implement and sustain changes in a business environment.	7	3	15	30	-				-	x
5.	Negotiations and Negotiation Techniques	This course covers theories and practices of negotiation. Students will learn negotiation techniques and conflict management strategies.	7	2	15	15	-				-	x

6.	Sales Techniques and Customer Service	Students will learn sales techniques and customer service methods that enhance sales efficiency. They will learn to build relationships with customers and effective sales methods.	7	2	15	15	-				-	x
7.	Business Plan	This course focuses on creating and analyzing business plans. Students will learn to develop comprehensive business activity plans.	7	3	15	-	30				-	x
8.	Basics of Organizing Business Activity	Students will learn sales techniques and customer service methods that enhance sales efficiency. They will learn to build relationships with customers and effective sales methods.	7	2	15	-	30				-	x
9.	Scada and GeoScada Systems	This course discusses systems for monitoring and controlling industrial processes. Students will learn to operate and implement Scada and GeoScada systems.	7	3	15	-	30				-	x
10.	Production Management Systems	Students will learn advanced production management systems. They will learn to optimize production processes using modern IT tools.	7	3	15	-	30				-	x
11.	Diploma Seminar	Students prepare for writing their diploma thesis by participating in seminars where they discuss their projects and receive substantive support.	7	2	-	-	30				-	-
12.	Preparation of the Diploma Thesis	Independent work involving gathering information and writing an engineering project.	7	6	-	-	-				-	-

13.	Professional Practice IV	Students gain practical professional experience in selected companies, applying theoretical knowledge in practice.	7	8	-	-	240				-	-
	Total:			43 ECTS								