

Appendix No. 2 to Resolution No. 417 of the UZ Senate of May 29th, 2019

Table 1. Directional learning outcomes that will be achieved by a graduate of second-cycle studies in Management with a general academic profile (in relation to the PQF, characteristics of the second stage of the Polish Qualifications Framework - level 7)

<i>Directional effect code</i>	<i>Learning outcomes</i> <i>after completing second-cycle studies in the field of Management - general academic profile</i>	<i>Reference to general effects</i>
KNOWLEDGE		
<i>Graduate:</i>		
K_W01	has an extended knowledge of the nature of management and quality sciences, their place in the system of sciences and relations to other sciences	P7S_WG-O1.2A
K_W02	knows the general principles of creating and developing forms of individual entrepreneurship, uses knowledge of scientific disciplines relevant to management	P7S_WK-O2.3 P7S_WG-O1.2A P7S_WG-O1.1
K_W03	identifies and explains, in the light of contemporary theoretical approaches, the economic and managerial effects of cultural differences on the scale of organizations and regions	P7S_WG-O1.1 P7S_WK-O2.1
K_W04	knows modern concepts and tools of cooperation and competition between economic systems and enterprises	P7S_WG-O1.1
K_W05	knows in depth the methods and techniques of data acquisition and modeling of processes taking place in the enterprise, as well as identifying the regularities that govern them	P7S_WG-O1.1
K_W06	knows the rules that should be included in negotiations. Characterizes various styles of negotiation	P7S_WG-O1.1
K_W07	knows selected problems of modern economy and business in the light of the achievements and views of authorities in economics and management	P7S_WG-O1.1
K_W08	identifies and names internal and external factors that determine human behavior in the organization. Explains the relationship between personality conditions and the functioning of the individual in the work environment	P7S_WG-O1.1
K_W09	knows the essence and dynamics of contemporary economic and political systems and their interdependencies, integrating knowledge of economics and management in the field of social sciences	P7S_WG-O1.1 P7S_WG-O1.2A

K_W10	knows the importance of corporate social responsibility and shows its manifestations in practice	P7S_WK-O2.2
K_W11	knows the general principles of creating and developing forms of individual entrepreneurship, using knowledge in the field of science and scientific disciplines relevant to the studied field of study	P7S_WK-O2.3 P7S_WG-O1.2A
K_W12	knows the legal aspects of the organization's functioning on the domestic and international market	P7S_WK-O2.2
K_W13	has in-depth knowledge of a specific specialization	P7S_WG-O1.1
SKILLS		
Graduate:		
K_U01	has in-depth skills of observing, searching and processing information on social and economic phenomena in the area of phenomena and processes taking place on the market, using various sources and interpreting them from the point of view of management problems	P7S_UW-O3.1
K_U02	is able to use and integrate theoretical knowledge in the field of management and related disciplines in order to analyze complex organizational problems	P7S_UW-O3.1
K_U03	applies at work or study knowledge from a specific area of management and quality sciences and related disciplines (in connection with the specialization)	P7S_UW-O3.1
K_U04	is able to clearly, coherently and accurately express himself in speech and in writing, has the ability to construct extensive oral and written justifications on topics related to various management issues using various theoretical approaches, using both the achievements of management and other scientific disciplines	P7S_UK-O4.1 P7S_UK-O4.2 P7S_UW-O3.3A
K_U05	has in-depth skills to present his own ideas, doubts and suggestions, uses argumentation in the context of selected theoretical perspectives, views of various authors, guided by ethical principles	P7S_UK-O4.1
K_U06	skilfully uses selected theoretical approaches to analyze the undertaken practical activities	P7S_UW-O3.1
K_U07	generates original solutions to complex management problems and forecasts the course of their solution as well as predicts the effects of planned activities in specific practical areas	P7S_UW-O3.1
K_U08	independently undertakes business and consulting activities in the field of creating new entities	P7S_UO-O5.1 P7S_UO-O5.2 P7S_UU-O6

K_U09	participates in strategic decision-making processes and proposes decision-making procedures with the use of advanced methods, concepts and tools supporting decision-making processes	P7S_UO-O5.1 P7S_UO-O5.2
K_U10	uses the provisions of national and European law in the field of economic activity to justify specific actions and decisions	P7S_UW-O3.1
K_U11	designs changes in the organization and manages changes	P7S_UO-O5.1 P7S_UO-O5.2
K_U12	selects and manages human, material, financial and information resources in order to effectively and efficiently perform managerial tasks	P7S_UW-O3.1 P7S_UO-O5.1 P7S_UO-O5.2
K_U13	interprets selected problems of modern economy and business in the light of the achievements and views of the authorities in economics and management	P7S_UW-O3.1
K_U14	uses specialist knowledge to organize activities related to the selected specialty	P7S_UW-O3.1
K_U15	has language skills compliant with the requirements specified for the B2 + level of the European System for the Description of Languages	P7S_UK-O4.3
SOCIAL COMPETENCE		
Graduate:		
K_K01	is aware of the level of their knowledge and skills, understands the need for continuous personal and professional development	P7S_KK-O7.1 P7S_KR-O9
K_K02	is ready to take up professional and personal challenges; is active, takes trouble and is persistent in undertaking individual and team professional actions in the field of management; engages in cooperation; knows how to set and adopt common goals of action; can assume the role of a leader in a team	P7S_KO-O8.1 P7S_KO-O8.2 P7S_KO-O8.3
K_K03	identifies with the values, goals and tasks implemented in managerial practice, is prudent, mature and committed to designing, planning and implementing activities	P7S_KR-O9
K_K04	is convinced of the necessity and importance of behaving in a professional manner and observing the principles of professional ethics; perceives and formulates moral problems and ethical dilemmas related to his own and someone else's work	P7S_KR-O9
K_K05	is responsible for his own preparation for work, decisions taken and actions taken and their effects, feels responsible towards people for whom good tries to act, expresses such an attitude in the environment of specialists and indirectly models this approach among others	P7S_KK-O7.1 P7S_KR-O9

K_K06	is ready to communicate and cooperate with the environment, including people who are not specialists in a given field, and to actively participate in groups and organizations	P7S_KK-O7.2
K_K07	is prepared to debate, persuade and negotiate for the sake of achieving common goals	P7S_KK-O7.1
K_K08	is ready to independently acquire and improve knowledge and professional skills in the conditions of integration processes in Europe and globalization in the world	P7S_KK-O7.2
K_K09	is prepared to independently design and conduct scientific research with the use of various and hard-to-reach sources of information	P7S_KK-O7.1 P7S_KK-O7.2
K_K10	observes and promotes ethical attitudes at work	P7S_KR-O9
K_K11	is prepared to make independent decisions in crisis situations	P7S_KO-O8.1 P7S_KO-O8.2 P7S_KO-O8.3