COURSE LIST FOR THE INCOMING ERASMUS+ STUDENTS AT HIGHER INSTITUTE OF INSURANCE AND FINANCE

BA Programme Finance

Department of Finance

Course title	Language of Instruction	Semester/Year of Study		Number o	f hours	Examination Form	ECTS
	instruction		Lecture	Seminars	Extracurricular studies		
Economics - part one	Bulgarian	First Semester/First year of studies	60	30	110	examination	8
Mathematics for economists	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Principles of Management	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Academic writing and use of information sources	Bulgarian	First Semester/First year of studies	30	30	90	examination	6
Sports	Bulgarian	First Semester/First year of studies	0	30	0	-	0
Economics - part two	Bulgarian	Second Semester/First year of studies	30	30	140	examination	8
Information Skills in Business	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7
Principles of Business Psychology	Bulgarian	Second Semester/First year of studies	30	30	140	examination	8
Sustainable Development	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7
Sports	Bulgarian	Second Semester/First year of studies	0	30	0	continuous assessment	0
Human Resources Management	Bulgarian	Third Semester/Second year of studies	30	30	115	examination	7

Information Risk	Bulgarian	Third	30	30	115	examination	7
Management		Semester/Second					
		year of studies					
Principles of	Bulgarian	Third	30	30	140	examination	8
Marketing		Semester/Second					
		year of studies					
Principles of	Bulgarian	Third	45	45	110	examination	8
Accounting		Semester/Second					
		year of studies					
Sports	Bulgarian	Third	0	30	0	examination	0
		Semester/Second					
		year of studies					
Principles of	Bulgarian	Fourth	30	30	140	examination	8
Finance	8	Semester/Second					
		year of studies					
Circle	Bulgarian	Fourth	30	30	115	examination	7
economics	Duigarian	Semester/Second	50	50	115	examination	'
conomics		year of studies					
Innovation and	Dulgerian	Fourth	30	20	140	avamination	8
	Bulgarian		30	30	140	examination	ð
Entrepreneurship		Semester/Second					
<u> </u>		year of studies	2.2			· · · ·	-
Organizational	Bulgarian	Fourth	30	30	115	examination	7
behavior		Semester/Second					
		year of studies					
Mathematical	Bulgarian	Fourth	30	30	115	examination	7
optimization		Semester/Second					
methods		year of studies					
		-					
Sports	Bulgarian	Fourth	0	30	0	continuous	0
1	e	Semester/Second				assessment	
		year of studies					
Business	Bulgarian	Fifth	30	30	115	examination	7
Statistics	Durgurun	Semester/Third	20	20	110	•	
Statistics		year of Studies					
Financial	Bulgarian	Fifth	30	30	140	examination	8
Accounting	Duigarian	Semester/Third	50	30	140	examination	0
Accounting							
D 11' C	D 1 .	year of Studies	20	20	1.40	·	0
Public finance	Bulgarian	Fifth	30	30	140	examination	8
and tax		Semester/Third					
management		year of Studies					
						· · ·	+
Financial and	Bulgarian	Fifth	30	30	115	examination	7
	1	Semester/Third					
Tax Law		year of Studies					
Tax Law	Bulgarian	Fifth	30	30	115	examination	7
Tax Law	Bulgarian	÷	30	30	115	examination	7
Tax Law	Bulgarian	Fifth Semester/Third	30	30	115	examination	7
Tax Law Private finances		Fifth Semester/Third year of Studies					
Tax Law Private finances	Bulgarian Bulgarian	Fifth Semester/Third year of Studies Fifth	30 0	30 30	0	continuous	7 0
Tax Law Private finances		Fifth Semester/Third year of Studies Fifth Semester/Third					
Tax Law Private finances	Bulgarian	Fifth Semester/Third year of Studies Fifth Semester/Third year of Studies	0	30	0	continuous assessment	0
Tax Law Private finances Sports		Fifth Semester/Third year of Studies Fifth Semester/Third year of Studies Sixth				continuous	
Tax Law Private finances	Bulgarian	Fifth Semester/Third year of Studies Fifth Semester/Third year of Studies	0	30	0	continuous assessment	0

Financial	Bulgarian	Sixth	30	30	115	examination	7
Management		Semester/Third year of Studies					
Social insurance systems	Bulgarian	Sixth Semester/Third year of Studies	30	30	140	examination	8
Business process management	Bulgarian	Sixth Semester/Third year of Studies	30	30	140	examination	8
Research methods in business and psychology	Bulgarian	Sixth Semester/Third year of Studies	30	30	115	examination	7
Project management	Bulgarian	Sixth Semester/Third year of Studies	30	30	115	examination	7
Philosophy of finances	Bulgarian	Sixth Semester/Third year of Studies	30	30	115	examination	7
Sports	Bulgarian	Sixth Semester/Third year of Studies	0	30	0	continuous assessment	0
Management Accounting	Bulgarian	Seventh Semester/Fourth year	30	30	140	examination	8
Investments, financial instruments and markets	Bulgarian	Seventh Semester/Fourth year	30	30	140	examination	8
Banking	Bulgarian	Seventh Semester/Fourth year	30	30	115	examination	7
Commercial Law	Bulgarian	Seventh Semester/Fourth year	30	30	115	examination	7
European funding programs and project management	Bulgarian	Seventh Semester/Fourth year	30	30	115	examination	7
Sports	Bulgarian	Seventh Semester/Fourth year	0	30	0	continuous assessment	0
International Finance	Bulgarian	Eighth Semester/Fourth year	30	30	140	examination	8
Auditing	Bulgarian	Eighth Semester/Fourth year	30	30	140	examination	8
Leadership and Management	Bulgarian	Eighth Semester/Fourth year	30	30	115	examination	8

Economy State	Bulgarian	Eighth	30	30	115	examination	7
Regulation		Semester/Fourth					
		year					
Insurance	Bulgarian	Eighth	30	30	115	examination	7
		Semester/Fourth					
		year					
Sports	Bulgarian	Eighth	0	30	0	continuous	0
		Semester/Fourth				assessment	
		year					
Pre-graduate	Bulgarian	Eighth	0	0	125	acknowledged	5
Practice - one		Semester/Fourth					
month		year					

BA Programme International Business and Finances

Department of Finance

Course title	Language of Instruction	Semester/Year of Study		Number o	f hours	Examination Form	ECTS
	instruction		Lecture	Seminars	Extracurricular studies		
Economics - part one	Bulgarian	First Semester/First year of studies	60	30	110	examination	8
Mathematics for economists	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Principles of Management	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Academic writing and use of information sources	Bulgarian	First Semester/First year of studies	30	30	90	examination	8
Sports	Bulgarian	First Semester/First year of studies	0	30	0	continuous assessment	0
Economics - part two	Bulgarian	Second semester/First year of studies	30	30	140	examination	8
Information Skills in Business	Bulgarian	Second semester/First year of studies	30	30	115	examination	8

Dringinlag of	Dulgarian	Second	30	30	140		8
Principles of	Bulgarian		30	30	140	• • •	8
Business		semester/First				examination	
Psychology		year of studies					
Sustainable	Bulgarian	Second	30	30	115	examination	8
Development	Duiguituit	semester/First	20	20	110	•	Ũ
Development		year of studies					
Sports	Bulgarian	Second	0	30	0	continuous	6
Sports	Dulgarian	semester/First	0	50	0	assessment	0
						assessment	
11	D 1 .	year of studies	20	20	117	• ,•	7
Human	Bulgarian	Third	30	30	115	examination	7
Resources		Semester/Second					
Management		year of studies					
Information Risk	Bulgarian	Third	30	30	115	examination	7
Management	Duiguilui	Semester/Second	50	50	115	examination	,
Wallagement		year of studies					
Deinsinteref	D 1	Third	20	20	1.40		0
Principles of	Bulgarian		30	30	140	examination	8
Marketing		Semester/Second					
		year of studies					
Principles of	Bulgarian	Third	45	45	110	examination	8
Accounting		Semester/Second					
		year of studies					
Sports	Bulgarian	Third	0	30	0	examination	0
		Semester/Second					
		year of studies					
Principles of	Bulgarian	Fourth	30	30	140	examination	8
Finance		Semester/Second					-
		year of studies					
Circular	Bulgarian	Fourth	30	30	115	examination	7
economy	Durgarian	Semester/Second	50	50	115	examination	,
ceonomy		year of studies					
Innovation and	Bulgarian	Fourth	30	30	140	examination	8
	Bulgarian		30	50	140	examination	0
Entrepreneurship		Semester/Second					
<u> </u>		year of studies	• •				_
Organizational	Bulgarian	Fourth	30	30	115	examination	7
behavior		Semester/Second					
		year of studies					
Mathematical	Bulgarian	Fourth	30	30	115	examination	7
optimization		Semester/Second					
methods		year of studies					
Car e ate	Deleasies	Fourth	0	20	0		0
Sports	Bulgarian		0	30	0	examination	0
		Semester/Second					
D :		year of studies	20	20		<u> </u>	-
Business	Bulgarian	Fifth	30	30	115	examination	7
Statistics		Semester/Third					
		year of studies					
Financial	Bulgarian	Fifth	30	30	140	examination	8
Accounting	_	Semester/Third					
-		year of studies					
Public finance	Bulgarian	Fifth	30	30	140	examination	8
	0	Semester/Third	- •				-
and tax							
and tax management		year of studies					

Labor and Social	Bulgarian	Fifth	30	30	115	examination	7
Insurance Law		Semester/Third					
Financial and	Dularian	year of studies	30	30	115		7
Tax Law	Bulgarian	Fifth Semester/Third	30	30	115	examination	/
I dx Law		year of studies					
Personal Finance	Bulgarian	Fifth	30	30	115	examination	0
r ersonar r manee	Durgarian	Semester/Third	50	50	115	examination	U
		year of studies					
Sports	Bulgarian	Fifth	0	30	0	continuous	0
	6	Semester/Third	-			assessment	-
		year of studies					
Sales	Bulgarian	Sixth	30	30	115	examination	7
Management	U	Semester/Third					
-		year of studies					
Financial	Bulgarian	Sixth	30	30	140	examination	8
Management	_	Semester/Third					
		year of studies					
Social insurance	Dulacrian	Sixth	20	20	140	avamination	0
	Bulgarian	S1xth Semester/Third	30	30	140	examination	8
systems							
Dusinass progass	Bulgarian	year of studies Sixth	30	30	115	examination	7
Business process management	Dulgarian	Sixui Semester/Third	50	50	115	examination	/
management		year of studies					
Research	Bulgarian	Sixth	30	30	115	examination	7
methods in	Durgarian	Semester/Third	50	50	115	examination	/
business and		year of studies					
psychology		year of studies					
popenoiogy							
Project	Bulgarian	Sixth	30	30	115	examination	7
management	2	Semester/Third					
e		year of studies					
Philosophy of	Bulgarian	Sixth	30	30	115	examination	7
finance	-	Semester/Third					
		year of studies					
Sports	Bulgarian	Sixth	0	30	0	continuous	0
		Semester/Third				assessment	
		year of studies					
Financing of	Bulgarian	Seventh	30	30	140	examination	8
international		Semester/Fourth					
trade		year of studies					
•			a ^		4.10	<u> </u>	
Investments,	Bulgarian	Seventh	30	30	140	examination	8
financial		Semester/Fourth					
instruments and		year of studies					
markets							
Banking	Bulgarian	Seventh	30	30	115	examination	7
Danking	Durgarian	Semester/Fourth	50	50	115	crammation	/
		year of studies					
Commercial Law	Bulgarian	Seventh	30	30	115	examination	7
	Durgarian	Sewester/Fourth	50	50	115	examination	· ·
		year of studies					
	I	year of studies					

International commodity markets	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
Sports	Bulgarian	Seventh Semester/Fourth year of studies	0	30	0	examination	0
International Finance	Bulgarian	Eight Semester/Fourth year of studies	30	30	140	examination	8
Tax and insurance control	Bulgarian	Eight Semester/Fourth year of studies	30	30	115	examination	7
International real estate markets	Bulgarian	Eight Semester/Fourth year of studies	30	30	140	examination	8
International Trade Law	Bulgarian	Eight Semester/Fourth year of studies	30	30	115	examination	7
International Tax Law	Bulgarian	Eight Semester/Fourth year of studies	30	30	140	examination	7
Sports	Bulgarian	Eight Semester/Fourth year of studies	0	30	0	examination	0
Pre-graduate Practice – one month	Bulgarian	Eight Semester/Fourth year of studies	0	0	125	acknowledged	5

BA Programme Financial Management and Marketing

Department of Finance

Course title	Language of Instruction	Semester/Year of Study	Number of hours			Examination Form	ECTS
			Lecture	Seminars	Extracurricular studies		
Principles of Management I	Bulgarian	First Semester/First year of studies	45	45	110	examination	8
Computing Skills for Business	Bulgarian	First Semester/First year of studies	30	30	115	examination	7
Quantitative Methods for Business	Bulgarian	First Semester/First year of studies	45	45	110	examination	8

Academic and Transferable	Bulgarian	First Semester/First	30	30	115	examination	7
Skills		year of studies					
Sports	Bulgarian	First Semester/First year of studies	30	0	30	continuous assessment	
Principles of Management II	Bulgarian	Second Semester/First year of studies	30	30	140	examination	8
Information Management and Technology	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7
European Union	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7
Business Economics	Bulgarian	Second Semester/First year of studies	45	45	110	examination	8
Sports	Bulgarian	Second Semester/First year of studies	0	30	0	continuous assessment	-
Principles of Marketing I	Bulgarian	Third Semester/Second year of studies	45	45	110	examination	8
Accounting Fundamentals I	Bulgarian	Third Semester/Second year of studies	45	45	110	examination	8
Business Communication /	Bulgarian	Third Semester/Second year of studies	30	30	115	examination	7
Introduction to Psychology /	Bulgarian	Third Semester/Second year of studies	45	45	85	examination	7
Sports	Bulgarian	Third Semester/Second year of studies	0	30	0	-	-
Principles of Marketing II	Bulgarian	Fourth Semester/Second year of studies	30	30	115	examination	8
Accounting Fundamentals II /	Bulgarian	Fourth Semester/Second year of studies	45	45	110	examination	8
Business Statistics /	Bulgarian	Fourth Semester/Second year of studies	45	45	110	examination	7
Understanding Globalization	Bulgarian	Fourth Semester/Second year of studies	45	45	85	examination	7
Sports	Bulgarian	Fourth Semester/Second year of studies	0	30	0	-	-

Organizational	Bulgarian	Fifth	30	30	115	examination	7
Behavior	U	Semester/Third					
		year of studies					
Marketing	Bulgarian	Fifth	30	30	140	examination	8
Management	U	Semester/Third					
C		year of studies					
Decision Making	Bulgarian	Fifth	30	30	115	examination	7
with Information	C	Semester/Third					
Technology		year of studies					
International	Bulgarian	Fifth	30	30	140	examination	8
politics	U	Semester/Third					
Sustainable		year of studies					
development		J					
Operations	Bulgarian	Sixth	30	30	140	examination	8
Management	8.	Semester/Third					_
8		year of studies					
Consumer	Bulgarian	Sixth	30	30	115	examination	7
Behaviour	8	Semester/Third					
		year of studies					
Financial	Bulgarian	Sixth	30	30	140	examination	8
Management	Duiguilui	Semester/Third	50	50	110	examination	0
intunugement		year of studies					
Corporate social	Bulgarian	Sixth	30	30	115	examination	7
responsibility	Duiguilui	Semester/Third	50	50	110	chammation	,
and ethics,		year of studies					
Business		year or studies					
Strategies							
Strategies							
Financial	Bulgarian		30	30	115	examination	7
Statement	C	Seventh					
Analysis		Semester/Fourth					
		year of studies					
International	Bulgarian	Seventh	30	30	140	examination	8
Marketing	C	Semester/Fourth					
C		year of studies					
Financing of	Bulgarian	Seventh	30	30	115	examination	7
external trades	U	Semester/Fourth					
		year of studies					
International	Bulgarian	Seventh	30	30	140	examination	8
Financial	U	Semester/Fourth					
Organizations		year of studies					
/ Financing of		J					
entrepreneurial							
projects							
Public Finance	Bulgarian	Eight	45	45	110	examination	8
		Semester/Fourth					-
		year of Studies					1
Financial	Bulgarian	Eight	30	30	115	examination	8
Instruments and	2 angunum	Semester/Fourth	20	20	110		Ĭ
Markets		year of Studies					
Information	Bulgarian	Eight	30	30	115	examination	7
management	Durgarian	Semester/Fourth	50	50	115	Crammation	'
Information		year of Studies					
security		year of Studies					
security	1						

Financial risk at the financial institutions activities	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	7
Pre-graduate Practice – one month	Bulgarian	Eight Semester/Fourth year of Studies	0	0	150	examination	5

BA Programme Marketing, Sales and Business in Internet

Department of Finance

Course title	Language of Instruction	Semester/Year of Study	Number of hours			Examination Form	ECTS
	instruction		Lecture	Seminars	Extracurricular studies	-	
Economics - part one	Bulgarian	First Semester/First year of studies	60	30	110	examination	8
Mathematics for economists	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Principles of Management	Bulgarian	First Semester/First year of studies	30	30	140	examination	8
Academic writing and use of information sources	Bulgarian	First Semester/First year of studies	30	30	90	examination	6
Sports	Bulgarian	First Semester/First year of studies	0	30	0	examination	0
Economics - part two	Bulgarian	Second Semester/First year of studies	30	30	140	examination	8
Information Skills in Business	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7
Principles of Business Psychology	Bulgarian	Second Semester/First year of studies	30	30	140	examination	8
Sustainable Development	Bulgarian	Second Semester/First year of studies	30	30	115	examination	7

Sports	Bulgarian	Second Semester/First year of studies	0	30	0	continuous assessment	0
Human Resources Management	Bulgarian	Third Semester/Second year of studies	30	30	115	examination	7
Information Risk Management	Bulgarian	Third Semester/Second year of studies	30	30	115	examination	7
Principles of Marketing	Bulgarian	Third Semester/Second year of studies	30	30	140	examination	8
Principles of Accounting	Bulgarian	Third Semester/Second year of studies	45	45	110	examination	8
Sports	Bulgarian	Third Semester/Second year of studies	0	30	0	continuous assessment	0
Principles of Finance	Bulgarian	Fourth Semester/Second year of studies	30	30	140	examination	8
Circular economy	Bulgarian	Fourth Semester/Second year of studies	30	30	115	examination	7
Innovation and Entrepreneurship	Bulgarian	Fourth Semester/Second year of studies	30	30	140	examination	8
Organizational behavior	Bulgarian	Fourth Semester/Second year of studies	30	30	115	examination	7
Mathematical optimization methods	Bulgarian	Fourth Semester/Second year of studies	30	30	115	examination	7
Sports	Bulgarian	Fourth Semester/Second year of studies	0	30	0	continuous assessment	0
Business Statistics	Bulgarian	Fifth Semester/Third year of studies	30	30	115	examination	7
Financial Accounting	Bulgarian	Fifth Semester/Third year of studies	30	30	140	examination	8
Public finance and tax management	Bulgarian	Fifth Semester/Third year of studies	30	30	140	examination	8
Labor and Social Insurance Law	Bulgarian	Fifth Semester/Third year of studies	30	30	115	examination	7
Financial and Tax Law	Bulgarian	Fifth Semester/Third year of studies	30	30	115	examination	7

Personal Finance	Bulgarian	Fifth Semester/Third	30	30	115	examination	7
		year of studies					
Sports	Bulgarian	Fifth Semester/Third year of studies	30	0	30	examination	0
Sales Management	Bulgarian	Sixth Semester/Third year of studies	30	30	115	examination	7
Financial Management	Bulgarian	Sixth Semester/Third year of studies	30	30	140	examination	8
Social insurance systems	Bulgarian	Sixth Semester/Third year of studies	30	30	140	examination	8
Business process management	Bulgarian	Sixth Semester/Third year of studies	30	30	115	examination	7
Research methods in business and psychology	Bulgarian	Sixth Semester /Third year of studies	30	30	115	examination	7
Project management	Bulgarian	Sixth Semester/Third year of studies	30	30	115	examination	7
Philosophy of finance	Bulgarian	Sixth Semester/Third year of studies	30	30	115	examination	7
Sports	Bulgarian	Sixth Semester/Third year of studies	0	30	0	continuous assessment	0
Strategic marketing	Bulgarian	Seventh Semester/Fourth year of studies	30	30	140	examination	8
Investments, financial instruments and markets	Bulgarian	Seventh Semester/Fourth year of studies	30	30	140	examination	8
Business in Internet	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
Marketing researches	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
Commercial Law	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
Sports	Bulgarian	Seventh Semester/Fourth year of studies	0	30	0	examination	0
Psychology of advertising	Bulgarian	Eight Semester/Fourth year of Studies	30	30	140	examination	8

Consumer psychology	Bulgarian	Eight Semester/Fourth year of Studies	30	30	140	examination	8
Brand management	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	7
Business protocol and negotiations	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	7
International insurance relations	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	0
Sports	Bulgarian	Eight Semester/Fourth year of Studies	0	30	0	continuous assessment	5
Pre-graduate Practice – one month	Bulgarian	Eight Semester/Fourth year of Studies	0	0	125	acknowledged	5