

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

BA Programme Finance

Department of Finance

Head of Finance Department: Prof. Ogn. Stoichkova, PhD

Course title	Language of Instruction	Semester/Year of Study	Number of hours			Examination Form	ECTS
			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 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	examination	0
Principles of Finance	Bulgarian	Fourth Semester/Second year of studies	30	30	140	examination	8
Circle economics	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
Financial and Tax Law	Bulgarian	Fifth Semester/Third year of Studies	30	30	115	examination	7
Private finances	Bulgarian	Fifth Semester/Third year of Studies	30	30	115	examination	7
Sports	Bulgarian	Fifth Semester/Third year of Studies	0	30	0	continuous assessment	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	115	examination	7
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 Regulation	Bulgarian	Eighth Semester/Fourth year	30	30	115	examination	7
Insurance	Bulgarian	Eighth Semester/Fourth year	30	30	115	examination	7
Sports	Bulgarian	Eighth Semester/Fourth year	0	30	0	continuous assessment	0
Pre-graduate Practice – one month	Bulgarian	Eighth Semester/Fourth year	0	0	125	acknowledged	5

BA Programme International Business and Finances

Department of Finance

Head of Finance Department: Prof. Ogn. Stoichkova, PhD

Course title	Language of Instruction	Semester/Year of Study	Number of hours			Examination Form	ECTS
			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

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	8
Sports	Bulgarian	Second semester/First year of studies	0	30	0	continuous assessment	6
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	examination	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	examination	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 year of studies	30	30	115	examination	0
Sports	Bulgarian	Fifth Semester/Third year of studies	0	30	0	continuous assessment	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
Financing of international trade	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
Banking	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

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

Head of Finance Department: Prof. Ogn. Stoichkova, PhD

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 Skills	Bulgarian	First Semester/First year of studies	30	30	115	examination	7
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 Behavior	Bulgarian	Fifth Semester/Third year of studies	30	30	115	examination	7
Marketing Management	Bulgarian	Fifth Semester/Third year of studies	30	30	140	examination	8
Decision Making with Information Technology	Bulgarian	Fifth Semester/Third year of studies	30	30	115	examination	7
International politics Sustainable development	Bulgarian	Fifth Semester/Third year of studies	30	30	140	examination	8
Operations Management	Bulgarian	Sixth Semester/Third year of studies	30	30	140	examination	8
Consumer Behaviour	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
Corporate social responsibility and ethics, Business Strategies	Bulgarian	Sixth Semester/Third year of studies	30	30	115	examination	7
Financial Statement Analysis	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
International Marketing	Bulgarian	Seventh Semester/Fourth year of studies	30	30	140	examination	8
Financing of external trades	Bulgarian	Seventh Semester/Fourth year of studies	30	30	115	examination	7
International Financial Organizations / Financing of entrepreneurial projects	Bulgarian	Seventh Semester/Fourth year of studies	30	30	140	examination	8
Public Finance	Bulgarian	Eight Semester/Fourth year of Studies	45	45	110	examination	8
Financial Instruments and Markets	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	8
Information management Information security	Bulgarian	Eight Semester/Fourth year of Studies	30	30	115	examination	7

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

Head of Finance Department: Prof. Ogn. Stoichkova, PhD

Course title	Language of Instruction	Semester/Year of Study	Number of hours			Examination Form	ECTS
			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 year of studies	30	30	115	examination	7
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