



National Research University Higher School of Economics (HSE)

Basic Curriculum

Field of study 38.04.02 Management

Educational Programme "Strategic Management and Consulting"

Trajectories: "Business Strategy", "Digital Transformation Management"

Implementing unit: Graduate School of Business, HSE - Moscow

Years of Study: 2023/2024 - 2024/2025

Length of Programme: 2 years

Mode of Study: Full Time

Degree: Master's degree / MBA

APPROVED

23.05.2023

Vice Rector

ROSHCHIN S.Y.

Signed with EDS

Block Code	Course	Subject type	Credits	Credits by Years		Planned Educational Programme Development Results
				1	2	
	Degree Programme		120,00	60,00	60,00	
	Business Strategy (Applied track)		120,00	60,00	60,00	
	Key Seminars		27,00	12,00	15,00	
	Compulsory Seminars		24,00	12,00	12,00	
1	Project Seminar "Design Thinking and Client-Centric Approach" (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2
2	Project Seminar "ERS: Ethics, Responsibility, Sustainability" (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, PC-1, PC-3, UC-4, UC-5
3	Project seminar "Effective Presentation"	C	3,00		3,00	PC-3
4	Mentor's Seminar	C	6,00	3,00	3,00	GPC-1.MAN, PC-1, PC-3, UC-4, UC-5, UC-6
5	Research seminar "Development and implementation of corporate strategies"	C	6,00	6,00		GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-1, PC-3, UC-2
6	Research Seminar "Leadership as a Personal Strategy"	C	3,00	3,00		PC-1, PC-3, UC-3, UC-4, UC-5, UC-6
	Elective Project Seminars		3,00		3,00	
1	Project Seminar "Project Team Management"	E	3,00		3,00	GPC-4.MAN, PC-1, PC-3, UC-3, UC-4
2	Project Seminar "Entrepreneurship Technologies"	E	3,00		3,00	GPC-4.MAN, PC-1, PC-3, UC-3, UC-4
	Internship		30,00	9,00	21,00	
	Project Internship		27,00	9,00	18,00	
1	Consulting Project	E	3,00		3,00	GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-1, PC-2, PC-3, UC-1, UC-2, UC-6

2	Term Project	E	9,00	9,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-1, UC-2, UC-6
3	Master Thesis Preparation	C	15,00		15,00	GPC-1.MAN, GPC-5.MAN, PC-2, PC-3, UC-1, UC-6
	Professional Internship		3,00		3,00	
1	Work Experience Internship	C	3,00		3,00	GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-2, PC-3, UC-1, UC-5
	Research Internship					
	Major		51,00	36,00	15,00	
	Compulsory Courses		24,00	18,00	6,00	
1	Investment Analysis, M&A and Due Diligence (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-2, PC-3, PC-4, UC-2
2	Operational Efficiency	C	3,00	3,00		GPC-1.MAN, GPC-2.MAN, GPC-4.MAN, PC-2, PC-3, UC-2, UC-3
3	Strategic Project Management	C	6,00	6,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2, UC-6
4	Organizational and Cultural Change Management	C	3,00		3,00	GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-3, UC-2, UC-5
5	Sales Channel and Process Management	C	3,00	3,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2, UC-4
6	Mergers and Acquisitions	C	6,00	6,00		GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-3, UC-1, UC-4
	Basic Components		18,00	18,00		
1	Strategic Thinking and Strategic Analysis	C	6,00	6,00		GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-1, PC-2, PC-3
2	Financial Management: Financial Analysis and New Business Models	C	6,00	6,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, PC-4, UC-2
3	Digital Transformation Management	C	3,00	3,00		GPC-2.MAN, PC-2, PC-3, UC-2, UC-3
4	Research Methodology in Management (offered in a foreign language)	C	3,00	3,00		GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-2, PC-3, UC-2
	Elective Courses		9,00		9,00	
	Industry Specifics		6,00		6,00	
1	Industry Management: Industrial Companies	E	6,00		6,00	GPC-1.MAN, GPC-4.MAN, PC-4, UC-1, UC-2
2	Industry Management: Strategic Innovation Management in Technological Industries	E	6,00		6,00	GPC-1.MAN, GPC-4.MAN, PC-4, UC-1, UC-2
	Advanced Course		3,00		3,00	
1	Commercial Tools and Customer Lifetime Value Management	E	3,00		3,00	GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2
2	Advanced Finance Modeling	E	3,00		3,00	GPC-2.MAN, PC-2, PC-3, UC-1
	Magolego		9,00	3,00	6,00	

1	All-university Pool MAGOLEGO Courses	E	9,00	3,00	6,00	GPC-1.MAN, GPC-3.MAN, PC-1, PC-3, UC-1
	Final State Certification (FSC)		3,00		3,00	
1	Final Qualification Paper	C	3,00		3,00	GPC-1.MAN, GPC-5.MAN, PC-2, PC-3, UC-1, UC-6
	Digital Transformation Management (Applied track)		120,00	60,00	60,00	
	Key Seminars		27,00	12,00	15,00	
	Compulsory Seminars		24,00	12,00	12,00	
1	Project Seminar "Design Thinking and Client-Centric Approach" (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2
2	Project Seminar "ERS: Ethics, Responsibility, Sustainability" (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, PC-1, PC-3, UC-4, UC-5
3	Project seminar "Effective Presentation"	C	3,00		3,00	PC-3
4	Mentor's Seminar	C	6,00	3,00	3,00	GPC-1.MAN, PC-1, PC-3, UC-4, UC-5, UC-6
5	Research seminar "Development and implementation of corporate strategies"	C	6,00	6,00		GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-1, PC-3, UC-2
6	Research Seminar "Leadership as a Personal Strategy"	C	3,00	3,00		PC-1, PC-3, UC-3, UC-4, UC-5, UC-6
	Elective Project Seminars		3,00		3,00	
1	Project Seminar "Project Team Management"	E	3,00		3,00	GPC-4.MAN, PC-1, PC-3, UC-3, UC-4
2	Project Seminar "Entrepreneurship Technologies"	E	3,00		3,00	GPC-4.MAN, PC-1, PC-3, UC-3, UC-4
	Internship		30,00	9,00	21,00	
	Project Internship		27,00	9,00	18,00	
1	Digital Product Development	E	3,00		3,00	GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, PC-4, UC-2, UC-3
2	Term Project	E	9,00	9,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-1, UC-2, UC-6
3	Master Thesis Preparation	C	15,00		15,00	GPC-1.MAN, GPC-5.MAN, PC-2, PC-3, UC-1, UC-6
	Professional Internship		3,00		3,00	
1	Work Experience Internship	C	3,00		3,00	GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-2, PC-3, UC-1, UC-5
	Research Internship					
	Major		51,00	36,00	15,00	
	Compulsory Courses		24,00	18,00	6,00	
1	Agile Management and Enterprise Transformation	C	6,00	6,00		GPC-2.MAN, PC-2, PC-3, UC-1
2	Customer Development and Customer Experience Management (offered in a foreign language)	C	3,00		3,00	GPC-1.MAN, PC-3, UC-4, UC-5
3	Digital Project Management	C	3,00	3,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-4
4	Digital Marketing and Omnichannel	C	3,00		3,00	GPC-1.MAN, PC-2, PC-3, UC-4

5	Business Analytics as a Tool for Effective Management	C	3,00	3,00		GPC-2.MAN, PC-2, PC-3, UC-2
6	Mergers and Acquisitions	C	6,00	6,00		GPC-1.MAN, GPC-3.MAN, GPC-4.MAN, PC-3, UC-1, UC-4
Basic Components			18,00	18,00		
1	Financial Management: Financial Analysis and New Business Models	C	6,00	6,00		GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, PC-4, UC-2
2	Digital Transformation Management	C	3,00	3,00		GPC-2.MAN, PC-2, PC-3, UC-2, UC-3
3	Strategic Thinking and Strategic Analysis	C	6,00	6,00		GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-1, PC-2, PC-3, UC-2, UC-5, UC-6
4	Research Methodology in Management (offered in a foreign language)	C	3,00	3,00		GPC-1.MAN, GPC-4.MAN, GPC-5.MAN, PC-2, PC-3, UC-2
Elective Courses			9,00		9,00	
Industry Specifics			6,00		6,00	
1	Industry Management: Industrial Companies	E	6,00		6,00	GPC-1.MAN, GPC-4.MAN, PC-4, UC-1, UC-2
2	Industry Management: Strategic Innovation Management in Technological Industries	E	6,00		6,00	GPC-1.MAN, GPC-4.MAN, PC-4, UC-1, UC-2
Advanced Course			3,00		3,00	
1	Commercial Tools and Customer Lifetime Value Management	E	3,00		3,00	GPC-1.MAN, GPC-4.MAN, PC-2, PC-3, UC-2
2	Advanced Finance Modeling	E	3,00		3,00	GPC-2.MAN, PC-2, PC-3, UC-1
Magolego			9,00	3,00	6,00	
1	All-university Pool MAGOLEGO Courses	E	9,00	3,00	6,00	GPC-1.MAN, GPC-3.MAN, PC-1, PC-3, UC-1
Final State Certification (FSC)			3,00		3,00	
1	Final Qualification Paper	C	3,00		3,00	GPC-1.MAN, GPC-5.MAN, PC-2, PC-3, UC-1, UC-6

Curriculum agreed:

Academic Supervisor	DYNIN A.E.	26.04.2023
Dean	KATKALO V.S.	26.04.2023
Head of Centre for Educational Model Design	LEPESHKIN I.A.	23.05.2023

* Subject type:

Compulsory course

C

Elective course

E