

Study program: Management of business and logistics	
Course name: Professional practice (3 rd year)	
Professor: Mile Bogdanovic, PhD	
ECTS: 3	
Requirements: no requirements	
Aim of the course: Acquiring professional skills and knowledge	
Expected outcomes Knowledge and practical skills in accordance with the outcome of both compulsory and elective 3 rd year courses on this study program.	
Content of professional practice Analysis of elements of financial policy; Preparation of the plan of profit and balance sheet; Familiarization with the concept and elements of the foreign exchange market; The analysis and measurement of the value of liquidity of an enterprise; Defining the concept and type of projects; Practical work with programs for project management; The application of acquired knowledge and skills for project solving of particular problems; Developing the capacity and acquiring skills for project team work; The use of methods and project management techniques; Familiarization with the basics of risk management process; Understanding different risk categories; Familiarization with quantitative and qualitative risk assessment; Practical familiarization with benchmarking; Practical possibilities of shaping organizational behavior; Understanding the an individual's behavior in an organization and building team relations; Determining the effect of modern information technology on organizational behavior; Understanding different ways of communication in the organizational context; Practical confrontation with conflicts in an organization and understanding ways to solve them; Identifying the goals of a company as the backbone of strategic management; Analysis of an organization's environment and resources; Creating a business strategy; Understanding the factors that affect the decision making process; Integration of information for business decision making; Understanding the notion, importance and role of foreign trade; Determining ways of forming prices in foreign trade; Practical formation of foreign trade calculations; Analysis of export and import business; Identifying political risks and reducing them in foreign trade; Application of information technology in logistics; Getting acquainted with warehousing, logistics inventory logistics, internal logistics, transport logistics and distribution and delivery logistics; Recognizing reverse logistics; Practical analysis of logistics activities and supplier selection; Training students for the decision-making process in the information system management; Analysis of un-programmed and programmed decisions; Identifying the cause of the success or failure of a system; Application of expert systems and decision support systems; Training students for the market research process; Familiarization with specific areas of market research; Consideration of the structure, the way of functioning and components of a marketing information system; Design, organization and control of marketing information systems; Recognition and selection of market research methods; Defining the basic set and sample of research; Capacitating students for field work; Presentation of research results; Practical implementation of online marketing research; Practical application of modern information and communication technologies in a company and payment operations; Practical knowledge and skills on methods, techniques and software tools for using various examples of systems and applications for e-business; Students' ability to create information useful for decision-making; Implementation of customs procedures in all modes of transport; Identifying the forms of foreign trade; Implementation of transport insurance; Practical research of local communities; Implementing the input-output analysis of local economy; Identifying factors that affect local economic development.	
Number of classes, if specified	
Method of teaching Professional practice is realized in trade and large retail outlets, private and public organizations/companies with which the School has a signed contract on the implementation of practical work or an Agreement on business cooperation. The realization of professional practice involves independent work under the supervision of student teachers' and mentors for professional practice in a particular company/organization. This way students become familiar with management operations in companies, trade organizations and large retail outlets, and marketing operations. Moreover, through the realization of professional practice, students become familiar with the procedure of starting one's own business, procedure and realization of different projects and preparation of business plans.	
Evaluation (maximum points 100)	
Evaluation is performed on the basis of written and submitted professional practice.	