

IBA

INTERNATIONAL BUSINESS ACADEMY
Master programme



Exploring knowledge for your business success



Welcome to SEB LU in Skopje,

Internationalisation expands the intellectual and cultural horizons of a person, a company and, furthermore, society. SEB LU is both a national leader and an internationally recognised education and research institution in the area of business and economics - AACSB, EQUIS, TEDQUAL, and CENTQUIN accredited school.

International Business Academy is a programme specifically designed to meet the needs of working professionals. The programme provides a strong, well-rounded foundation in economics and business administration fields and prepares participants for efficient and successful socially responsible management, proactive thinking, and creating added value. Built on a strategy of excellence, the programme aims to attract participants with the highest level of business and entrepreneurial ambition. During the programme you will develop as a person and learn how to spark growth in any organisation.

The programme courses will be delivered to you by our distinguished professors with much international experience in teaching and research. I believe that during the programme you will enhance your knowledge and skills to even better cope with challenges in the global, dynamic business environment that we live and work in. After successfully finishing the programme you will have the possibility of obtaining a master's from our institution after writing your master's thesis, in which I encourage you to collate all the knowledge from the programme and your personal experiences. Nevertheless, I hope that your experience will be fulfilling and that will open new horizons and new possibilities for your business and personal life.

Prof. Metka Tekavčič
Dean



WHY CHOOSE IBA AT SEB LU SKOPJE

- The School of Economics and Business, University of Ljubljana (SEB LU) has become the first and the only Triple Crown School in Slovenia and the broader region to have been awarded the **EQUIS, AACSB** and **AMBA** international accreditations. This achievement ranks the SEB LU among the top 1% of business and economics schools in the world.
- The SEB LU in Ljubljana with its centre in the South East Europe is one of the most recognized and well known business education institutions.
- Students are taught by internationally renowned professors and guests from the business community.
- A regional location and state-of-the-art learning environment.
- High academic criteria, a mix of theoretical and practical approaches to learning.
- Highest business accreditation and internationally recognised certification and diplomas.
- Networking opportunities for life and business.
- You will become a member of the SEB LU Alumni Club with more than 10,000 members.



*“IBA offers everything
you need to raise
positions in your
international business
career.”*

PROGRAMME STRUCTURE

Business Environment	Prof. Marko Jaklič
Organisation and Management	Prof. Vlado Dimovski
Strategic Management	Prof. Matej Lahovnik
Operations Management	Prof. Marko Jaklič
Financial Management	Prof. Banu M. Durukan
Marketing for Managers	Prof. Barbara Čater
Human Resource Management	Prof. Nada Zupan
Decision Support System	Prof. Mojca Indihar Štemberger, Prof. Jurij Jaklič
Negotiation	Prof. Marjan Svetličič
Business Research	Prof. Miha Škerlavaj, Assoc. Prof. Matej Černe
Accounting for Managers	Prof. Metka Tekavčič
Managerial Economics	Prof. Polona Domadenik
Elective course I, II, III	

SEB LU SKOPJE FACTS

Education background

70 %	Business and Economics
17 %	Technical
4 %	Natural sciences
9 %	Law and Social sciences

Industry statistics

25 %	Finance and banking
19 %	Manufacturing
16 %	Retail
14 %	Telecommunications & IT
8 %	International institutions
8 %	Pharmaceutical & Medical
2 %	Public administration
4 %	Other

Gender

53 %	male
47 %	female

PROGRAMME DELIVERY

- The programme consists of 15 courses.
- Lectures are held on Friday afternoons and Saturday mornings twice a month in Skopje.
- Students receive the course material in a printed version (book) and via the Internet at the beginning of each course. The material is in English, which is also the official language of the studies.
- The course delivery and methods of evaluation (i.e. exams and assignments) are determined by the Course Director before the beginning of each course.
- The maximum number of participants in a group is 30.
- **After successfully finishing the courses of the International Business Academy, you can transfer to a postgraduate master's programme at the SEB LU and prepare a master's dissertation to obtain a master's degree.**

WE WELCOME

- **Managers and entrepreneurs** with general management responsibilities.
- **Functional leaders** who have important cross functional responsibilities.
- **Executives** who want to develop a comprehensive, integrated perspective, and sharpen their strategic skills.
- **Ambitious technical experts** where managerial skills are also very important.
- **Motivated individuals** who can demonstrate their potential as leaders.
- **Bachelor graduates** without working experience.

ADMISSION

Due to the limited number of places available in the programme, candidates must meet the following criteria:

- a bachelor's degree,
- fluent command of English.

In their applications candidates must also:

- provide all the certificates which show that the above mentioned criteria have been fulfilled,
- write a short motivation letter.

TUITION FEE

01/ THE TUITION FEE FOR 15 COURSES IBA IS EUR 7,500.

It covers all the lectures and exams, mandatory academic literature, coffee breaks.

02/ THE TUITION FEE FOR 15 COURSES IBA WITH FINISHING THE MASTER PROGRAMME IS EUR 9,500.

It covers all the lectures and exams, mandatory academic literature, coffee breaks and **mentorship and defence of the master's thesis.**

The Tuition Fee payment is possible in several instalments.



"You'll gain the analytical and leadership skills to identify, frame, and solve complex business problems."

IMPORTANT DATES

SEPTEMBER 2019

Application deadline

OCTOBER 2019

Start of the programme

Univerza v Ljubljani EKONOMSKA FAKULTETA
University of Ljubljana FACULTY OF ECONOMICS

TESTIMONIALS

“

Do you keep asking yourself: Why? How? Is there a different way? Do you want to realize your own vision and find the strategy to achieve your goals? If the answer is yes, then join the IBA programme at the School of Economics and Business, University of Ljubljana. If you are not sure about the quality of the programme and the teaching staff, you can find the answer easily: Just google!

Dimitar Serafimov, Makedonski Telecom AD, Skopje



“

The Business and Organisation Programme at the School of Economics and Business, University of Ljubljana is perfectly suited for working professionals who are looking to get a competitive edge for moving further ahead in their careers. During my studies, I had the chance to learn first hand from esteemed professors about how businesses function on a daily basis, how they develop strategies to achieve long-term goals, and how they make use of qualitatives.

Visar Hapciu, Policy Manager of the American Chamber of Commerce in Kosovo



We cannot change other people, we can only change ourselves. Investing in ourselves is the true power. I invested in myself by enrolling in the School of Economics and Business, University of Ljubljana. I made the right decision and got what I wanted; knowledge, practice and a prestigious diploma, all of which I utilize in my professional life. Lectures were given by renowned professors combining theory and practice. I met people from different professional backgrounds, I shared experience and built a valuable professional network.

Verita Aktash, HR Consultant / Trainer and Coach



As I see it, the IBA programme provides essential knowledge and skills for our future carriers. The programme has helped me to reshape the way of thinking about international markets. I updated knowledge and learned streamlined methods of doing business, while having the privilege of learning from the best professors in this part of Europe.

Mentor Pllana, CEO / Besi-Bp Company, Kosovo

CONTACT

Melita SEKULOVSKA / Mobil & Viber: +389 70 338 570, e-mail: melita.sekulovska@ef.uni-lj.si, Skype: melita.sekulovska
1000 Skopje, Republic of North Macedonia

Zdenko ROJEC / phone: +386 1 5892 494 / e-mail: zdenko.rojec@ef.uni-lj.si
School of Economics and Business, University of Ljubljana / Kardeljeva ploščad 17 / SI – 1000 Ljubljana, Slovenia

WWW.EF.UNI-LJ.SI/NORTH-MACEDONIA