

## **B. A. A. Management and Law**

### **Professional title: Bachelor of Applied Arts**

### **Curriculum**

#### **FIRST YEAR**

##### **Introduction to law – 6 ECTS**

The *Introduction to Law* course provides students with a foundational understanding of key legal concepts and principles that shape the functioning of the legal system. Students will gain basic knowledge of legal norms, legal relations, acts, and sources of law, as well as insight into the processes of creating and applying legal acts.

The course emphasizes the systematization of law and its role in modern society and the business environment. Through lectures and practical exercises, students will develop critical thinking skills related to legal issues, learn to identify legal remedies, and understand the differences between substantive and procedural legal regulations.

This course serves as a foundation for further, in-depth study of law and its specific fields, enabling students to build essential skills in legal analysis and argumentation—skills that are crucial for a future career in both the business and legal sectors.

##### **Management – 6 ECTS**

The *Management* course provides students with a comprehensive insight into the key concepts and processes of modern organizational leadership. Students will become familiar with the fundamentals of business planning and organization, human resource management, leadership processes, and organizational control and operations.

Special emphasis is placed on understanding managerial functions, strategic planning, decision-making, conflict management, and distinguishing between governance and management.

Through lectures, team discussions, and seminar work, students will develop the ability to analyze business environments, formulate strategies, and engage in effective communication and teamwork.

Students will also acquire practical skills such as developing business strategies, conducting SWOT analyses, creating portfolio matrices, drafting annual plans, and designing organizational structures.

The knowledge gained in this course is essential for successfully managing companies and other organizations in a dynamic business environment.

##### **Administrative Law – 6 ECTS**

*Administrative Law* is a cornerstone of effective public administration and the foundation for lawful decision-making in administrative procedures. This course offers students an in-depth understanding of the legal foundations governing the functioning of public authorities, their competences, and the procedures regulating administrative matters.

Students will become familiar with the key concepts of administrative law, including sources of law, types of administrative acts, the principle of legality, discretionary powers, and legal remedies against administrative decisions.

The course develops students' ability to identify legal issues, draft administrative acts, and resolve concrete administrative cases. Emphasis is placed on the practical application of knowledge, where students will learn how to conduct administrative procedures, prepare legal remedies, and analyze administrative decisions.

The competencies acquired in this course are essential for careers in public administration, legal consultancy, regulatory authorities, and in companies cooperating with government institutions.

### **Law of Obligations – 6 ECTS**

The *Law of Obligations* forms the foundation of both business and legal relations, as it governs obligations between parties in contractual and non-contractual relationships. This course provides students with a thorough understanding of the legal rules regulating contract formation, the creation of obligations, liability for damages, and the rights and duties of contracting parties.

Students will explore the fundamental principles of the law of obligations, including monetary obligations, representation, security instruments for creditor protection, and the statute of limitations.

Special emphasis is placed on the practical application of acquired knowledge—analysis of real-life cases, drafting of contract clauses, and understanding the legal consequences of non-performance of obligations are central components of the course.

The primary goal is to develop students' ability for critical legal thinking, to connect theoretical legal concepts with business practice, and to find appropriate legal solutions in complex obligational relationships.

Upon completion, students will have acquired essential competencies for successful careers in business, legal practice, or public administration.

### **Marketing – 6 ECTS**

In today's business environment, *marketing* is a key driver of success for companies and organizations. This course offers students an in-depth understanding of marketing concepts, strategies, and tools needed to effectively reach target audiences and create customer value.

Students will be introduced to the fundamentals of strategic marketing planning, analyze the marketing environment, and learn how to design and implement marketing strategies. Special emphasis is placed on mastering the marketing mix—product, price, distribution, and promotion—and adapting marketing activities to specific market segments.

Through practical case studies, project assignments, and market trend analysis, students will develop competencies in identifying market opportunities, designing innovative marketing approaches, and communicating effectively with customers and business partners.

The knowledge gained in this course is essential for careers in companies, marketing agencies, start-ups, and other organizations aiming to build a strong market position.

### **Business Informatics – 6 ECTS**

In the digital age, information technology is an essential component of every business process. The *Business Informatics* course equips students with the knowledge to understand the role of information and communication technologies (ICT) in the modern business environment and to use them effectively in solving everyday organizational challenges.

Students will gain proficiency in business software applications, including Word, Excel, and PowerPoint, and learn to use business information systems to optimize workflows and processes. The course also explores key aspects of e-business, data security, and relevant legislation, such as copyright law and personal data protection regulations.

Emphasis is placed on practical work, where students will develop skills in data search and analysis, cloud computing tools, and information security awareness within business contexts.

The competencies acquired in this course are essential for successful performance in a digitally transformed business environment and provide a competitive advantage in the job market.

### **Business Operations and Organization – 6 ECTS**

How do successful companies operate? What organizational structures support growth and development? The *Business Operations and Organization* course offers an in-depth exploration of the key aspects of business functioning and organizational design, helping students understand how strategic decisions influence the long-term success of an organization.

Students will examine fundamental business functions such as leadership, planning, organizational structure, human resource management, innovation, and strategic decision-making. You will learn to analyze business models, identify organizational challenges, and develop solutions to enhance efficiency and performance.

Special emphasis is placed on adaptability, creativity, and innovation as core drivers of competitive advantage. Through practical case studies and team-based projects, students will build competencies in solving real-world business problems, managing business processes, and designing sustainable organizational strategies.

The knowledge gained in this course is essential for anyone seeking to understand how businesses operate and to take on meaningful roles in the business world—whether as managers, entrepreneurs, or consultants.

### **Professional Development I – 6 ECTS**

Success in today's business world depends not only on technical knowledge, but also on personal competencies, innovative thinking, and the ability to adapt to change. The *Professional Development I* course lays the foundation for building a successful career and fostering personal growth, with a focus on developing creativity, critical thinking, ethical decision-making, and an understanding of sustainable development in the business environment.

Through interactive workshops, team projects, and case study analysis, students will develop skills in creative thinking, idea generation, and problem-solving for complex business challenges. Special emphasis is placed on understanding the importance of business ethics, education for sustainability, and learning from best practices in management and business law.

The course also includes guest lectures by renowned professionals and field trips to successful companies, giving students insight into real-world business operations and opportunities for networking.

By the end of the course, students will be better equipped to shape their professional development, build their career paths, and confidently face the challenges of the modern labor market.

### **Internship I – 6 ECTS**

Practical experience is key to success in the business world. The *Internship I* course enables students to transfer their theoretical knowledge into a real-world business environment and to develop the essential skills required for effective performance in companies and organizations.

Through study visits, guest lectures, and hands-on work, students will gain insight into business systems, organizational structures, business functions, and the legal and managerial processes within various types of organizations.

Students will learn to apply analytical methods such as the Deming Cycle, SWOT analysis, and the EFQM Excellence Model, while also exploring modern approaches to corporate governance and management.

During their practical experience in companies, students will develop the ability to observe, analyze, and report on business processes, master teamwork, and become proficient in using modern software tools for preparing analyses and reports.

The knowledge and experience gained in this course will facilitate a smoother transition into the professional environment and provide a competitive advantage in the job market.

## SECOND YEAR

### Accounting – 6 ECTS

Accounting is more than just recording numbers—it is the foundation of sound financial decision-making and the long-term stability of a company. The *Accounting* course provides students with insight into the key accounting concepts, techniques, and analytical methods essential for monitoring and controlling business operations.

Students will learn the fundamentals of bookkeeping, analyze financial statements, and apply financial ratios to evaluate company performance. The course emphasizes the connection between accounting information and real-world business decisions—how to interpret data, assess business creditworthiness, and identify risks and opportunities in financial reports.

Through practical examples, students will gain hands-on skills in balance sheet analysis, preparation of financial reports, and understanding accounting standards.

The knowledge acquired in this course is indispensable for anyone aiming to work in finance, business management, or auditing, and for understanding how financial decisions impact overall business success.

### Commercial Contract Law – 6 ECTS

In the business world, contracts form the foundation of every successful agreement—from purchases and sales to corporate financing and international business partnerships. The *Commercial Contract Law* course offers students an in-depth understanding of the formation, validity, execution, and breach of commercial contracts, which are essential for secure and successful business operations.

Students will explore various types of contracts used in commercial law, including the sales contract, commission and agency agreements, construction contracts, licensing agreements, financial lease contracts, and management buyout agreements. The course teaches how contracts are structured, what rights and obligations they create, and how legal disputes arising from them are resolved. Special emphasis is placed on corporate financing and the legal frameworks that support a stable and reliable business environment. Through the analysis of real-world cases and business dispute studies, students will develop the ability to think legally and strategically, and to conclude business deals effectively.

The knowledge gained in this course is vital for anyone seeking a career in law, entrepreneurship, or business consulting, and for understanding the legal aspects of commercial transactions.

### Research Fundamentals in Management and Law – 6 ECTS

In today's business and legal environment, making decisions without solid evidence and analysis is risky. The *Research Fundamentals in Management and Law* course equips students with essential research skills needed to address complex business and legal challenges.

Students will learn the entire research process—from formulating a research problem, collecting and analyzing data, to preparing professional reports and presenting findings. Emphasis is placed on the practical application of research methods and the use of tools such as statistical analysis, source citation, and information technology in research work.

Through real-world examples, students will develop abilities in critical thinking, data interpretation, and argument development, which are crucial for effective business and legal consulting.

The knowledge acquired in this course is vital for both academic and professional success, enabling students to make evidence-based decisions, design effective strategies, and contribute to innovation and continuous improvement in their professional environments.

### Labour and Social Law – 6 ECTS

The modern labor market is dynamic and full of legal challenges that affect employers, employees, and society at large. The *Labour and Social Law* course offers a comprehensive insight into legal relations in the workplace, the rights and obligations of workers and employers, and the social security systems designed to protect individuals in various life situations.

Students will explore key legal concepts such as the employment contract, working hours, disciplinary responsibility, worker protection, and mechanisms for resolving labor disputes. The course also covers collective labor law, including trade union rights, collective bargaining, and the right to strike. Emphasis is placed on the practical application of labor legislation and the analysis of case law that shapes the rights and obligations in employment relationships.

In the field of social law, students will gain an understanding of systems such as pension and disability insurance, health insurance, unemployment insurance, and parental protection. Through case studies and analysis of legal documents, students will develop the ability to identify legal risks, formulate legal solutions, and effectively advocate for the rights of both employees and employers.

The knowledge acquired in this course is essential for those pursuing careers in human resource management, labor law consultancy, or the development of social security policies in the private or public sector.

### **Finance – 6 ECTS**

Money drives the business world—but do you know how to manage financial resources to ensure a company's growth and stability? The *Finance* course provides students with a fundamental understanding of financial processes that are essential for successful business operations and strategic decision-making.

Students will explore how financial markets function, what institutions and products shape the business environment, and how companies secure their financing. You will learn to assess investment risks and returns, analyze cash flows, and understand the importance of financial planning and creditworthiness.

Special emphasis is placed on the time value of money, short- and long-term financial strategies, and investment evaluation methods.

Through practical analysis of case studies, students will develop the ability to interpret financial data and make decisions based on real economic indicators.

The knowledge gained in this course is indispensable for any aspiring manager, entrepreneur, or financial professional who wants to understand how finance drives the success of both businesses and the broader economy.

### **Professional Development II – 3 ECTS**

In today's business environment, success depends not only on theoretical knowledge but also on the ability to apply it in practice. *Professional Development II* builds on core business and accounting knowledge and enables students to acquire key competencies for effective performance in the business world.

Students will become familiar with the SAP business information system, one of the most widely used systems in companies around the globe. You will learn the basics of SAP's modular structure, the management of financial processes, and how to operate core functions within the SAP FI (Financial Accounting) and SAP CO (Controlling) modules.

Through practical exercises, students will develop skills such as posting business transactions, creating general ledger accounts, monitoring cash flows, and preparing financial analyses.

The course emphasizes hands-on experience with modern business tools that enhance operational control and optimize financial decision-making.

The knowledge and skills gained are essential for anyone aiming to understand how financial information is transformed into strategic decisions and how companies efficiently manage their resources in a digitally-driven business environment.

### **Internship II – Part 1: Observational – 3 ECTS**

While theoretical knowledge is essential, its true value emerges through practical experience. The *Internship II – Part 1: Observational* course allows students to transfer their academic learning into real business environments and enhance it through first-hand exposure to companies and other organizations.

Through study visits and practical observation, students will explore how business systems operate, how companies are organized, and the role of management within the legal frameworks governing business operations.

Students will learn to apply modern analytical and reporting methods, such as the Deming Cycle, ABC analysis, and the EFQM Excellence Model, enabling them to gain a comprehensive understanding of business processes.

Emphasis is placed on the development of practical skills, including the analysis of business practices, preparation of critical evaluations, and an understanding of the key success factors of organizations. Through real-world case studies and teamwork, students will cultivate the ability to observe, report, and design strategic improvement proposals.

The knowledge and experience acquired in this course will ease the transition into the workforce and provide students with a competitive edge in pursuing employment and building a successful career in the business world.

### **Internship II – Part 2: SAP Laboratory Practice – 6 ECTS**

Theoretical knowledge becomes truly valuable only through practical experience. The *Internship II – Part 2* course enables students to transfer their academic learning into real-world work processes and test their skills in actual business and legal environments.

Students can choose between two key focus areas:

1. SAP Business Information System Training

In this track, students will gain hands-on experience with SAP technology, learning about document workflows, procurement, production, and sales processes, including business simulation within the SAP environment.

2. Business-Legal Practice

This option allows students to build competencies in a business-legal setting, where they will work with legislation, legal documents, and procedures essential for ensuring the legal security of companies.

The course emphasizes practical work, analysis of real business cases, and experience with modern business tools. Students will develop critical thinking, problem-solving skills, and the ability to work independently as well as in teams.

The knowledge and experience gained through this course will significantly increase students' competitiveness in the job market and prepare them for dynamic careers in companies, legal departments, or organizations operating at the intersection of management and law.

<b>Elective course 2</b>	<b>6</b>
<b>Elective course 3</b>	<b>6</b>
<b>Elective course 4</b>	<b>6</b>



## THIRD YEAR

### **Administrative Contract Law – 6 ECTS**

*Administrative contracts* are one of the key tools used by the public sector to collaborate with the private sector and to effectively deliver public services and tasks. The *Administrative Contract Law* course provides students with insight into the legal framework governing public procurement, concessions, and public-private partnerships (PPPs)—all of which are essential for managing public goods and services.

Students will become familiar with EU directives on public procurement and concessions, the legal procedures for entering such contracts, and the remedies available for the protection of the rights of bidders and concessionaires. Special attention is given to the formation, implementation, and termination of concession relationships, and to the role of public-private partnerships within both the Slovenian and European legal systems.

The course also explores special types of administrative contracts, such as urban planning agreements, contracts involving public assets, and legal arrangements concerning agricultural land. Through the analysis of real-life cases and judicial decisions, students will develop competencies in legal reasoning, an understanding of complex administrative-legal relationships, and the ability to solve legal challenges in the conclusion and execution of administrative contracts.

This course provides essential knowledge for students pursuing careers in the public sector, legal consultancy, or in public-private partnership projects.

### **Criminal and Punitive Law – 6 ECTS**

*Criminal law* serves as the foundation for protecting society against the most serious violations of the legal order, while *punitive law* governs sanctions for minor infractions. The *Criminal and Punitive Law* course provides students with a comprehensive understanding of the key concepts of the criminal justice system, including the procedures and legal principles that regulate the prosecution, trial, and punishment of offenders of both criminal acts and minor offenses.

Students will explore the historical development of criminal law, the fundamental terminology and sources of criminal law, and the distinctions between substantive and procedural criminal law. The course covers types of criminal offenses, elements of criminal liability, and methods of sentencing. Special attention is given to criminal procedure, standards of evidence, rights of the accused, and the roles of prosecutors and courts within the criminal justice system. The course also delves into punitive law, addressing misdemeanors, fines, and other sanctions for lesser violations of legal norms. Through the analysis of case law and real-life examples, students will develop skills in critical thinking, interpretation of criminal legislation, and a deep understanding of the mechanisms that ensure fair and effective punishment.

The knowledge gained in this course is vital for anyone seeking a career in law, public administration, criminal justice, or legal consultancy, as it offers a firm grasp of one of the most important areas of the legal system.

### **Organizational Behavior – 6 ECTS**

Successful organizations are built not only on structures and processes, but above all, on people. The *Organizational Behavior* course offers insight into the key factors that influence organizational dynamics and helps students develop an understanding of employee behavior patterns, motivation, and the impact of leadership on organizational culture.

Students will explore how individuals and teams affect business performance, how to motivate employees, and how to effectively manage teamwork. Special emphasis is placed on the role of managers in shaping a positive work environment, resolving conflicts, making decisions, and managing change.

The course also includes analysis of organizational culture and communication strategies that enhance employee engagement and productivity.

Through practical examples, case studies, and interactive workshops, students will develop the ability to analyze organizational environments and gain tools for improving work climate and organizational performance.

The knowledge gained is essential for anyone aiming to build strong team relationships, understand leadership dynamics, and become a more effective leader or team member in any professional setting.

### **Professional Development III – 3 ECTS**

Success in the business world depends not only on knowledge, but also on analytical thinking, strategic decision-making, and effective communication. *Professional Development III* is designed to help students develop the key competencies necessary for professional growth and to prepare them for the challenges of the modern work environment.

Students will explore the legal and formal aspects of the roles of managers and business lawyers, and acquire skills in drafting legal opinions and analyzing business-legal issues. The course includes familiarity with current legislation and case law from Slovenian courts and supranational courts such as the Court of Justice of the European Union (CJEU) and the European Court of Human Rights (ECHR), along with an analysis of best practices.

Special emphasis is placed on the development of critical thinking, systematic legal analysis, and teamwork. Through solving practical problems and participating in business decision-making simulations, students will gain real-world experience that can be applied immediately in a professional setting.

Students will also strengthen their abilities in effective business communication and the formulation of well-argued legal and business analyses.

This course is an excellent opportunity for those seeking to enhance their analytical skills, prepare for project or company leadership roles, and become experts at the intersection of law and management. The knowledge gained will give students a competitive edge in the labor market and prepare them for taking on responsible roles in various organizations.

### **Internship III – Part 1: Observational – 3 ECTS**

Practical experience serves as a vital bridge between academic knowledge and the realities of the business world. The *Internship III – Part 1: Observational* course offers students the opportunity to deepen their understanding of business and law through direct engagement in organizations and the application of modern analytical and problem-solving methods.

Students will participate in study visits, gaining firsthand insight into the operations, legal frameworks, and management practices of real-world companies and institutions. They will learn to apply analytical tools such as the Deming Cycle, ABC analysis, and the EFQM Excellence Model—all critical for improving processes and supporting informed decision-making.

In addition, students will attend guest lectures covering current topics from the business and legal fields, including artificial intelligence, crisis management, and digital security. These sessions will enhance students' strategic thinking and broaden their understanding of the challenges and opportunities in today's business environment.

A central component of the internship is hands-on learning, where students will actively engage with organizations, exploring key business functions, legal procedures, and the use of advanced digital tools in corporate settings. Through this practical involvement, students will develop their ability to analyze business systems, apply critical thinking, and formulate solutions to improve performance.



*Internship III – Part 1* is designed to offer students direct exposure to the real business environment and prepare them for the dynamic challenges of their future careers. The knowledge and experience gained through this course will be invaluable in shaping their professional journey—whether in entrepreneurship, management, legal consulting, or the public sector.

### **Internship III – Part 2: In-Company Placement – 12 ECTS**

Transitioning from the academic world to a professional environment requires not only theoretical knowledge, but also practical experience and the ability to adapt to real business challenges. The *Internship III – Part 2: In-Company Placement* course enables students to apply their knowledge in a workplace setting and develop essential skills for a successful career in the private sector, public administration, or legal services.

Students will gain insight into the functioning of for-profit and non-profit organizations and analyze the economic and legal challenges these entities face. The course involves exploring organizational structures, internal legal frameworks, and the documentation used to ensure regulatory compliance. Emphasis is placed on solving business-legal problems, practicing professional communication, and understanding the ethical dimensions of corporate governance. Under the guidance of mentors, students will engage in real work situations, allowing them to develop a clear professional identity. Through hands-on experience, students will understand the importance of operational quality, legal compliance, and effective process management in organizational settings. The internship is designed to provide tangible competencies that can be directly applied in future careers.

This course allows students to face real-world business challenges, fostering analytical thinking, building practical experience, and significantly enhancing their employability in competitive labor markets.

**Elective course 5**            **6**

**Elective course 6**            **6**

### **Bachelor's Thesis – 12 ECTS OR Two Elective Courses – 2 × 6 ECTS**

The *Bachelor's Thesis* represents the culmination of the study program and offers students the opportunity to demonstrate their ability in analytical thinking, critical reasoning, and solving concrete business-legal challenges. Throughout the research process, students will develop a systematic approach to problem-solving while applying the interdisciplinary knowledge acquired in management and law.

By preparing a thesis proposal, selecting appropriate research methods, and conducting an empirical study, students will gain skills in in-depth research, argumentation, and professional report writing. The thesis focuses on relevant business and legal topics, encouraging students to align their work with real-world practice and contribute to organizational improvements or regulatory developments. Mentoring and group discussions will support students in refining their research methodology and developing competencies for an effective presentation and defense of their final work.

The bachelor's thesis is not only an academic challenge but also a launchpad for professional development and a competitive advantage in the job market.

## ELECTIVE COURSES

### Fundamentals of Digital Marketing – 6 ECTS

In the digital age, companies that master online marketing gain a significant competitive advantage. The *Fundamentals of Digital Marketing* course provides insight into modern marketing strategies and tools that businesses use to reach customers, build brand awareness, and increase sales.

Students will become familiar with key digital marketing channels, including online advertising, social media marketing, email campaigns, content marketing, and search engine optimization (SEO). You will learn how to analyze user data, measure campaign performance, and design strategies that deliver tangible business results.

The course also addresses the ethical aspects of digital communication and the importance of reputation management in the digital space.

Through practical examples and project-based work, students will develop the skills needed to successfully manage digital campaigns and adapt to the rapidly changing market landscape.

The knowledge gained in this course is essential for anyone looking to understand how the modern digital ecosystem functions and how businesses—from startups and corporations to individual entrepreneurs—can leverage it for growth.

Digital marketing is an indispensable component of success in today's business world.

### Business English – 6 ECTS

In today's global business environment, effective communication in English is indispensable. The *Business English* course equips students with the language skills essential for successful business and legal communication in international settings.

Students will gain proficiency in specialized terminology from the fields of management and law, and learn how to apply complex language structures in professional contexts. The course focuses on developing all core language competencies: speaking, listening, reading, writing, and formal business communication.

Students will practice writing business emails, reports, contracts, and presenting data effectively in a professional setting. Special emphasis is placed on business etiquette in English, negotiation techniques, and argumentation skills—all of which are crucial for building successful relationships with international partners.

Through interactive exercises, meeting simulations, and real-world case analysis, students will boost their confidence in English communication.

The skills gained in this course will enable students to communicate confidently and professionally in international business settings, collaborate with foreign companies, and gain a competitive edge in the global job market.

### Business German – 6 ECTS

In today's global business environment, proficiency in German is a valuable asset, opening doors to the German-speaking markets, which represent some of the strongest economies in Europe. The *Business German* course enables students to develop essential language skills for effective business communication and to understand specialized terminology in the fields of management and law. Students will acquire vocabulary and phrases necessary for everyday business scenarios, including human resources processes, conflict resolution, company formation, product and service presentations, business meetings, and negotiations.

The course also introduces students to the fundamentals of business correspondence, such as writing formal letters, offers, orders, and other key business documents.

Emphasis is placed on the practical use of language, with students gaining confidence in German through simulated business meetings, negotiations, and presentations. In addition, students will

explore the cultural aspects of business communication in German-speaking countries and learn how to integrate successfully into international business environments.

The skills gained in this course will significantly enhance employability and provide a competitive advantage, especially for those seeking careers with companies operating in German-speaking markets.

### **Entrepreneurship – 6 ECTS**

*Entrepreneurship* is a driving force behind innovation, economic growth, and the creation of new business opportunities. This course provides students with a comprehensive overview of the key stages of developing an entrepreneurial idea, from initial concept to the successful management of a business.

Students will explore the core traits of successful entrepreneurs, the process of identifying business opportunities, and methods for developing innovative business models. The course covers market analysis, risk management, and the importance of intellectual property in protecting innovation. Special emphasis is placed on the lean startup methodology, which enables rapid adaptation to market demands and optimization of business strategies.

Students will also examine the legal aspects of starting and managing a business, as well as topics such as sustainable entrepreneurship and corporate social responsibility.

Through practical tasks and real-world case studies, students will develop the ability to think strategically, create business plans, and lead entrepreneurial projects effectively.

Whether your goal is to become an entrepreneur, manager, or business consultant, the knowledge gained in this course will empower you to confidently manage a company and recognize and seize new market opportunities.

### **Real Estate Law – 6 ECTS**

*Real estate* is one of the most valuable and significant sectors in business, making the understanding of the legal rules governing the sale, purchase, lease, and management of real property essential. The *Real Estate Law* course provides students with an in-depth understanding of the legal framework of the real estate market and equips them with the knowledge necessary for successful operation in this field.

Students will become familiar with key legal concepts such as property and contractual relations, the Land Register, housing law, and the tax aspects of real estate transactions. You will learn to draft and analyze real estate contracts, understand the legal procedures related to property transfers, and identify potential risks in real estate dealings.

The course also covers real estate brokerage, property marketing, and case law, which plays a key role in shaping business practices in the sector.

Through solving practical cases, students will develop skills in legal analysis, strategic thinking, and client advisory services in real estate transactions.

The knowledge gained is essential for anyone pursuing a career in real estate law, property investment, real estate management, or brokerage.

### **Internet Law – 6 ECTS**

In the era of digitalization, e-commerce, and social media, *Internet Law* is one of the fastest-evolving areas of law. This course provides students with essential insight into the key legal aspects of the digital world, including topics that affect business operations, data protection, intellectual property, and freedom of expression online.

Students will explore the legal framework governing online contract formation, software licensing, copyright protection, and the legal limits of online advertising. You will gain an understanding of how

freedom of expression intersects with the regulation of hate speech, and become familiar with current data protection regulations, including the General Data Protection Regulation (GDPR). The course includes analysis of case law from the Court of Justice of the European Union (CJEU), which plays a central role in shaping the legal framework of the digital world. Emphasis is placed on the practical application of legislation, resolving legal challenges in digital business, and understanding global trends in internet law. Through case studies, students will develop the ability to perform legal analysis, assess regulatory risks, and formulate strategies for legally compliant online operations. The knowledge gained in this course is essential for careers in e-business, digital marketing, legal consulting, or technological innovation. The internet is no longer the future—it is the present—and understanding its legal dimensions is the key to success in the digital economy.

### **Company and Business Law – 6 ECTS**

How do companies operate from a legal perspective? How does the legal framework influence the establishment, operation, and restructuring of business entities? The *Company and Business Law* course offers students a comprehensive overview of the key legal institutions that shape the business environment and ensure legal certainty for companies and their owners. Students will explore various legal forms of business entities and their characteristics, including rules on corporate governance, liability of management bodies, and the legal aspects of corporate restructuring such as mergers, divisions, and asset transfers. The course also addresses insolvency procedures and the legal mechanisms available to protect the interests of companies and their stakeholders in times of financial distress. Special emphasis is placed on commercial contracts, the cornerstone of business operations—ranging from collaboration agreements and franchise contracts to complex investment agreements. Through the analysis of practical examples, students will develop skills in legal analysis, understanding business risks, and formulating strategies for legally secure operations. The knowledge acquired in this course is essential for those pursuing careers as in-house legal advisors, executives, entrepreneurs, or regulators, providing them with a solid understanding of the legal foundations of the business world and enabling strategic decision-making in a corporate context.

### **Project Management – 6 ECTS**

Every successful project is the result of careful planning, effective leadership, and adaptability in overcoming challenges. The *Project Management* course offers students an in-depth understanding of modern methods and approaches essential for achieving business and development goals through well-executed projects. Students will explore the entire project lifecycle—from initial planning and organization to implementation, monitoring, and closure. You will learn how to define project objectives, build project teams, assess risks, and optimize time and resources for maximum efficiency. The course emphasizes both traditional (waterfall) and agile methodologies, along with the use of project planning and control tools. Through hands-on assignments, team-based work, and simulations, students will develop skills in strategic decision-making, problem-solving, and effective communication within a project environment. You will also gain insight into stakeholder analysis and financial and time optimization strategies. The knowledge gained in this course is highly applicable to work in business, public administration, start-ups, and corporations, enabling students to manage projects comprehensively and increase their competitiveness in the job market.

Project management is a skill for the future—master it and become an essential member of any successful project team.

### **Fundamentals of Tax Law – 6 ECTS**

Taxes are an integral part of every business and individual's financial reality, making the understanding of the tax system essential for both financial success and legal compliance. The *Fundamentals of Tax Law* course provides students with a comprehensive overview of the core tax concepts, legislation, and procedures governing taxation in Slovenia and the international environment.

Students will explore various types of taxes, including personal income tax, corporate income tax, value-added tax (VAT), as well as special taxes and contributions. You will learn to distinguish between the tax obligations of individuals and legal entities, and to analyze the impact of taxation on business operations.

The course also covers tax procedures, the duties of taxpayers, tax inspections, and legal avenues for tax optimization. Special attention is given to identifying tax risks, understanding lawful strategies for reducing tax burdens, and ensuring compliance within a business setting.

Through case studies and practical analysis, students will develop the ability to evaluate taxation issues critically and align tax planning with strategic business objectives. Additionally, the course introduces the basics of international tax law, which is increasingly important for cross-border transactions and investment planning.

The knowledge acquired is indispensable for anyone pursuing a career in finance, accounting, entrepreneurship, or legal consulting, as it enables secure and strategically sound management of tax obligations.

In a world where taxes are a constant in every business process, understanding tax law is truly a key to success.

### **Intellectual Property Law – 6 ECTS**

In a world driven by innovation, creativity, and digitalization, protecting intellectual property is essential for the success of individuals and businesses alike. The *Intellectual Property Law* course provides students with a comprehensive overview of the legal mechanisms that protect copyright, trademarks, patents, designs, and other forms of intellectual property (IP).

Students will become familiar with the core concepts of copyright and industrial property law and learn how to properly protect innovations, artistic works, and brands. The course explores the role of patents in technological development, the legal procedures for registration, and the protection of trade secrets and geographical indications.

Emphasis is placed on the practical application of IP law, including case law and international regulations such as EU Directives and WIPO conventions (World Intellectual Property Organization).

Through the analysis of real-life cases and legal dispute simulations, students will develop skills in legal analysis, advisory practices, and IP protection in business contexts. You will learn how to prevent infringements and effectively enforce IP rights in the digital age, where copyrights and patents often face significant challenges.

The knowledge gained in this course is essential for those pursuing careers in entrepreneurship, technology, the creative industries, or legal consultancy.

Intellectual property is power—learn how to protect and manage it as a strategic business asset.

### **Business Risk Management – 6 ECTS**

In today's fast-changing business environment, risks are inevitable—but what matters most is how companies manage them. The *Business Risk Management* course offers students an in-depth

understanding of the various types of risks organizations face and the strategies for effectively mitigating them.

Students will explore financial, operational, market, and legal risks, learning to identify risk factors and develop preventive and corrective measures to minimize their negative impact. Special emphasis is placed on data analysis and the use of advanced risk forecasting methods, including Big Data & Analytics, to support better strategic decision-making and portfolio management.

The course also covers the regulatory aspects of risk management, including compliance, financial market regulations, and international standards such as ISO 31000.

Through practical assignments and real-world case analyses, students will build skills in crisis response, designing resilience strategies, and adapting business models in uncertain conditions.

The knowledge gained in this course is essential for careers in finance, insurance, entrepreneurship, consulting, or corporate management, enabling a comprehensive approach to risk management and the ability to make well-informed business decisions.

Take smart risks—learn to manage uncertainty and turn risk into opportunity.

### **Business Growth Management – 6 ECTS**

Every successful company eventually faces the challenge of growth—how to plan for it, manage it, and transform it into a competitive advantage. The *Business Growth Management* course provides students with practical tools and strategic approaches to ensure sustainable growth and effectively adapt to dynamic market conditions.

Students will explore the key strategic pillars of business growth, including market expansion, innovation, sales optimization, and digital transformation. You will learn how to use data platforms to analyze market opportunities, assess the creditworthiness of potential partners, and identify the most promising customers and suppliers.

The course emphasizes managerial decision-making, focusing on how to plan growth, manage risks, and make informed decisions regarding business expansion.

Through case studies and practical assignments, students will develop the ability to evaluate business opportunities and design sustainable growth models.

The skills acquired in this course are essential for anyone aiming to become an entrepreneur, manager, or business strategy consultant.

### **Sports Management and Marketing – 6 ECTS**

*Sport* is more than competition—it's a global industry that demands strategic leadership and effective marketing. The *Sports Management and Marketing* course offers students a comprehensive understanding of business strategies that support the successful management of sports organizations, events, and the careers of elite athletes.

Students will explore trends in sports marketing, including digital platforms, sponsorships, donor relations, and brand building in the sports sector. You will learn how to develop effective marketing strategies for sports organizations, events, and individuals, as well as how to manage sponsorship agreements and understand legal aspects in sports.

Special focus is placed on sports marketing planning, performance measurement of campaigns, and analyzing consumer behavior in sports.

Through real-world projects and case studies, students will develop skills in strategic thinking, effective communication, and sports organization leadership. The course also includes fieldwork and participation in international sports events, offering a unique first-hand experience.

The knowledge gained is essential for those pursuing careers in sports management, sports marketing, or event organization. If you want to be part of the sports world not just as a fan, but as a professional, this course is your opportunity.