Management and Business Economics

The course introduces the essentials of management as they apply within the contemporary work environment and gives a conceptual understanding of the role of management in the decision making process. Particular attention is paid to management theories: principles of management, marketing management, quality management, production and project management. For problem formulation, both the managerial interpretation and the mathematical techniques are applied. Budapest University of Technology and Economics Faculty of Economic and Social Sciences Course Syllabus and Requirements Management and Business Economics 2. Course code Semester Hours per week (Theory/Practice) ECTS credits Language of Instruction Level (BSc/BA/MSc/MA) BMEGT20A001 fall/spring 4/0 4 Hungarian BSc/BA 3. Course supervisor (name, title, department): János Kövesi, dr. Habil, Professor, Department of Management and Business Economics 4. Lecturers: Name: Position: Department/Institute/availability(Room, e-mail address): Szilvia Bíró-Szigeti, PhD Associate Professor Dept. of Management and Business Economics, QB305, szigetisz@mvt.bme.hu János Kövesi Professor Depts. of Management and Business Economics, QA315, kovesi@mvt.bme.hu Noémi Kalló, PhD Associate Professor Dept. of Management and Business Economics, QA308, kallo@mvt.bme.hu Tibor Szabó, PhD Assistant Professor Dept. of Management and Business Economics, QA317, tiborszabo@mvt.bme.hu 5. Preliminary knowledge required: Basic concept of companies and their operation. 6. Academic prerequisites: - 7. Objectives and description of the course: The course introduces the essentials of management as they apply within the contemporary work environment and gives a conceptual understanding of the role of management in the decision making process. Particular attention is paid to management theories: principles of management, marketing management, quality management, production and project management. For problem formulation, both the managerial interpretation and the mathematical techniques are applied. 8. Teaching methods: Lectures. 9. Requirements and assessment: 4 midterm exams have to be taken during the semester. The grade will be determined by the sum of the midterm exams (4x25=100 %), there are no minimum requirements for the individual exams. 10. Exams, make-up duties and make-up exams: Maximum 3 of the 4 midterm exams can be repeated or make up at the end of the semester. There are no final make-up exams in this course. 11. Office hours: By making appointment with the lecturers. 12. Course material, compulsory and recommended readings: Materials provided by the lecturers: www.mvt.bme.hu/segedanyagok 13. Workload and detailed class schedule: Topics to be discussed, readings required for the class, other assignments Week 1 Marketing management: Creating Customer Value and Engagement Week 2 Consumer behaviour, Analyzing the Marketing Environment Week 3 Market research, Product and brand management Week 4 Service management, Promotion management Week 5 Communication management, Online marketing Week 6 Quality management: Principles of quality management, the brief history of quality management systems Week 7 Overview of quality assurance systems based on ISO 9001:2000 Quality Management System. Week 8 Overview of quality assurance systems based on Total Quality Management System. Week 9 Production-economics: production systems, manufacturing models, product-process matrix. Week 10 Inventories, inventory control systems, costs of carrying stocks Week 11 Principles of management: Resources of a firm, firm as an organization. Week 12 Functions of managerial processes Week 13 Corporates strategies, Team work, communication in an organization. Week 14 Repeat of midterms

Learning outcomes: After completing the course, the students will be able to understand the role of marketing in an organization. Students will become familiar with marketing tasks, tools and strategies. Through practical work students will be able to elaborate certain marketing topics using the knowledge acquired during lectures. Content: Introduction to marketing. Creating customer value. Analyzing the marketing environment. Company and marketing strategy. Marketing information and customer insights. Market segmentation and targeting. Positioning. Creating competitive advantage. Consumer markets and buyer behavior. Business markets and business buyer behavior. Products and services. New product development. Designing pricing strategies. Marketing channels. Integrated marketing communication. Budapest University of Technology and Economics Faculty of
### Project Management

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<th>Subject code</th>
<th>Subject name</th>
<th>Requirement</th>
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<tbody>
<tr>
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The aim of the course is to introduce project management definitions and methods. The course places great emphasis on awareness of the software solutions. Projects are interpreted as organizational and management tools and as techniques for individual production processes and services.

### Production Organisation

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<tbody>
<tr>
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<td>Production Organisation</td>
<td>Exam</td>
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</table>

The course introduces the basic operating mechanisms of manufacturing and service processes. It focuses both on the design of production and service systems and on the methods of efficient operation. Besides providing detailed overview of the conventional push material flow methods (MRP), the modern pull flow systems (JIT, TOC) are introduced as well. The objective of the course is to understand the advantages and disadvantages of the different production types taking into consideration the nature of the product, the market and economic conditions.

### Quality Management

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<tbody>
<tr>
<td>BMEGT20MN03</td>
<td>Quality Management</td>
<td>Exam</td>
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https://edu.gtk.bme.hu/ During the semester students get acquainted with the most important issues and methods of the improvement of quality management systems. They are provided with an overview of the most common quality philosophies applied for the improvement of quality in the productive and service industry. We elaborate the application and requirements of self-evaluation models and their roles in total quality management philosophy. Another objective is to improve the skills of students regarding the application of quality management tools and techniques.

### Strategic Management

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<td>Mid-semester mark</td>
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</table>

This course gives you the core concepts, frameworks, and techniques of strategic management, which will allow you to understand what managers must do to make an organization to achieve superior performance. Various components of strategic management, such as tools of strategy analysis, sources of competitive advantage, strategies in different industry contents and the fundamentals of corporate strategy are to be discussed throughout.
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<tbody>
<tr>
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**Course type** | **Course code** | **Course language** | **Timetable information** |
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<td>THU:11:15-14:00(QA407)</td>
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After the course, based on basic marketing knowledge, students get familiar with the characteristics of service marketing. Content: characteristics of services, service quality, buyer behaviour of services, marketing strategies for services, marketing tools of services (7Ps: product, price, place, promotion, people, process, and physical evidence), capacity management, yield management, service recovery.

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<td>Logistics and Supply Chain Management</td>
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**Course type** | **Course code** | **Course language** | **Timetable information** |
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<tr>
<td>Practice</td>
<td>GEN04GT</td>
<td>English</td>
<td>THU:11:15-14:00(QA407)</td>
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The course introduces the concept of supply chain management and its three main areas: distribution logistics, production logistics, and procurement logistics. It provides an overview of facility location and layout planning problems. As the main objective of supply chains is meeting the demand, a particular attention is paid to transport and distribution problems. Moreover, such approaches of modern production logistics are provided like JIT production and lean management.

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<td>BMEGT20MN11</td>
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<td>English</td>
<td>THU:11:15-14:00(QA407)</td>
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The basic concepts of technology managementLife cycle theories of technologies and factoriesThe new technology and the organizationThe new technology and the society: technology assessmentManaging new product developmentManaging product innovationIntroducing new process technologiesAuditing methods of technology managementInformation technology managementThe basics of strategic management of technologyTechnology portfolio analysisTechnology roadmappingManaging technological demands and project portfoliosManaging core competencies.

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<tr>
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**Course type** | **Course code** | **Course language** | **Timetable information** |
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<td>GEN07GT</td>
<td>English</td>
<td>THU:11:15-14:00(QA407)</td>
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The course illustrates and explains the operational decisions and their analysis in production and service systems through case studies. It develops individual problem formulating, modelling and solving abilities. Using up-to-date tools (e.g mathematical programming for resource allocation, simulation for queuing models), complex production and operations management decisions are analysed and supported. Through the tasks of a management simulation of a manufacturing company, the students can develop group decision abilities and can use their theoretical knowledge in practice as well.

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**Course type** | **Course code** | **Course language** | **Timetable information** |
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<td>English</td>
<td>THU:11:15-14:00(QA407)</td>
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The issues of reliability management play an important role in engineering, technology management and have great impact on financial questions. During the course we introduce such financial and reliability methods which are connected with the construction and the operation of processes and products.

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<td>English</td>
<td>THU:11:15-14:00(QA407)</td>
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Objectives and description of the course: The aim is to allow students to understand today’s economic environment. After having finished the course, students should understand the key concepts of microeconomics (e.g. opportunity cost, supply and demand, market equilibrium, prices, cost functions, profit, competition and monopoly), master a basic set of tools of economic analysis and demonstrate the ability to apply them to simple practical problems. This course is primarily designed as an introduction to microeconomic theory for undergraduate students pursuing a bachelor’s degree in engineering. Both the course and the recommended textbook are accessible to students without a strong math background. Integral calculus is not used and the most important ideas are also demonstrated in graphs.


Objectives and description of the course: Recently the education in different fields of engineering does not contain only the traditional topics of technology, but also elements from economic sciences. Thus engineers will be engaged
to understand economic consequences of their decisions. The aim of the present subject is to give an introduction into this field based on empirical investigations as well as on theoretical approaches. After a short introduction it will be shown how basic categories could be used to describe the situation being under consideration. It follows the detailed investigation of the special relationship between technology and costs, again based on empirics and on traditional models. The next block contains questions dealing with the economic consequences of technological decisions, e.g. exhausting of natural resources, transport problem, environmental decisions, choosing production places, etc. Finally, problems of market structure (free competition, monopoly, monopolistic competition, oligopoly, etc.) caused by technology will be analyzed.

This course is about different theoretical approaches to the organization and institutions of a market economy. The course is to get students acquainted with the most recent theories of different market structures and to their potential applications to practical problems related to market strategy and market regulation. After having finished the course, students should understand the key concepts of monopolistic and oligopolistic markets, the ways companies play their strategic games under different market conditions and the role a government can and should play in correcting market failures.

The topics covered give an introduction to core concepts and connect recent contributions that explore contemporary functions, new functional and psychological relations of living in built environment, and what are the cognitive and psychological effects of living in built environment.

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The course offers an introduction to the most important topics, problems and methods of the philosophical discourses that focus on art, architecture and urban design. We will examine the theoretical issues of essence, function, space, place, aesthetic value, beauty and relations between power and architecture, how social life changes in built environment, and what are the cognitive and psychological effects of living in built environment.

The undergraduate course offers a basic introduction to the everyday issues and scientific use of arguments with an introduction to formal and informal methods of analysing arguments. It examines case studies taken from realistic scenarios and surveys a variety of topics from standard logic, argumentation and critical thinking. The course discusses issues from the point of view of economics, spatial, and psychological relations of living in built environment, and what are the cognitive and psychological effects of living in built environment.

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<tr>
<td>BMEGT418959</td>
<td>Logic and Argumentation</td>
<td>Mid-semester mark</td>
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### History of Science

**Definitions**

This course introduces students to the history of economic thought. It does not present the major theoretical traditions as milestones of a single scholarly endeavor, but as an ambiguous cumulation of socially embedded theoreticians and theories. The course does not develop an abstract (internalist) disciplinary history, but offers a glimpse into multiple down-to-earth (externalist) histories. The ideas, engagements, desires, hopes and fears of great thinkers offer a thick social layer which might provide a better understanding of their theories. Being more concerned about how these theoreticians perceived their own theories than how others interpreted them later helps to avoid anachronistic accounts. By emphasizing the historical context and the interpretative flexibility of economic ideas, this course aims to develop social and cultural sensitivity in how one handles economic and social theories.

### Timetable information

**Course type** | **Course code** | **Course language** | **Timetable information**
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Lecture | EEN01BM | English | MON:14:15-16:00(E201)

The presentation techniques part of the course is designed to give the students some insights into useful presentation techniques that can be used throughout their academic and non-academic career. In the art of negotiations segment of the curriculum we help students to become self-aware and successful negotiators. The basic theoretical foundations of the art of negotiations are also covered (BATNA, competitive arousal etc.).

### Social Animal: Human Being and Society

**Course type** | **Course code** | **Course language** | **Timetable information**
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Lecture | EEN01BM | English | MON:10:15-12:00(E1A)

The purpose of this course is to help students recognise and analyse ethical problems, risks and conflicts (recognition and understanding), make the right decision in morally delicate situations (decision) and become committed to the performance of the right action (action). The objective of this course is to make students able to act in a morally reflective and correct way and to prepare them to understand, evaluate and handle ethical problems apparent on the field of engineering. Main theoretical objectives: acquiring new factual knowledge, new perspectives on evaluation and new behavioural skills. Main practical objectives: becoming able to analyse and solve complex decision problems with particular attention to their ethical dimension.*

### Ethics for Engineers

**Course type** | **Course code** | **Course language** | **Timetable information**
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Lecture | EEN01BM | English | MON:10:15-12:00(E205)

The course does not develop an abstract (internalist) disciplinary history, but offers a glimpse into multiple down-to-earth (externalist) histories. The ideas, engagements, desires, hopes and fears of great thinkers offer a thick social layer which might provide a better understanding of their theories. Being more concerned about how these theoreticians perceived their own theories than how others interpreted them later helps to avoid anachronistic accounts. By emphasizing the historical context and the interpretative flexibility of economic ideas, this course aims to develop social and cultural sensitivity in how one handles economic and social theories.
Epistemology, especially naturalized epistemology and the neuroscience of epistemology witnessed exceptional measures of development in the last decade. This lecture introduces students to the basic issues of epistemology in order to make them understand the deeper levels of debates on the field. Accordingly the teaching material covers the problem of justification, especially the different sources of knowledge and their cognitive grounds. Further topics, such as the problem of extended minds, the knowledge of mixed systems such as computer-human cooperation, group knowledge and the knowledge attribution to agents in dynamic game-theoretical models are discussed in order to provide an insight to the most recent topics in epistemology. The course teaches students to write a paper in English eligible for later publication and also provides an introduction to the main questions of recent epistemological disputes relevant to the traditional problems of philosophy of mind, cognition and science.

The aim of the course is to provide a sophisticated conceptual framework and perspective for understanding technology’s most important sociological and philosophical problems. The course’s main focus is on technology’s development and its risks and possibilities. The relationship between science and technology is also discussed. Presentation of the specifics of technological knowledge, expertise, and tacit knowledge allows students to better understand their own professional body of knowledge that they are in the process of acquiring. These topics are supported with case studies. Cases from the history of natural science illuminate the general questions of underdetermination. Medical case studies illustrate the theoretical and ethical problems of experiment design. Technological case studies provide information about technological evolution, the process of technological closure, and the problems of risk assessment.

Monetary valuation of natural capital and the concept of sustainable development (weak and strong sustainability). The necessity to valuate natural resources: the problem of public goods and free goods, discounting (social discount rate) and externalities. The areas of application and methodological basics of environmental valuation. The concept and elements of Total Economic Value. A detailed overview of the methods of environmental valuation: cost-based methods, productivity approach, revealed preference methods (hedonic pricing and travel cost method), stated preference or hypothetical methods and benefit transfer. An introduction to risk management: definition and approaches of risk, corporate risk management techniques, corporate social responsibility. Cost-benefit and cost-effectiveness analysis, case studies.

The course unit aims to achieve two main goals. Firstly, to teach students the economic theory governing the efficient allocation of environmental and natural resources, based on their scarcity and renewability. Secondly, to offer an insight into the practical use-related questions of the various types of environmental and natural resources, with an overview of best practices currently available.
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<td>BMEGT42V101</td>
<td>BME International Climate Change Role-Play</td>
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<td>EEN01ER</td>
<td>English</td>
<td>TUE:16:15-18:00</td>
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This course will give students an introduction to sociology by discussing a subject that concerns all of us: the global financial crisis and the ensuing Great Recession (or Slump) whose dire consequences continue to affect the world economy to this day. The objective is to equip students with the tools required to make sense of this crisis in its complexity. A further consideration, specific to engineering and economics students is that a sociological study of the Great Recession provides valuable insights into the social determinants of innovations, most prominently technological and financial. Learning about these issues will also help them develop a basic understanding of late capitalism. They will find that the major subjects in sociology like power, cultural values, violence, symbolic goods, anomie, collective action, etc. touch upon things that profoundly impact our lives without us being aware of their implications. The craft of sociology is to depart from conventional notions by asking hard questions about these things using the methods of rational inquiry.

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<td>BMEGT43A044</td>
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The course aims at giving an insight for the students into the nature of major social phenomena by demonstrating their main characteristics and their key interpretations in social sciences through the standard as well as the most up-to-date frameworks, methods and results with a clear and distinct focus on urbanisation and urban affairs. Major themes discussed during the course are Modernisation, Society and People, The Social Perspective, The Foundation and Construction of the Society, Social Stratification, Economy and Society, Community and identity, Social Institutions, Transformations of the Society, Globalisation, Urbanisation and Society, Metropolis and urban changes, Urban space and place.

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<td>Lecture</td>
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<td>English</td>
<td>TUE:08:15-10:00</td>
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The course aims to have a look behind the scenes of the colorful and glamorous world of fashion and advertising. What we see at first glance is a huge industry where millions of professionals are pushing the machinery to play upon our instincts. We shall study the methods, reviewing the role of public relations, sales promotion, the role of the brands, and the templates and stereotypes used in the different media. The vast amount of knowledge piled up by behavioral sciences will help us answer the question why our basic instincts to imitate can be used and abused. Why is it that we are ready to spend billions on shampoo, new clothes, junk food, gadgets ... etc. hoping to buy identity. We will also reveal that the very nature of the social animal - the group - plays an even more decisive role in our preferences and purchases introducing a variety of approaches from the basic theories of fashion (trickle down, cascade, herd behavior) to network theories. /* Style Definitions */ table.MsoNormalTable {mso-style-name:"Normál táblázat"; mso-style-rowband-size:0; mso-style-colband-size:0; mso-style-noshow:yes; mso-style-priority:99; mso-style-parent:""; mso-padding-alt:0cm 5.4pt 0cm 5.4pt; mso-para-margin:0cm; mso-para-margin-bottom:.0001pt; mso-pagination:widow-orphan; font-size:10.0pt; font-family:"Times New Roman",serif;}

The aim of the course: Characteristics of the Anglo-Saxon and continental systems of business law. The development of the system of the Hungarian business law. Basic legal institutions of the state to manage the economics. Organisations and enterprises as the subjects of law: conceptional questions. International models of company law. The development of the Hungarian company law. General rules of the Hungarian Company Act. Internal organisation of companies. The law of company registration, the registration proceedings and the company registry. Companies with a partnership profile. Companies limited by shares. Concept and types of securities. Competition law. EU directives and regulations on companies and competition: their execution in the Hungarian law.