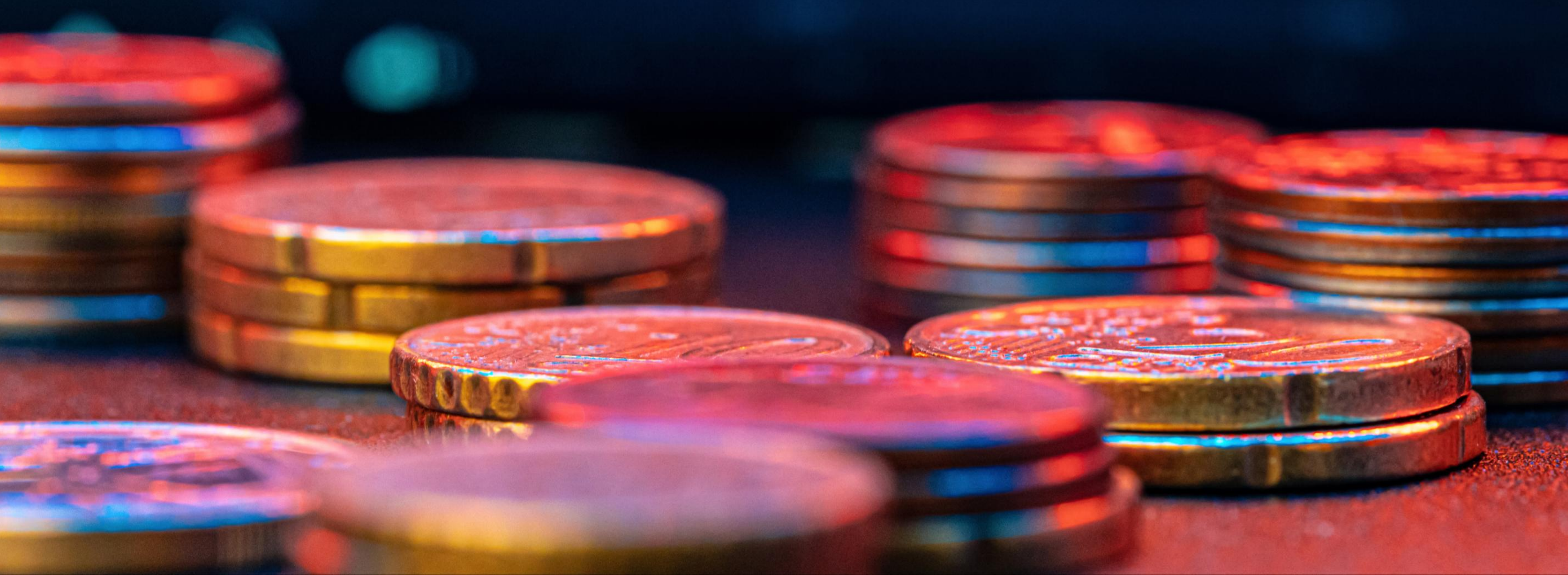
VILNIUS UNIVERSITY
BUSINESS SCHOOL

BUSINESS AND FINANCE PROGRAM CURRICULUM



HARD SKILLS

Semester

Semester	
1	Foundations of Finance Business Analysis Methods
2	Economics
3	Fundamentals of Accounting
4	Financial Risk Analysis
5	Business Research and Digital Solutions
6	Finance and Investment Management
7	Bachelor's Thesis/ Project-Based Final Thesis/ Challenge-Based Learning Project

SOFT SKILLS

Semester

Semester	
1	Entrepreneurship Competencies
2	Entrepreneurship
3	Business Law and Control
4	Strategic Development
5	Management
6	Business Communication
7	Professional Internship

Integrated Business Challenge

“Hard skills” and knowledge refer to modules that provide fundamental, historically and scientifically grounded knowledge and clearly defined skills essential for starting, managing, developing, and expanding a business.

These skills focus **on goal-oriented, rational, and empirically-based** application of knowledge to solve businessrelated tasks. By studying this type of content, students are prepared for specific tasks or activities that require precise knowledge application and analytical thinking.

“Soft skills” and knowledge include interpersonal, communication, creative, and emotional intelligencebased abilities that often **do not have clear-cut answers** and are developed through **practice, reflection, and behavioral experience.**

Studying such modules strengthens students’ ability to work in teams, communicate with various stakeholder groups, adapt to change, resolve conflicts, and lead effectively.

Why is balance important?

By integrating **“hard”** and **“soft”** skills into a unified study program:

Students develop **complex, holistic competencies** — not only knowing what to do, but also how to implement it effectively with people.

Graduates become more **competitive** in the job market, as they are **capable of analyzing data**, **working in teams**, and **presenting ideas to an audience**.

Better preparation for **workplace dynamics**, where theoretical knowledge and human-centered skills work in synergy— especially in leadership, consulting, or startup environments.

Semester - 1

Foundations of Finance (10 ECTS)

Financial Theory
Corporate Finance

Gain “Hard skils“

Foundations of Finance integrate Financial Theory and Corporate Finance.

Financial Theory develops students’ abilities to understand the financial system and the processes occurring within it, the main financial concepts, and the terminology used to describe and explain financial phenomena.

Corporate Finance builds theoretical and practical skills in corporate financial management, enabling students to successfully plan, organize, analyze, and evaluate a company’s financial activities.

Entrepreneurship Competences (10 ECTS)

Entrepreneurship and Learning Competences
Introduction to Challenge-Based Learning (CBL)
Business Foreign and Academic Language

Gain “Soft Skills”

The study of Entrepreneurship Competences helps students acquire the knowledge and skills necessary to become effective and successful entrepreneurs and to contribute meaningfully to economic growth and societal well-being.

Learning competences teach how to learn effectively in various contexts.

Mastering Challenge-Based Learning (CBL) is a valuable approach to education that helps develop a range of important skills, including critical thinking, collaboration and teamwork, independence and self-motivation, and the ability to apply knowledge in practice.

Learning and using a business foreign language enables more effective communication with others, smoother access to new markets, broader business opportunities, and improved problem-solving skills—all of which are valuable in the business world.

Academic language refers to the language used in academic settings such as universities and research institutions when preparing written assignments—projects, final papers, and theses. It supports effective communication, critical thinking, and successful performance in academic environments.

Business Analysis Methods (10 ECTS)

Business Statistics
Business Mathematics
Digital Finance

Gain "Hard Skills"

Business Analysis Methods integrate knowledge and skills from Business Statistics, Business Mathematics, and Digital Finance.

The Business Statistics component introduces students to the main statistical methods of data collection, presentation, and analysis, as well as to applied statistical methodology based on probabilistic calculations. It develops students' ability to apply statistics in the business decision-making process.

The Business Mathematics component familiarizes students with essential concepts and techniques of matrix algebra and mathematical analysis, teaching them to apply mathematical knowledge to the analysis and solution of various business and economic problems.

The Digital Finance component provides knowledge and skills related to the application of information technologies, developing competencies in using Excel and the Power BI business analytics platform. These tools are applied to solving tasks and problems related to both finance and business in general.

Semester - 2

Entrepreneurship (10 ECTS)

Entrepreneurship
Corporate Social Responsibility
Business Challenge (Project)

Gain "Soft Skills"

CBL Project

The Entrepreneurship module develops students' entrepreneurial mindset and skills, as well as their understanding of business social responsibility, ethics, and sustainability. At the same time, students enhance their practical abilities by working on a Business Challenge (Project) that involves solving a real-world business problem.

The main aim of the **Entrepreneurship** module is to encourage and develop individual skills necessary for innovative business activities and effective participation in business creation. The study activities are designed so that through lectures, seminars, independent and team work, participants gain knowledge of essential business topics and cultivate personal and professional qualities important for entrepreneurship and business practice—such as creativity, innovativeness, foresight, effective communication, leadership, persuasion, business ethics, and uncertainty management.

Students also develop the ability to respond to market changes and identify opportunities in reaction to technological and social trends. The module integrates **a Challenge-Based Learning (CBL)** project as an essential component of its learning process.

Economics (10 ECTS)

Microeconomics
Macroeconomics

Gain “Hard Skills”

The Economics module combines essential knowledge and skills in microeconomics and macroeconomics.

Microeconomics provides students with a foundation in microeconomic theory, fostering economic thinking, and developing the ability to understand and explain key microeconomic laws and principles. It also enhances students’ analytical and reasoning skills, enabling them to evaluate real economic situations and make rational economic decisions.

Macroeconomics introduces students to macroeconomic concepts and their interrelations, emphasizing the influence of macroeconomic indicators on the business environment. The knowledge acquired in this course forms a basis for further studies and for making informed business decisions.

Individual Studies (10 ECTS)

The student may choose two elective courses (totaling 10 ECTS), each worth 5 ECTS, from the electives offered by Vilnius University Business School or other Vilnius University electives, including university-wide study courses.

VU Business School Elective Courses:

Personal and Employer Image Development (5 ECTS)

Innovation (5 ECTS)

Leadership (5 ECTS)

Psychological Aspects of Personal Financial Decisions (5 ECTS)

FinTech (5 ECTS)

Emerging Markets (5 ECTS)

Semester - 3

Business Law and Control (10 ECTS)

Business Law
Taxes
Audit

Gain "Soft Skills"

The Business Law and Control module includes the study of Business Law, Taxes, and Audit.

The Business Law component aims to introduce students to the general issues of business legal regulation, its main principles, and the legal system. It provides an understanding of the key features of various business law institutions and teaches how to apply and interpret legal acts governing business relations in practice. Students learn to independently find and analyze relevant legal acts and prepare legal documents such as incorporation documents, contracts, or claims.

The Taxes component provides students with theoretical knowledge about the tax system of the Republic of Lithuania and develops practical skills applicable to the calculation and planning of business taxes as well as the assessment of the tax environment.

The Audit component develops competencies essential for business managers. It provides systematic knowledge of audit objectives, organization, and functions, cultivates problem-solving skills related to audit processes, and fosters the ability to evaluate company performance and make appropriate decisions based on audit results.

Foundations of Accounting (10 ECTS)

Accounting
Management Accounting

Gain “Hard Skills”

The Foundations of Accounting module integrates the study of Accounting and Management Accounting.

Accounting provides students with theoretical knowledge of the principles governing the accounting of an enterprise’s (economic entity’s) resources and activities. It also develops practical skills applicable to the processes of forming and presenting financial information about a company.

Management Accounting offers theoretical knowledge about the methods used to account for business assets and liabilities, their impact on financial statement indicators, and the processes of forming information necessary for managerial decision-making. It also develops practical skills in preparing financial and management reports, as well as in interpreting and applying financial information in practice.

Individual Studies (10 ECTS)

The student may choose two elective courses (totaling 10 ECTS), each worth 5 ECTS, from the electives offered by Vilnius University Business School or other Vilnius University electives, including university-wide study courses.

VU Business School Elective Courses:

International Finance and Crises (5 ECTS)

Family Business (5 ECTS)

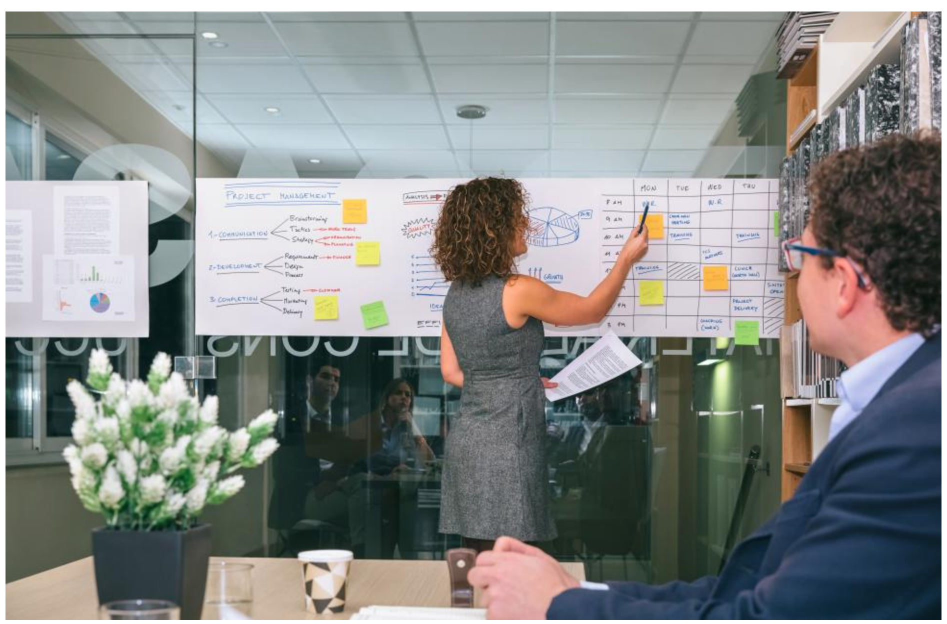
Social Entrepreneurship (5 ECTS)

Service Business (5 ECTS)

Semester - 4

Strategic Development (10 ECTS)
Strategic Management
Project Management

Gain “Soft Skills”



The Strategic Development module develops students’ knowledge and understanding of strategic and project management in companies and organizations. At the same time, students enhance their practical abilities by working on a Business Challenge (Project) that involves solving a real-world business problem.

Strategic Management aims to explain the main concepts, components, principles, models, and functions of strategic management. The course explores both theoretical and practical aspects of management and develops students’ ability to apply these effectively in organizations through methodologies such as business process optimization and business intelligence. It also defines the characteristics of Lithuanian management styles, their strengths and weaknesses in the context of global organizational management and the knowledge economy. Emphasis is placed on the importance of cultural differences and diversity management for effective leadership in companies, helping students identify opportunities for organizational development to enhance business profitability, employee productivity, and the added value generated by innovative ideas.

Project Management provides students with knowledge of classical project management principles and reinforces practical project management skills and competencies through applied learning.

Financial Risk and Analysis (10 ECTS)

Financial Engineering
Risk Management
Business Challenge (Project)

Gain "Hard Skills"

CBL Project

The Financial Risk and Analysis module integrates Financial Engineering and Risk Management.

Financial Engineering introduces students to the theoretical and practical aspects of using derivative financial instruments in corporate financial management. The course familiarizes students with the application of derivatives in managing a company's cash flows, minimizing risk, and optimizing taxation. It provides a detailed examination of derivative financial instruments such as futures, swaps, repurchase, and option agreements, as well as other structured transactions. The module also analyzes and evaluates the practical possibilities of using these instruments in business operations.

Risk Management develops students' understanding of risk control and insurance as one of the most effective methods of managing business risk. Students learn the principles of various types of insurance, the economic criteria of insurance products, and the theoretical foundations of risk management and insurance. They acquire the ability to apply this knowledge to specific insurance-related decisions and gain insight into the financial reporting and investment activities of insurance companies.

The Financial Risk and Analysis module includes an integrated Challenge-Based Learning (CBL) project, where students apply theoretical knowledge to real-world financial and risk management problems.

Individual Studies (10 ECTS)

The student may choose two elective courses (totaling 10 ECTS), each worth 5 ECTS, from the electives offered by Vilnius University Business School or other Vilnius University electives, including university-wide study courses.

VU Business School Elective Courses:

Personal and Employer Image Development (5 ECTS)

Innovation (5 ECTS)

Leadership (5 ECTS)

Psychological Aspects of Personal Financial Decisions (5 ECTS)

FinTech (5 ECTS)

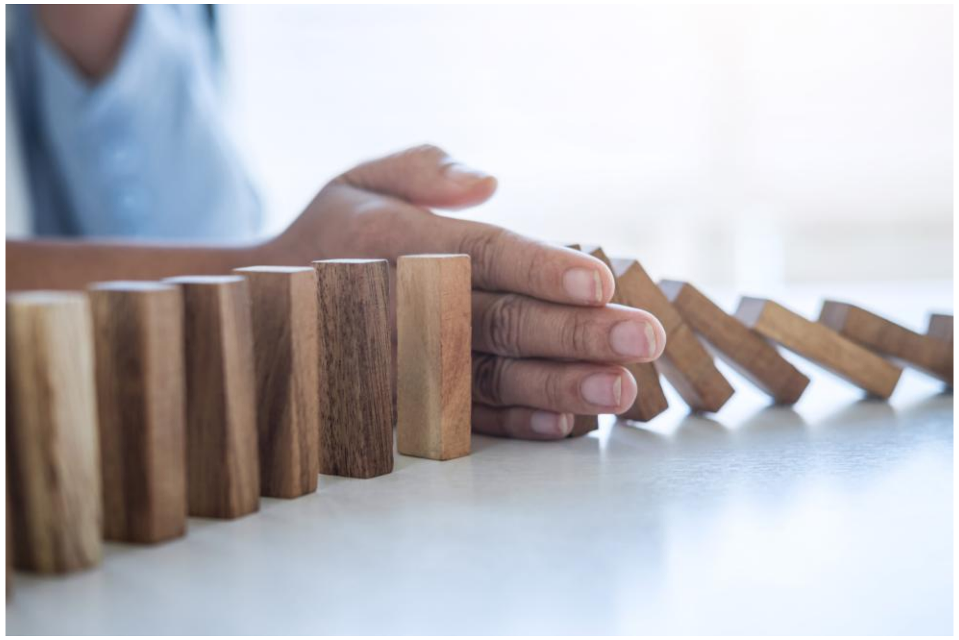
Emerging Markets (5 ECTS)

Semester - 5

Business Research and Digital Solutions (10 ECTS)

Financial Programming
Quantitative and Qualitative Business

Gain "Hard Skills"



The Business Research and Digital Solutions module covers Financial Programming and Quantitative and Qualitative Business Research.

Financial Programming aims to introduce students to the fundamentals of SQL, Python, and R programming languages, enabling them to use these tools for business data analysis.

Quantitative and Qualitative Business Research focuses on methods and models used to analyze and solve economic and business problems. The course teaches students to apply quantitative and qualitative analysis techniques and decision-making models to support rational and data-driven business decisions.

Management (10 ECTS)

Business Management

Human Resource Management

Gain "Soft Skills"

The Management module covers the fundamentals of business and change management, as well as talent and diversity (human resource) management.

Business Management involves understanding management principles and paradigms, and developing the ability to create, plan, and operate a business by applying managerial knowledge and practices.

Human Resource Management focuses on identifying, developing, and retaining top talent within an organization. It includes determining the skills and competencies required to achieve organizational goals, and designing programs and practices for attracting, retaining, and developing the best employees.

Individual Studies (10 ECTS)

The student may choose two elective courses (totaling 10 ECTS), each worth 5 cr, from the electives offered by Vilnius University Business School or other Vilnius University electives, including university-wide study courses.

VU Business School Elective Courses:

International Finance and Crises (5 ECTS)

Family Business (5 ECTS)

Social Entrepreneurship (5 ECTS)

Service Business (5 ECTS)

Semester - 6

Business Communication (10 ECTS)
Art of Negotiation
Crisis Communication
Public Speaking
Marketing

Gain “Soft Skills”

The Business Communication module integrates essential topics in negotiation, crisis communication, public speaking, and marketing.

The Art of Negotiation aims to provide theoretical and practical knowledge of business negotiations and to develop negotiation skills that enable students to independently plan, organize, and conduct negotiations. Students learn to use effective communication, understand the stages of the negotiation process, and make decisions that consider cultural, social, legal, and economic differences. They are encouraged to base their actions on ethical principles and to critically evaluate achieved agreements. The course also develops persuasion, presentation, and stress management skills relevant to negotiation contexts.

Crisis Communication focuses on how to effectively implement and communicate organizational changes, how to communicate during crisis situations, and what actions to take to manage and minimize negative consequences for the business. Students learn to anticipate reactions, manage responses, and maintain organizational reputation under pressure.

Public Speaking helps students develop confident and persuasive public speaking skills essential for professional and leadership roles.

Marketing provides students with both theoretical and practical knowledge that enables them to understand marketing principles and their evolution. The course highlights the importance, interaction, and practical application of different components of marketing across various business areas.

Financial and Investment Management (10 ECTS)

Financial Management
Investment Management
Business Challenge (Project)

Gain “Hard Skills”

CBL Project

The Financial and Investment Management module develops students’ knowledge and understanding of finance and investment management. At the same time, students enhance their practical skills by working on a *Business Challenge (Project)* that involves solving a real-world business problem.

Financial Management builds theoretical and practical competencies that enable students to plan, organize, analyze, and evaluate a company’s (or business’s) financial performance and its development projects. The course focuses on effective financial planning, control, and analysis for business decision-making and growth.

Investment Management provides students with theoretical knowledge and practical skills to understand fundamental investment principles, select optimal investment strategies, and evaluate investment performance using appropriate analytical methodologies.

The Financial and Investment Management module includes an integrated *Problem-Based Learning (PBL) project*, which allows students to apply theoretical knowledge to real financial and investment management challenges.

Individual Studies (10 ECTS)

The student may choose two elective courses (totaling 10 ECTS), each worth 5 ECTS, from the electives offered by Vilnius University Business School or other Vilnius University electives, including university-wide study courses.

VU Business School Elective Courses:

Personal and Employer Image Development (5 ECTS)

Innovation (5 ECTS)

Leadership (5 ECTS)

Psychological Aspects of Personal Financial Decisions (5 ECTS)

FinTech (5 ECTS)

Emerging Markets (5 ECTS)

Semester - 7

Professional Internship (15 ECTS)

Gain “Soft Skills”

Professional internships are an important way for students to gain practical experience and build their professional skills and networks. They can also provide valuable insights into different industries and career paths, and can help individuals to determine if a particular field or profession is a good fit for them. Professional internships can also help to build resumes and provide a competitive edge in the job market.

Bachelor’s / Final Project / CBL Project (15 ECTS)

Gain “Hard Skills”

CBL Project

The Bachelor's Thesis is an important part of a bachelor's degree program, as it allows students to apply the knowledge and skills they have gained during their studies to a specific topic of interest. It is also an opportunity for students to demonstrate their ability to conduct original research and to present their findings in a professional and scholarly manner. The bachelor's thesis is evaluated by a panel of experts, and the student's performance on the thesis is a key factor in determining the level of achievement of the degree programme outcomes.

**The modules can change according to the Study program committee‘s decision. Some modules can be organized in English and/or online.