

Study Guide
Academic Year
2026-2027

HELLENIC OPEN UNIVERSITY

SCHOOL OF SOCIAL SCIENCES



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Legal Framework

The Hellenic Open University (HOU) was legally founded with article 27, par. 1, of Law 2083/1992 (A' 159), provides higher education as a Higher Education Institution (H.E.I.), in accordance with the provisions of Article 3 of Law 4957/2022 (A' 141), is subject to the provisions of 4957/2022 (A' 141) Law for issues that are not regulated by the 5094/2024 (A' 39) Law and bears the international title "Hellenic Open University (H.O.U.)".

The mission of the Hellenic Open University (HOU) is to:

- a) provide open and distance undergraduate and postgraduate education and training,
- b) provide short-cycle study programmes, through the development and use of appropriate educational material and teaching methods,
- c) provide pedagogical teaching methods, education, training and expertise, and
- d) scientific research.

The objectives of the HOU include the promotion of scientific research, as well as the development of technology and methodology in the field of the transmission of knowledge in distance.

Administrative bodies of H.O.U.

Higher Education Institutions have the following administrative bodies, each of which exercises the responsibilities defined in Law 4957/2022 (A' 141):

a) Governing Council, b) Senate, c) Rector, d) Vice-rectors, e) Executive Director

Governing Council

The composition of the Governing Council (G.C.) of the Hellenic Open University (H.O.U.) is as follows:

1. **Emmanouil Koutouzis**, Professor, School of Humanities (internal member).
2. **Ioannis Kalavrouziotis**, Professor, School of Science and Technology (internal member).
3. **Maria Hadjinicolaou**, Professor, School of Science and Technology (internal member).
4. **Augustinos Dimitras**, Professor, School of Social Sciences, (internal member).
5. **Vassilia Hatzinikita**, Professor, School of Humanities (internal member).
6. **Stylianos Zerefos**, Professor, School of Applied Arts and Sustainable Design (internal member).
7. **Maria Boletsi**, Professor of Modern Green Studies at the University of Amsterdam and Associate Professor in Comparative Literature at Leiden University (external member).
8. **Evgenia Moraitou**, Chief Financial Director at a Commercial Company Group (external member).
9. **Eleni Xoplaki**, Academic Staff member, Justus Liebig University of Giessen (external member).
10. **Loukas Zahilas**, Clerk at CEDEFOP (external member).

Senate

The Senate is formed for the academic year 2026-2027 as follows:

1. Professor **Emmanouil Koutouzis**, Rector.
2. Professor **Antigone Detzortzi Vlavianou**, Dean of the School of Humanities of the Hellenic Open University, with Deputy Dean Professor **Dimitrios Filippis**.
3. Professor **Prokopis Theodoridis**, Dean of the School of Social Sciences of the Hellenic Open University, with Deputy Dean Professor **Dimitrios Stergiou**.
4. Professor **Irini Mavrommati**, Dean of the School of Applied Arts and Sustainable Design of the Hellenic Open University with Deputy Dean Professor **Lampros Doulos**.
5. Professor **Kyriakos Bourikas**, Dean of the School of Science and Technology of the Hellenic Open University with Deputy Dean Professor **Georgios Hatzigeorgiou**.

According to the provisions of par. 2 of Article 16 of Law 4957/2022, the Vice Rectors have the right to participate in the meetings of the Senate, without voting rights, as follows:

1. Professor **Athanassios Mihiotis**, Vice Rector for Research and Innovation.
2. Professor **Efthimios Zervas**, Vice Rector of Infrastructure and Finance.
3. Professor **Vassilios Verykios**, Vice Rector for Student Welfare.
4. Associate Professor **Stasinios Stavrianeas**, Vice Rector of Academic Affairs.

According to the provisions of par. 1 of Article 18 of Law 4957/2022, the Executive Director of the Hellenic Open University (H.O.U.), Ms. **Dampa Fani**, has the right to participate in the meetings of the Senate, without voting rights.

Rector

The position of **Rector** of the Hellenic Open University (H.O.U.) is held by **Emmanouil Koutouzis**, Professor of the first rank of the School of Humanities.

The term of office for the Rector of the Hellenic Open University (H.O.U.) is four years, starting on September 1, 2024, and ending on August 31, 2028.

Vice Rectors

According to the Rector's Act N°. HOU 23915/14.09.2026 (Government Gazette B' 5584/16.09.2026), the areas of responsibility, the specific duties of the Vice Rectors of the Hellenic Open University (H.O.U.), and the order of substitution for the Rector are defined. The term of office for the four (4) Vice Rectors of the H.O.U. is four (4) years, starting on September 1, 2024, and ending on August 31, 2028.

Vice Rector for Research and Innovation

Athanassios Mihiotis, Professor of the School of Social Sciences, with a specialization in "Management"

Vice Rector of Infrastructure and Finance

Efthimios Zervas, Professor of the School of Applied Arts and Sustainable Design, with a specialization in "Environmental Impacts Technology"

Vice Rector for Student Welfare

Vassilios Verykios, Professor of the School of Science and Technology, with a specialization in "Data Management"

Vice Rector of Academic Affairs

Stasinios Stavrianeas, Associate Professor of the School of Humanities, with a specialization in "Greek Philosophy and Science: From Antiquity to the 20th century"

Schools of the H.O.U.

The basic academic unit of the Hellenic Open University (H.O.U.) is the School.

The H.O.U. consists of the following Schools: a. School of Social Sciences, b. School of Humanities, c. School of Science and Technology, d. School of Applied Arts and Sustainable Design. The Schools of H.O.U. operate as a single Department.

School of Social Sciences

The School of Social Sciences of the Hellenic Open University (H.O.U.) consists of the following bodies:

- a) Dean of the School
- b) Dean's Deputy of the School
- c) School's Assembly which is constituted in accordance with Article 29 and exercises the responsibilities of the Department's Assembly as outlined in Article 30 of Law 4957/2022 (A' 141).
- d) Deanery, which is constituted in accordance with Article 22 of Law 4957/2022 (A' 141), exercises the duties of Article 23 of the same Law and those provided by Law 5094/2024 (A' 39).

The School of Social Sciences' Assembly for the academic year 2026-2027 is formed as follows:

A. President

Theodoridis Prokopis, Professor, Dean of the School.

B. Vice-President

Stergiou Dimitrios, Professor, Dean's Deputy of the School.

C. Members of the Teaching and Research Faculty

- Gantzias Georgios, Professor
- Dimitras Augustinos, Professor
- Leontopoulou Sophia, Professor
- Mihiotis Athanassios, Professor
- Sogiakas Vassilios, Professor
- Sfakianaki Eleni, Professor
- Koumanakos Evangelos, Professor
- Dasaklis Thomas, Associate Professor
- Akrivopoulou Christina, Assistant Professor
- Kontochristou Maria, Assistant Professor
- Koulis Alexandros, Assistant Professor
- Malamas Vangelis, Assistant Professor
- Nella Athina, Assistant Professor

D. Undergraduate Students' Representative: not defined yet

E. Postgraduate Students' Representative: not defined yet

F. PhD Candidates' Representative: not defined yet

The School of Social Sciences' Deanery for the academic year 2026-2027 is formed as follows:

Dean: Prokopis Theodoridis, Professor

Dean's Deputy: Dimitrios Stergiou, Professor

Member: Augustinos Dimitras, Professor

Member: Athanassios Mihiotis, Professor

Member: Eleni Sfakianaki, Professor

Undergraduate Students' Representative: not defined yet

Postgraduate Students' Representative: not defined yet

PhD Candidates' Representative: not defined yet

The Hellenic Open University (H.O.U.) awards:

- a) Undergraduate Degrees
- b) Postgraduate Degrees.
- c) Doctoral Degrees.

Also, it issues:

- a) Certificates of Module and Laboratory Module Attendance.
- b) Training Certificates.

According to Article 18 of Law 5094/2024 (A' 39):

“Individual academic and operational Units which are part of the Schools of the Hellenic Open University (H.O.U.) include:

a) The Module (Md.), b) the Laboratory Module (L.Md.) and c) the Practical Training Module (P.T.Md.), each of which covers one (1) distinct subject at undergraduate and postgraduate level.

Each Module (Md.) lasts one (1) academic year or one (1) academic semester and corresponds to the specified number of ECTS credits as defined by the programme's Regulation of Studies. Each Laboratory Module (L.Md) includes a number of laboratory exercises in addition to the theoretical content of the studies it may encompass. The duration of the L.Md. extends over one (1) academic year or one (1) academic semester and corresponds to the specified number of ECTS credits as defined by the programme's Regulation of Studies”.

Obtaining a Bachelor's Degree (first cycle of studies)

To obtain a degree from the Hellenic Open University (H.O.U.), students are required to complete the Programme of Studies as outlined in the Programme's Structure.

Obtaining a Master's Degree

To obtain a Master's degree, candidates are required to hold a Bachelor's degree or an equivalent higher education diploma, successfully complete and pass the examinations for the required Modules (Md.), Laboratory Modules (L.Md.) or Practical Training Modules (P.T.Md.) as specified by the Programme of Studies.

Obtaining a Doctoral Diploma

To obtain a doctoral degree, candidates are required to hold a relevant Master's degree and to write a doctoral thesis.

Studies are offered within each Module (Md.) through **distance learning** and includes the following:

Students receive and study the educational material (in printed or electronic form), which is in line with the requirements of distance learning. Students who are educated remotely rely much more on the educational material than those in traditional forms of education, due to the limited communication they can have with the instructor and with their fellow students. Therefore, the educational material "teaches" the students, and it needs to be designed in such a way as to compensate, to the greatest extent possible, for the absence of direct educational communication and, in general, fulfills the various teaching functions that are carried out in traditional education. To meet these needs, the educational material must be created in a way (and include the appropriate elements) in order to:

- Guide the students during their studies.

- Promote the essential for the learning procedure interaction of the student with the learning material (through exercises and assignments).
- Explain difficult points and concepts.
- Assess and inform the student about their progress.
- Motivate and encourage the student to continue.

Allow the students to freely choose the place, time, and pace of their studies.

For these reasons, the H.O.U. has developed specialized educational materials for all Modules (Md.), which are tailored to the requirements of distance education.

For each Module (Md.), it is estimated that approximately ten (10) hours of study per week are needed. Each undergraduate Md. consists of approximately 800 pages of examinable material, while each postgraduate Md. consists of approximately 1.000 pages. However, the aforementioned numbers of pages are indicative and vary from programme to programme, depending on its content and requirements. To meet these study demands, students must effectively organize their time and plan their activities.

The material may be accompanied by a "Study Guide" (parts of which can be found in the Digital Learning Spaces, and specifically in the digital area of the Module), which includes the study and written assignment schedule, the syllabus, the examinable material, and more. It is important for students to carefully review this Guide and adhere to the study schedule, especially the deadlines for submitting their assignments to their tutor.

Students are continuously supported by their Professors - Advisors and communicate regularly with them. The communication between Professors - Advisors and their students takes place either by phone, or via email, or through tele-conferencing during designated hours with an open discussion system.

During communication with students, the Tutor is informed about the individual, social, educational, and professional characteristics of the students, as well as about their needs and expectations from the Md., in order to adjust their teaching accordingly. Additionally, the Tutor motivates students during their learning journey, connects them with each other to exchange experiences, form study groups, work on assignments, and more. The Tutor also suggests additional bibliographic sources, informs and prepares students for upcoming assignments, exams, and so forth.

The work of the instructors for each Md. is regulated by the Coordinator of the Md. The Coordinator ensures the consistency of their activities, coordinates their work, and develops the topics for written assignments and final examinations with them. Additionally, the Coordinator evaluates the performance of the instructors. The work of an entire Programme of Studies is coordinated by the Director of the Programme.

Over the period of the distance teaching of a Md., Group Counseling Meetings (G.C.M.) are organized on the basis of a relevant decision of the Deanery. These meetings are held on non-working days and hours, unless not possible for objective reasons and in special and exceptional cases. The number of meetings is at least three (3) for P.S. with semester-long Modules and at least five (5) for P.S. with term-long Modules, and the duration of each meeting is four (4) hours. When the G.C.M. of the Module are conducted remotely via teleconference, the duration of each G.C.M. may be reduced, while their number is increased

correspondingly so that the total duration of the G.C.M. remains unchanged. In the case of Laboratory Module (L.Md) that offer face-to-face or distance laboratory training of more than two (2) days, the number of G.S.M. shall be at least two (2) for semester-long courses and three (3) for annual courses and their duration shall be between two (2) and four (4) hours each. In the case of L.Md. that offer face-to-face or distance online practice for one (1) day, then the same requirements as for Md apply and the day of laboratory practice counts towards the total number of G.S.M..

According to the decision No. 558/ak.th.3.7/27.07.2022 of the Board of Directors, starting from the academic year 2022-2023 and onwards, Group Counseling Meetings (G.C.M.) will be conducted remotely.

In each G.C.M. typically an average of 25 students participate who make up the group, and each G.C.M. is coordinated by the designated instructor. Additionally, students are required to complete Educational Activities (E.A.) which are evaluated by the instructor.

The graded educational activities within a Md. include: written assignments, exercises, tests, laboratory practice, presentations, etc. Educational activities are submitted exclusively through the H.O.U. educational platform, except for laboratory practice, presentations, or other specialized activities.

The deadlines for submitting the educational activities are indicated in the Study Schedule/Calendar of each Md.

Any other optional (non-graded) educational activity (e.g. quiz, etc.) may be posted on the educational platform, if the T.S.G. of the Md. so decides. Each educational activity is graded on a scale with a maximum score of ten (10).

To be eligible to participate in the final examinations, a student must (a) achieve at least 50% of the potential maximum score from the total of graded activities, and (b) submit more than half of the total number of graded educational activities. The graded activities may not account for more than 40% of the total Md. grade, -unless otherwise specified in the Government Gazette establishing the programme- and are only included in the final grade after successful participation (≥ 5) in the final examinations. The aforementioned restrictions do not apply to L.Md. and the relative grading weight of each activity/examination as well as the total number of activities are defined by the relevant S.P.C./A.S.C. with the approval of the School's Deanery. Any deviations from the above requires a special decision by the Senate/Board of Directors following a justified proposal by the School's Deanery. The number of E.A. is 4-6 for term-long Md. and 3-4 for semester-long Md.

The right to participate in the final exams of a Module is granted to students who have enrolled in it and have also fulfilled their educational obligations (educational activities) as specified above.

The examination periods are defined as follows:

Each academic term has the following academic periods:

- a) January-February (**1st period**), for students enrolled in S.P. with semester-long Md.,
- b) May-June (**2nd period**) for students enrolled in S.P. with semester-long and term-long Md.,
- c) June-July (**repeat**), the repeat examination period for students enrolled in programmes with semester-long and term-long Md.,
- d) September (**3rd period**), for final-year students enrolled in undergraduate S.P. with semester-long/term-long Md. and final-year students enrolled in post-graduate S.P. with term-long Md.

Students who do not achieve a passing grade in three (3) consecutive examination attempts for P.P.S. with semester-long structure or four (4) consecutive examination attempts for P.P.S. with annual structure, or fail to attend the exams, must re-enroll in the Md. with full financial and educational obligations.

The details regarding enrollment at the Hellenic Open University (H.O.U.) are specified by the [Regulation of Studies](#).

Method of calculating the degree/diploma grade for Programmes of Studies based on the European Credit Transfer and Accumulation System (ECTS): For the calculation of the degree grade of the Programmes of Studies based on the European Credit Transfer and Accumulation System (ECTS) system, the weight of the Modules/courses is taken into account according to the ECTS credits assigned to them.

Admission/Registration Process

According to the article 22, par. 2 of Law 5094/2024 (A' 39) the enrolment of the students in the Programmes of Studies offered by H.O.U takes place without exams. The candidates should submit their application within the deadlines and according to the procedure the Senate sets for each academic year. The call for expressions of interest from prospective students for the Programmes of Studies is posted on the Hellenic Open University (H.O.U.) website.

The enrolment of the bachelor students requires an Upper Secondary School Certificate Level 4 of the Hellenic Qualification Framework or equivalent of Foreign Certificate.

By decision of the Senate, the total number of positions available for undergraduate and postgraduate students is determined for each academic year. By a similar decision the number of additional positions available for undergraduate or postgraduate students is established, which cannot exceed fifteen percent (15%) of the annual number of positions provided. By a similar decision the conditions, requirements, methods, bodies, and procedures for selecting candidates for admission to the Hellenic Open University (H.O.U.) are specified, as well as any other details related to the admission of undergraduate and postgraduate students to the H.O.U.

Students with serious health conditions are also admitted to the Hellenic Open University (H.O.U.) at a rate of 5% in addition to the designated number of positions for undergraduate programmes.

Financial Contribution – Scholarships

Students participate in the costs associated with the implementation of the open and distance learning system.

Student scholarships are offered, on the provision that certain economic, social and academic criteria are met. The scholarships awarded by the HOU cover either the full amount or part of the financial participation payable by the students for the academic year they apply for a scholarship and provided that a combination of economic, social and academic criteria are met.

Study Programmes Offered

SCHOOL OF SOCIAL SCIENCES

UNDERGRADUATE PROGRAMMES (Bachelor Degree)

- Business Administration
- Public Administration
- Tourism Management

SPECIAL CURRICULUM

- Pedagogy and Teaching Competence

POSTGRADUATE PROGRAMMES (Master Degree)

- Master in Business Administration
- Health Care Management
- Cultural Organisations Management
- Strategic Management of Tourism Businesses and Destinations
- Banking, Finance and Financial Technology (FinTech)
- **Joint Degree** "MSc Law of the Economy and of the Enterprises"
- **Joint Degree** "Banking, Accounting and Finance"
- **Joint Degree** "MSc in Enterprise Risk Management"
- **Joint Degree** "Aging and chronic diseases management"
- Sports Studies: Sociology, History, Anthropology
- Contemporary Journalism Studies
- Social and Solidarity Economy
- Criminological and Penal Law perspectives on Corruption, Economic and Organised Crime
- Supply Chain Management
- Sport Management
- **Joint Degree** "Master of Laws in European Law"
- MSc in Innovation Management and Entrepreneurship
- Public Administration and E-Governance
- Gender Studies: Methodologies, Theories, Policies
- Public Health and Policies
- **Joint Degree** "Global Challenges and Analytics"

Description

The aim of the Course is to provide students with knowledge and skills relating to the administration of Business and Organization Systems both in the public and private sector. More specifically, the aim of this Course is to equip graduates with the theoretical background and a practical knowledge required in the administration of the modern businesses and organizations.

Due to globalization of economic activity, the European integration and the development of a new economy, more and more modern economic organizations are seeking specialized workforce able to analyze, compose and interact in the complicated circumstances characterizing the modern business and organizations.

Upon completion of this course students should be able to:

- use statistical and financial methods for the analysis of the external and internal activities of their institutions.
- understand the influences and interactions between financial occurrence, funding opportunities, governmental policy and business environment in their national and international dimensions.
- contribute effectively to the most appropriate and financially efficient operation of their institutions.
- act confidently as consultants in MCM (Mass Communication Media), multinational companies and funding organizations.
- take initiatives related to technological or organizational changes required in the business world within a rapidly growing international environment.

Admission Requirements

Graduates of High Schools or holders of corresponding or similar secondary education degrees earned either abroad or in Greece.

Knowledge of a foreign language as well as familiarity with the use of computers, e-mail, and the Internet will significantly facilitate participation in the program.

Minimum study duration

4 academic years

Classification according to ISCED-2011 of UNESCO

Coding of educational attainment: 6

Based on the field of Education: 34 Business Administration

Classification according to ISCED-2013 of UNESCO

Based on the field of Education: 0413 - Management and Administration

ECTS credit points

240

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

A) Re-evaluation of Written Assignment of the Modules

If students disagree with the grades of their written assignment, they have the right, after discussing the matter with their Tutor, to ask for a revaluation of their written assignment from the Module Coordinator, within ten (10) days. The Module Coordinator appoints a three-member committee to re-evaluate the student's assignment. The Tutor who initially corrected the written assignment is not included in this three-member committee. The re-evaluation of the written assignment must be completed within one (1) week and the final grade must be notified to all the involved bodies. At the same time the Module Coordinator has the duty to notify the corresponding Department for the submission of the new grade.

B) Re-evaluation of exam paper - Final/Re-take exams of the Modules

If students disagree with the grades of their final exams, they have the right, after discussing the matter with their Tutor, to ask for a re-evaluation of their exam paper from the Module Coordinator, within three (3) days from the announcement of the grades. The exam paper is evaluated by a three-member committee in which the teaching staff who corrected the paper is not included. The reassessment of the exam paper must be completed within one (1) week and the final grade must be notified to all the involved bodies. It is emphasized that in case of re-examinations, student can request a re-evaluation within 2 days.

Contact

Student Records:

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General Information for candidates:

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Course Structure

1st Year	
DEO 10 Law and Administration	(C ¹ , 20ECTS)
DEO 11 Introduction to Business and Organization Management	(C, 20ECTS)
DEO 13 Quantitative Methods	(C, 20ECTS)
2nd Year	
DEO 23 Marketing I	(C, 20ECTS)
DEO 24 Public Administration and Policy	(C, 20ECTS)
DEO 25 Accounting	(C, 20ECTS)
3rd Year	
DEO 31 Financial Management	(C, 20ECTS)
DEO 33 Marketing II	(O ² , 20ECTS)
DEO 45 E-Business and New Technologies for Entrepreneurship	(O, 20ECTS)
DEO 34 Economic Analysis and Policy	(C, 20ECTS)
4th Year	
DEO 40 Management of Businesses and Organizations	(C, 20ECTS)
DEO 42 Total Quality Management and Environmental Management	(C, 20ECTS)
DEO 41 Money and Capital Markets	(O, 20ECTS)
DEO 44 Theory of Entrepreneurship and Innovation	(O, 20ECTS)

Notes:

C¹: Compulsory

O²: Optional

Guidelines on Module selection

In the process of declaring Modules, firstly the Modules of the previous year must be completed and then the Modules of the following year must be declared.

When choosing Modules for the first year of study, students are recommended to choose the Modules DEO13 and DEO11, because these Modules are useful for the other Modules of the programme.

If they do not have sufficient time to study the above two Modules, it is recommended that they choose the Module DEO13. If they have enough time to choose a third Module in addition to the two Modules, DEO13 and DEO11, they may choose DEO10.

In the third year of study students must choose the Modules DEO31 and DEO34 and choose one more between DEO33 and DEO45.

In the fourth year of studies, students must choose the Modules DEO40 and DEO42 and choose one more between DEO41 and DEO44.

For the award of the Degree students must successfully complete 12 Modules.

Note:

Suspension of the Module "Industrial Organization, Labor Economics and European Businesses" (DEO43) from the Academic Year 2025–2026

Due to the suspension of the module "Industrial Organization, Labor Economics and European Businesses" (DEO43) from the academic year 2025–2026 onwards, this module will only be

offered to students who are required to take it in order to complete their studies in the DEO Program smoothly, as follows:

A) Students who enrolled in DEO43 during the academic year 2024–2025 but did not successfully complete it and have secured the right to participate in the examinations of the academic year 2025–2026.

B) Students who declared DEO43 during the academic year 2024–2025 but did not secure the right to participate in the examinations. In this case, exclusively during the academic year 2025–2026, students may re-enroll in DEO43 with full academic obligations, if they so wish.

As DEO43 is being suspended, it is emphasized that students who do not secure the right to participate in the examinations in the following academic year (2026–2027) will be required to select another module.

Students' evaluation per Module: click [here](#).

Course Modules

DEO10 Law and Administration

Module code: DEO10

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special Background

Year: 1st

Language: Greek

Module general description: The Module Unit 'LAW AND ADMINISTRATION' aims to familiarise students with the fundamental principles of Law and to introduce them to some of the core issues concerning public administration today.

Particularly, regarding Law it aims:

- To offer students a well-rounded view on fields covered by Law, its divisions as well their characteristics.
- To better educate them on two distinct fields of Law, namely Administrative Law and Commercial Law, as supplemented by Civil Law, as the most directly related to business administration and organizational management, which consists the subject of the broader Module of which this Module Unit is a part. Since modern Administration and entrepreneurship function in the context of European integration and is nationally prescribed by the Constitution, students become accustomed to the basic concepts and principles of constitutional and European law.

Accordingly, regarding Administration it aims:

- To present to students the dimension of labour relations, which are developed within the context of businesses and organizations.
- To familiarize them with the subject, the characteristics and the principles of administrative actions and the administrative process.

Module Content: The general aim of Module Unit DEO10 is to provide students basic legal education and knowledge on fields of law that are more directly related to the subject of this Module, specifically:

- In the field of public law, with an emphasis on the constitutional and administrative organization of the State
- In the field of private law, with an emphasis on civil law, labour law and commercial law
- In the field of European Union (EU) Law, which co-defines all the fields of national law

The orientation of this Module is primarily theoretical, while it further aims in the development of student skills to apply in practice the offered theoretical knowledge on the existing positive law

Learning Outcomes: Upon successful completion of the module, students will have acquired knowledge and skills related to the subjects, as follows:

Upon the successful completion of the subject: **CONSTITUTIONAL LAW AND EUROPEAN UNION LAW** of the module DEO10, students will be able to:

- To know the meaning and the concept of a Constitution, as well as the rest sources of national law.
- To learn the fundamental principles of constitutional organization in Greece, the concept of the rule of law, and the principle of separation of powers.
- To learn about democracy, the principle of representation, electoral systems, political parties and the kinds of referenda.
- To know the competences of the Parliament, the Government, the President of the Democracy, the right to be elected, the obstacles and the legal position of Members of the Parliament, as well as the functioning of the parliamentary system.
- To learn about the primary and secondary European Union (EU) Law, the relationship between EU Law and national law, the principle of direct effect, the EU institutions and their competences, as well as the four fundamental freedoms of the European Union.
- To learn and use the basic methods and techniques of legal interpretation and argumentation.

Upon the successful completion of the subject: **ADMINISTRATIVE LAW** of the module DEO10, students will be able to:

- To learn the organization of the administrative system in Greece and the concept, the distinctions, the competences and the functioning of administrative organs.
- To learn the distinctions, the type, the basic elements (presumption of legality and enforceability) and the process of revocation of administrative actions.
- To learn the basic elements of the administrative process (consultative procedure, right to a prior hearing, administrative appeals, right of access to public documents).
- To learn the public law rules concerning the civil liability of the State.

Upon the successful completion of the subject: **CIVIL LAW AND LABOUR LAW** of the module DEO10, students will be able to:

- To learn the fundamental concepts of civil law, particularly its Fundamental Principles (natural and legal persons, kinds of transactions, conditions for performing a valid transaction, representation and authorisation) and Law of Obligations (regular and

irregular development of obligations, major contracts regulated by the Greek Civil Code).

- To learn the fundamental concepts and principles of Individual Labour Law (formation of employment contract, employer-employee obligations, termination of employment contract – temporary and open-ended) and of Collective Labour Law (trade union freedom, trade unions, right to strike, collective labour agreements, mediation, arbitration)

Upon the successful completion of the subject: **COMMERCIAL LAW** of the module DEO10, students will be able to:

- To learn the fundamental concepts and principles of Commercial Law, like systems of defining commercial activity, distinctions of commercial acts in primary and secondary commercial ones, and the acquisition of commercial status.
- To learn specifically the fundamental elements of corporate law, competition law, industrial property law and law of securities.

Subjects covered:

- Constitutional Law and European Union Law
- Administrative Law
- Civil Law and Labour Law
- Commercial Law

Prerequisites: There are no prerequisites for this module.

DEO11 Introduction to Business and Organization Management

Module code: DEO11

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special Background

Year: 1st

Language: Greek

Module general description: The module aims at establishing the basic principles of management and administrative processes within any business/organizational context. It presents various management practices in organizations/businesses and combines basic managerial theories with current practice as well as current managerial research and case studies. It covers management theory, human resources management, and production management. The module aims to cultivate knowledge and skills that contribute to understanding the internal and external business environment. It also sheds light on the determinants and factors affecting the competitiveness of the company and the emergence of leadership skills.

The objectives of the module include:

- the underlying concepts and theories relevant to business organization and management along with their evolution, while taking into account the challenges of the modern business environment.

- The basic functions of Management: Planning – Organizing – Leading – Controlling, implemented in each company and organization to achieve their objectives efficiently and effectively.
- the main dimensions of human resource management in companies and organizations.
- the production processes taking place within any company and/or organization.

The aim of the course is for students to understand:

- the importance of administrative skills (perception of reality, communication, teamwork) in the implementation of administrative functions (planning, organization, leading and control) in practice.
- the internal and external environment of businesses and organizations
- the main operational processes taking place at the business or organizational level
- the importance of the human factor for efficiently managing a business or organization
- the core components of the international economy and how they affect the operation of businesses and organizations.

Learning Outcomes: Upon successful completion of the module, the students will have acquired knowledge and skills related to the subjects as follows:

With the successful completion of the subject: **Key concepts of Organization and Business Administration** the students will be able to:

- familiarize themselves with the evolution of management theory along with the current trends in management science
- recognize the dimensions of the internal and external environment of companies and organizations and understand their impact on management
- understand the basic functions of management: planning, organization, leading and control
- determine the appropriate organizational structure based on the needs and the conditions of the external environment of the company
- recognize the need for changes in the organizational structure, taking into account changes in technology or the external environment of the company
- identify control areas and performance standards for individual business activities
- choose the appropriate leadership style taking into account the conditions of the work performed as well as the working skills of the employees
- understand the dimensions of communication inside and outside the business
- understand the importance of the human factor in business operations, taking into account the needs as well as the dimensions of emotional intelligence
- understand the dynamics that govern team development and teamwork
- use a systematic framework for solving administrative problems
- understand the critical role of technology in the management of businesses and organisations, with an emphasis on cutting-edge technologies
- understand how business ethics and corporate social responsibility issues influence decision-making in the modern business environment
- understand the critical dimensions of Innovation Management and relevant decision-making processes.

With the successful completion of the subject: **Human Resource Management** of the module the students will be able to:

- develop a Job description
- determine job specifications
- plan a wage policy taking into account labor standards
- define a framework and methodology for job evaluation
- plan employee training and education programs
- plan human resource development programs
- identify ways to fill positions within the company either through the recruitment of new executives or through the internal movement of executives
- understand the basic dimensions of work safety

Upon successful completion of the subject: **Production Management** of the module the students will be able to:

- understand the process of designing new products or services as well as the life cycle of products and services
- understand the importance and dimensions of demand forecasting, either through qualitative methods, or through methods of combining cause and effect, or through methods of time data analysis, or through a combination of all the above
- evaluate the production capacity of a production system
- identify the factors affecting the geographical location of a business or organization
- plan the production facility layout (products or services) within a business or organization
- determine the inventory management policy according to demand as well as its overall contribution to the financial results of the company

Subjects covered:

- Key concepts of Organization and Business Administration
- Human Resource Management
- Production Management

Prerequisites: There are no prerequisites for this module.

DEO13 Quantitative Methods

Module code: DEO13

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special Background

Year: 1st

Language: Greek

Module General description: The aim of the Module is to introduce students to the systemic analysis and solution of problems of Business Administration, using mathematical methods, and to get them acquainted with basic quantitative, as they are called in the scientific terminology, methods, techniques and tools, which are applied in this frame. More specifically, DEO13 addresses the cognitive subjects of Business Mathematics, Business Statistics and Operational Research, which either independently or in combination with the knowledge that will be obtained from other Modules of the Program, will give the students

the opportunity to analyze, compose and act on the complex conditions that characterize the modern world of business and organizations.

The purpose of the course is:

- To present the techniques of Business Mathematics, Business Statistics and Operational Research, which are necessary for the understanding of basic concepts in Management and also in the quantitative analysis of its problems.
- To introduce students to the methods we develop in order to solve quantitative problems in Business Administration.
- To acquaint students with the methods used in solving problems of Business Mathematics, Statistics and Operational Research.
- To acquaint students with the use of applications and software packages related to the content of The Unit.

Learning Outcomes:

After successful completion of the Module, the student will be able:

With regards to Business Mathematics:

- To recognize the importance of Mathematics in tackling problems in Economics and Business Administration.
- To recognize the concept of the function, as well as of the derivative, the limit and the integral of a function, and their contribution to the solution of problems in Economics and Business Administration.
- To solve polynomial equations and inequalities of one variable.
- To calculate the limits, derivatives and integrals of one-variable functions.
- To solve optimization problems of one-variable functions using derivatives.
- To examine and interpret the behavior of one-variable functions.
- To draw graphs of one-variable functions through spreadsheets like Excel, and to use them in order to examine and interpret their behavior.
- To solve problems in Economics and Business Administration, using derivatives and integrals of one-variable functions.

With regards to Business Statistics:

- To recognize the subject and the basic concepts of Statistics, as well as the role of Statistics in Business Administration.
- To recognize the graphical and arithmetic methods of data summarization, as well as the importance of their use in the organization and presentation of large data sets.
- To apply graphical methods of data summarization, such as the frequency distribution, the histogram and the bar chart, in order to organize and present large data sets, both as exercises of pedagogical nature and with the use of spreadsheets, such as Excel.
- To calculate and interpret arithmetic measures of data summarization, such as the measures of central tendency, location, dispersion, variability, asymmetry and kurtosis, both as exercises of pedagogical nature and with the use of spreadsheets, such as Excel.
- To recognize the basic principles of enumeration.
- To determine the number of elements of finite sets or subsets of finite sets with specific properties, using the basic principles of enumeration.

- To recognize the concept of probability and conditional probability, as well as the principles of the Probability Theory.
- To recognize the concept of the random variable and its probability distribution.
- To recognize the difference between discrete and continuous probability distributions.
- To solve problems in topics of Business Administration, based on the Probability Theory.
- To solve problems in topics of Business Administration, using discrete and continuous probability distributions.
- To estimate parameters of populations using confidence intervals.
- To carry out statistical hypothesis testing for parameters of populations.
- To recognize the concept of linear regression, as well as the applications of linear regression in problems of Economics and Business Administration.
- To develop, interpret and use simple linear regression models in problems of Economics and Business Administration, both as exercises of pedagogical nature and with the use of spreadsheets, such as Excel.

With regards to Operational Research:

- To recognize the subject and the basic concepts of Operational Research, as well as the role of Operational Research in Business Administration.
- To model Business Administration problems as linear programming problems.
- To solve, as well as to interpret and investigate the solutions of small-scale linear programming problems, using the graphical solution method.
- To recognize the prerequisites for solving linear programming problems using the Simplex method.
- To solve, as well as to interpret and investigate the solutions of linear programming problems, using spreadsheets like Excel.
- To solve special cases of linear programming problems, like the assignment problem, using the Hungarian method.
- To recognize the subject and the basic concepts of Network Analysis, as well as the applications of Network Analysis in the representation and solution of Business Administration problems.
- To describe what a network is and to give examples of use in the representation of Business Administration problems.
- To solve network models that represent Business Administration problems, using Network Analysis techniques.
- To recognize the subject and the basic concepts of Game Theory, as well as the applications of Game Theory in the representation and solution of Business Administration problems.
- To describe what a game is and to give examples of its use to represent Business Administration problems in situations of competitive interdependence.
- To solve games that represent Business Administration problems, using appropriate techniques like the deletion of dominated strategies, the graphical representation, and the linear programming approach.

- To recognize the subject and the basic concepts of Queuing Theory, as well as the applications of Queuing Theory in the representation and solution of Business Administration problems.
- To describe the key components of a service system, and to recognize these components in real service systems.
- To develop models of service systems and to use them in order to study and improve the performance of these systems by estimating appropriate performance and cost metrics.

Subjects covered:

- Business Mathematics
- Business Statistics
- Operational Research

Prerequisites: There are no prerequisites for this module.

DEO23 Marketing I

Module code: DEO23

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special Background

Year: Second (2nd)

Language: Greek

Module general description: Marketing is a business activity and a number of processes that aim to create, communicate, distribute and provide, products, services and ideas of value to consumers and the society overall. The understanding of marketing principles and the ability to apply marketing practices and techniques are significant skills for employees in marketing departments as well as in the business environment overall. The module discusses marketing philosophy and marketing practices as part of a business administration environment. It analyzes marketing processes and discusses how consumer behavior is affected by these processes and the marketing strategies applied by business organizations. It provides thorough understanding of marketing research approaches and discusses in detail the discrepancies of services and their effects on marketing strategies in the service sector. Upon completion of the module students will be able to comprehend the basic principles and operations of marketing, will be familiar with the different marketing strategies and will be able to apply different distribution, communication and pricing techniques.

The aim of the module is to present:

- marketing philosophy and its effect on customer satisfaction
- the main concepts and practices of marketing management
- consumer behavior
- theoretical and practical effects of distribution management
- services marketing and the specific characteristics of services
- marketing research

The objective of the module is to enable students to:

- perform PEST and SWOT analysis
- comprehend the different models that describe consumer behavior

- analyze the processes followed by consumers when forming attitudes
- understand and perform marketing research
- comprehend the distinctive characteristics of services and their effects on services management

Learning Outcomes: Upon successful completion of the module, students will have acquired knowledge and skills related to the subjects, as follows:

Upon the successful completion of the subject: **-Principles of Marketing** of the module DEO23, students will be able to,

- Understand the principles of marketing.
- Comprehend the marketing philosophy and its effects on the management of companies.
- Effectively analyze the external environment.
- Comprehend the topics of segmentation, targeting and positioning in the market
- Analyze the marketing mix of business organizations
- Understand the product mix, product portfolio the classification of products and the new product development process.
- Comprehend and apply the product life cycle analysis.
- Understand and apply branding strategies
- Comprehend and effectively apply distribution, communications, and pricing strategies.

Upon the successful completion of the subject: **Consumer Behavior** of the module DEO23, students will be able to,

- Understand the basic principles of consumer behavior.
- Comprehend the effect of environmental characteristics on consumer behavior.
- Know the alternative theories that describe consumer behavior.
- Understand consumer buying process.
- Understand the different roles in consumer buying process.
- Comprehend the different types of consumer involvement.
- Understand the different learning theories.
- Understand consumer motives.
- Effectively measure consumer attitude.

Upon successful completion of the subject **Marketing Research** of the module DEO23 students will be able to identify the concepts and techniques pertaining to the field of marketing research. Students will be able to improve their decisions with the appropriate marketing information, specifically students will:

- Understand the relation between market research and decision making
- Evaluate and conduct marketing research programs
- Evaluate information and employ them in marketing decision process
- Understand that effective marketing requires good information
- Evaluate and encapsulate the upcoming changes in marketing information systems
- Realize the scientific methods that are employed in the Marketing research
- Be able to analyze and present the five-step approach to marketing research (defining the problem, analyzing the situations, getting problem specific data, interpreting the data, solving the problem)

Upon the successful completion of the subject: **Services Marketing** of the module DEO23, students will be able to,

- understand the basic principles of service marketing
- be aware of the differences between product marketing and service marketing
- understand approaches of measuring service quality
- understand various standards of customer service
- learn the role and importance of workers in service enterprises
- choose the method of organizing the service processes to configure the customer experience
- choose ways of managing the portfolio of products of service providers
- describe service signaling and positioning strategies
- develop innovative service success scenarios
- understand the role of pricing strategy for service companies
- be aware of the specificities of communication strategies for service companies
- familiarize themselves with the crucial components of the communication campaign
- identify decisions relating to the organization of distribution

Subjects covered:

- Principles of Marketing
- Consumer Behavior
- Marketing Research
- Services Marketing

Prerequisites: There are no prerequisites for this module.

DEO24 Public Administration and Policy

Module code: DEO24

ECTS Credit Points: 20

Module type: Compulsory

Module characterization: Special background

Year: Second (2nd)

Language of instruction: Greek

Module general description: Public Administration, as the executive mechanism of the State, is bound to respond effectively to political, social, economic and technological challenges. New forms of organization and new tools are being introduced alongside traditional methods of management, enabling administrations to implement public policies, but also to contribute to their formulation and to the overall task of governance. In that respect institutional and political developments in the European Union must be taken into consideration.

The aim of the module is to:

- introduce the basic conceptual and theoretical aspects of public administration, public policy and governance with a view to recent reform trends
- present the structural and functional elements of the Greek Public Administration and the Greek Public Sector – Independent Agencies, local authorities, public enterprises, public entities
- address the issues around privatization and agencification policies and the growing regulatory role of the State

- make students familiar with the process of budgeting (drafting, voting, implementing and controlling) as the main financial tool for the implementation of public policies
- trace the evolution of European institutions and policies, and explain their impact on public policy making in Greece.

The aim of the module is to give students an understanding of:

- the interaction and interconnectedness among the main theories and models of public administration and public policy, and their applications in different administrative systems
- the main functional and structural characteristics of the Greek system of Public Administration and Governance and its fundamental reforms
- fiscal policy and administration in Greece, in particular the process of public budgeting and the role of public enterprises, emphasizing in reform trends such as privatizations, deregulations and the growth of the regulatory role of the state
- the system of governance of the European Union and its evolution, in particular the structure and functions of the basic EU institutions and their role in European policy making.

Learning Outcomes: Upon successful completion of the module, students will have acquired knowledge and skills related to the subjects, as follows:

Upon the successful completion of the subject: **PUBLIC POLICY AND GOVERNANCE** of the module DEO24, students will be able to:

- Grasp and comprehend the basic theoretical approaches of public administration and public policy, their interaction and interconnectedness.
- Grasp and comprehend the application of the Bureaucratic Model and other theoretical approaches, such as the New Public Management, in different countries.
- Recognize and comprehend the different stages of the policy making cycle (Agenda Setting - Policy Formulation - Decision Making - Implementation - Evaluation) and assess the ways in which governments and administrations take action.
- Understand the external factors of reforms and critically discuss the process of learning and transfer of policy.
- Grasp and comprehend the causes that impede the implementation of administrative reforms in Greece.
- Comprehend the importance of better regulation for the implementation of public policy and the overall task of Governance.

Upon the successful completion of the subject: **THE GREEK ADMINISTRATIVE SYSTEM** of the module DEO24, students will be able to:

- Grasp and comprehend the institutional setting and functions of Governance in Greece and the main areas of fundamental reforms that it has undergone.
- Analyze and evaluate the overall organization of the Greek administrative system: Ministries and Quangos, Deconcentrated Units, Local Authorities, Independent Agencies.
- Grasp and comprehend the role of the civil service in the administrative system – categories, legal status, career management, mobility, recruitment and promotion systems of civil servants.

- Discuss and evaluate the role of the administrative apparatus in the policy making process in Greece.
- Grasp and comprehend the importance of accountability, supervision and the different forms of control (parliamentary - judiciary - administrative) regarding the effectiveness of public administration.
- Discuss critically the deviation between the regulatory framework and the actual administrative practice.

Upon the successful completion of the subject: **THE EUROPEAN UNION: INSTITUTIONS AND POLICIES** of the module DEO24, students will be able to:

- Comprehend the history/evolution of the post-WWII process of European integration, as well as the main theoretical frameworks that have been focused on capturing and explaining this unique phenomenon in human history and making projections for its future.
- Identify the main institutions of the EU and comprehend the key functions and the decision- making processes of the EU political system, with emphasis on the distinction between supranational and intergovernmental features of the EU system of multi-level governance.
- Identify and comprehend the distinction between regulatory and redistributive common EU policies.
- Capture the key dimensions of the Single Market, with emphasis on the theoretical framework of deregulation and regulation (“negative” and “positive” integration), and comprehend the crucial role of competition policy, as probably the most important regulatory policy of the EU.
- Grasp and comprehend the importance of EU environmental policy, as a key regulatory policy area dealing with externalities within the framework of “positive” integration.
- Grasp and comprehend all crucial parameters of Monetary Union (EMU), with emphasis on its macroeconomic implications through the convergence criteria and Growth and Stability Pact (GSP).
- Grasp and comprehend the importance of the new economic governance of the EU- Eurozone after the 2008-2009 financial crisis, with emphasis on the European Stability Mechanism (ESM), the European Semester, the Fiscal Compact, and the strengthening of the supervision of m-s budgets (fiscal policies).
- Grasp and comprehend the crucial importance of the creation of the Next Generation EU within the framework of dealing with the implications of Covid-19 pandemic, as probably the first step towards the creation of Fiscal Union.
- Grasp and comprehend the importance of redistribution and subsequently of public expenditure, both theoretically and empirically at the EU level, with emphasis on the peculiarities of the EU budget, the budgeting process, and the Multiannual Fiscal Frameworks.
- Grasp and comprehend the importance of the main redistributive policies of the EU, namely the Cohesion or Regional policy and the Common Agricultural Policy (CAP).

- Grasp the historical evolution of CAP from the 1950s-1960s up until the recent reform of the CAP, and comprehend its importance for the European integration process as the first EU common policy.
- Grasp the main features of the historical evolution/development of EU Cohesion policy from the Integrated Mediterranean Programmes (IMPs) of the 1980s through the Community Support Frameworks (CSFs) (1989-2006) and the National Strategic Reference Frameworks (NSRFs) (2007-today) and the Lisbon strategy, and comprehend its crucial importance for reducing regional disparities and achieving socio-economic cohesion in the EU.
- Understand and document the importance of EU cohesion policy for the development of Greek economy.

Upon the successful completion of the subject: **FISCAL MANAGEMENT – THE PUBLIC SECTOR** of the module DEO24, students will be able to:

- Evaluate the responsibility and the role of the public sector in the economy, grasp the main activities of a State, and understand how a State finances its expenditure.
- Capture the reasons why markets are not efficient, and trace the role of a State in cases of market failures.
- Identify and analyze the main operational problems of the State-owned enterprises in Greece, and the provisions of the regulatory framework for privatizations before the debt crisis reforms, as well as critically discuss the main reforms in the Greek public sector in the framework of the Memoranda of Understanding.
- Have a sound knowledge of the basic principles and functions for the public sector budgeting in Greece, before the reforms in financial management and accountability, and explore how the budget procedures were streamlined.
- Comprehend the new standards of fiscal transparency, and the relevant institutional guarantees in Greece.
- Acquire a thorough knowledge of the current problems and weaknesses in the EMU governance, as well as appreciate the changes in the architecture of the EMU following the report of the five Presidents.
- Examine the modalities of the modern fiscal and financial instruments in the Eurozone, discuss and assess the benefits from the Budgetary Instrument for Governance and Competitiveness, the Next Generation EU Recovery Fund, the Recovery and Resilience Facility, and the corresponding Greek National Plan for the structural reforms and public investments in the Eurozone.

Subjects covered:

- Public Policy and Governance
- The Greek Administrative System
- The European Union: Institutions and Policies
- Fiscal Management – The Public Sector

Prerequisites: There are no prerequisites for this module.

DEO25 Accounting

Module code: DEO25

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special background

Year: 2nd

Language: Greek

Module general description: The objectives of this module are to:

- Present the fundamental accounting concepts, procedures and techniques used by business entities for classifying, recording, reporting transactions and analyzing information for decision-making.
- Introduce the concepts of financial statements, accounts, accounting monitoring, accounting process, accounting standards, cost and costing, as well as familiarize with the use of accounting information systems.
- Comprehend the procedures and techniques used in Financial and Cost Accounting through exercises and software applications.

On successful completion of this module, students will be able to:

- Understand the concept and objective of accounting, as well as its role in business administration.
- Describe the types of activities performed in accounting.
- Understand the content of financial statements.
- Determine the types, functions, and concept of accounts.
- Comprehend the double entry accounting system operation and the concept of account debit and credit as well as the rules for compliance with account keeping and bundling.
- Post journal entries of common transactions.
- Prepare financial statements.
- Apply the Greek Accounting Standards for the preparation of financial statements.
- Understand the function of journal adjusting entries.
- Post accounting error correction entries.
- Calculate a firm's income.
- Comprehend the features and content of an Accounting Plan.
- Understand the concept of cost.
- Distinguish the various types of cost.
- Describe the costing function.
- Implement absorption and variable costing.
- Determine the production cost, both in terms of job order costing as well as process costing.
- Comprehend the allocation techniques of manufacturing overheads.
- Understand the information produced by a modern accounting software.

Module Content: In terms of Introduction to Accounting: it consists of the presentation of fundamental accounting concepts, procedures and techniques used by financial institutions for classifying, analyzing and recording transactions and information for decision-making. This module emphasizes both in theory and practice for drawing up the Financial Statements of a business. The following issues are addressed within the framework of this module:

- Financial Accounting theoretical framework.

- Balance sheet (Assets, Stockholders' Equity and Liabilities, Balance Sheet data aggregation).
- Income Statement (recognition of revenue and expenses, income definition, forms of Income Statement).
- The concept of transactions and their impact on accounting equation.
- The concept of Account and Accounts Functions.
- Journal Entries.
- Drawing up a Monthly Trial Balance.
- Journal Entries for adjustment and correction of Accounting Errors.
- Drawing up an Adjusting Trial Balance.
- Drafting Financial Statements.

In terms of Financial Accounting: it is the familiarization of students with Financial Accounting issues both in theory and practice, according to Greek Accounting standards, emphasizing on accounting monitoring and Balance Sheets' measurement. The following issues are addressed within the framework of this module:

- Presentation of Financial Statements.
- Accounting for Assets (fixed asset categories, straight line depreciation and declining method).
- Accounting for Inventories (monitoring and measurement).
- Accounting for Accounts Receivable (receivables, accounts receivable impairment, notes receivable, account presentation to debtors).
- Accounting for Securities (recognition and measurement).
- Accounts Receivable and Liabilities in foreign currencies.
- Uniform System of Accounts and operation principles of accounts (fixed assets, inventories, accounts receivable and cash, Stockholders' Equity, long-term and short-term liabilities, revenue and profits, costs and losses).
- In addition, special issues are also studied such as:
 - Cash flow statements
 - Leases
 - Assets' value impairment

In terms of Cost Accounting the goal is for the students to be familiar with the concepts of costing and to understand the costing systems and techniques. The following issues are addressed within the framework of this module:

- Concepts of Cost and Costing.
- Primary elements of costing (direct materials, direct labor, manufacturing overheads).
- Allocation and reallocation of manufacturing overheads.
- Job order costing.
- Process costing.
- Absorption and Variable Costing.

In terms of Introduction to Computerized Accounting: it is the familiarization of students with procedures and techniques used in the context of information systems. The following issues are addressed within the framework of this module:

- Introduction to Account Information Systems: The Information System and its Functions.

- Accounting System and fundamental accounting records.
- Reliability assurance of the accounting system.
- Update interval of accounting records.
- Accounting records' keeping.
- Invoicing intervals.
- Retail sales data issuance interval.
- Electronic Invoice.
- Invoice Authenticity.
- Accounting Management.
- Accounts.
- Registration Form.
- General Accounting Articles – Registration of Statements of Account.
- General Accounting Printing.

Learning Outcomes: The DEO25 module – Accounting, aims to teach the following subjects: Principles of Financial Accounting, Financial Accounting, Greek Accounting Standards, Accounting Information Systems and Cost Accounting, as well as the International Financial Reporting Standards.

In terms of the Introduction to Accounting students will be able to:

- Comprehend the Financial Accounting Conceptual Framework.
- Comprehend the concept and scope of Accounting, as well as its role in business administration.
- Identify the relation between Financial Accounting and Management Accounting.
- Describe the types of operations performed in Accounting.
- Understand the content of financial statements.
- Comprehend transactions and their impact on accounting equation.
- Determine the types, functions, and concept of accounts.
- Understand the double entry accounting system and the concept of debit and credit as well as the rules for record keeping.
- Post journal entries of common transactions.
- Post journal adjusting entries.
- Post accounting error correction entries.
- Compile trial balances.
- Post to closing entries.
- Prepare financial statements.

In terms of Financial Accounting regarding the Greek Accounting Standards, students will be able to:

- Recognize revenues.
- Measure revenues.
- Recognize long-term assets.
- Calculate depreciation.
- Recognize and measure inventories.
- Recognize and measure accounts receivable (accounts and notes receivable).
- Recognize and measure short-term investments in securities.
- Recognize and measure accounts receivable and liabilities in foreign currency.

- Comprehend the features and content of an Accounting Plan.
- Apply the accounting plan of the Greek Accounting Standards.
- Prepare Cash Flow Statements.
- Understand the reporting of leases.
- Implement the Greek Accounting Standards.

In terms of Cost Accounting students will be able to:

- Understand the concept and content of manufacturing cost, namely direct materials, direct labor, and manufacturing overheads.
- Distinguish the various types of costs.
- Describe the costing function.
- Determine the production cost, both in terms of job order costing as well as process costing.
- Comprehend the allocation techniques of Manufacturing Overheads.
- Understand the costing techniques (absorption and variable costing).

In terms of the Introduction to Computerized Accounting students will be able to:

- Understand the Accounting Information System's function as a management tool.
- Break down the reasoning of an accounting software programmer.
- Outline the structure of a proper accounting application, so that it may achieve the expected outcomes.
- Understand the possible amount of information produced by a modern computerized accounting application.

Subjects covered:

- Introduction to Accounting
- Financial Accounting
- Cost Accounting
- Introduction to Computerized Accounting

Prerequisites: There are no prerequisites for this module.

DEO31 Financial Management

Module code: DEO31

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special Background

Year: 3rd

Language: Greek

Module general description: Finance is a branch of Economics that includes the following topics: Financial Management, Money and Capital Markets, Investments and Financial Analysis. A key feature of Finance is that it is a subject that is constantly adapting and evolving in response to economic, social and technological developments.

The aim of the module is to:

- Introduce the concepts of financial management and investment.
- Introduce the different sources of corporate financing, such as equity and debt.
- Introduce Money and Capital markets, as well as the portfolio management and portfolio evaluation techniques.

- Familiarize students with the long-term and short-term financial analysis of companies and the break-even analysis of companies

The aim of the module is to give students an understanding of:

- the financial management and investments
- the long-term and short-term financing decisions
- portfolio management
- financial analysis

Learning Outcomes: Upon the successful completion of the subject: **Introduction to Financial Management and Investments** of the module DEO31, students will be able to:

- Understand the various aspects of finance and its objectives.
- Analyse the fundamental concepts of future and present value of money.
- Explain the concept of net cash flow.
- Apply the method of net present value to derive the value of an investment in real assets.
- Apply the method of internal rate of return to derive the value of an investment in real assets.
- Critically compare the methods of net present value and internal rate of return.
- Explain the process of project evaluation under inflation.
- Understand the concept of risk and incorporate it into the investment evaluation.

Upon the successful completion of the subject: **Long-Term and Short-Term Financing Decisions** of the module DEO31, students will be able to:

- Explain equity as a source of long-term financing.
- Describe the process of equity issuance and determine the price and rights of shares.
- Understand debt (i.e., issue of bonds) as a source of long-term financing.
- Evaluate fixed income securities.
- Describe alternative sources of funding.
- Prepare the financial planning of a business.

Upon the successful completion of the subject: **Portfolio Management** of the module DEO31, students will be able to:

- Understand the theory of the efficient market hypothesis.
- Analyse the relationship between return and risk of an investment.
- Present and discuss the portfolio theory.
- Apply the process of constructing investment portfolios.
- Present and discuss the capital market theory.
- Compare the evaluation methods of portfolio performance.

Upon the successful completion of the subject: **Financial Analysis and other Issues of Finance** of the module DEO31, students will be able to:

- Be able to prepare long-term and short-term financial statements.
- Identify the break-even point of sales.
- Describe the theories that aim to explain the dividend policy of corporations.
- Explain the merger and acquisition process.
- Understand the process of business restructuring and bankruptcy.

Subjects covered:

- Introduction to Financial Management and Investments

- Long-term and Short-term Financing Decisions
- Portfolio Management
- Financial Analysis and Other Issues of Finance

Prerequisites: There are no prerequisites for this module.

DEO33 Marketing II

Module code: DEO33

ECTS Credit Points: 20

Module Type: Optional

Module characterization: Special Background

Year: 3rd

Language: Greek

Module general description: The modern business environment is characterized by constant changes in the external environment, increasing consumer needs and intense competition, factors that highlight the need for strategic business planning. The preparation and implementation of official marketing plans is necessary as it guides the company's actions in line with the external environment, while at the same time it reduces the risk. In tandem, the rapid development of technology dictates companies to invest in modern digital information and communication technologies, a fact that has led to the undoubted flourishing of digital marketing and social media marketing.

In this context, the main aim of the module is to present:

- the necessity of strategic planning
- the parts of a typical marketing plan
- the basic characteristics, tools and importance of digital marketing for modern businesses and organizations
- the conceptual and practical approaches of social media and related innovative digital marketing media, tools and practices such as "mobile" marketing and marketing analytics

The aim of the module is to give students an understanding of:

- The concept of strategic marketing planning
- The preparation and implementation of a marketing plan
- The methods and tools for analyzing the company's internal and external environment
- The opportunities and challenges of the digital economy
- The implementation and use of new innovative business models
- The basic features and tools of digital marketing
- Designing and evaluating the importance of digital marketing development and promotion techniques
- The scope and dynamics of the social media phenomenon and the critical role they play in the context of digital marketing
- The significant contribution of the mobile phone (and related applications) as a channel of interaction in the context of digital marketing with an emphasis on social media

- The great opportunities of measuring critical dimensions and variables through advanced applications and tools of digital marketing analytics and internet, in general, with emphasis on social media

Learning Outcomes: Upon successful completion of the module, the students will have acquired knowledge and skills related to the course modules, as follows:

Upon the successful completion of the subject: **STRATEGIC MARKETING IN DOMESTIC AND INTERNATIONAL ENVIRONMENT** of the module DEO33, students will be able to,

- Recognize the importance of strategic planning
- Define the competitive advantage
- Record the outline of one typical marketing plan
- Analyze the dimensions of the abroad environment
- Apply the SWOT analysis and the analysis of Porter's 5 forces
- Understand the industry attractiveness factors
- Carry out a competitors' analysis
- Understand the customers' analysis
- Analyze the segmentation-targeting-positioning procedure

Upon the successful completion of the subject: **DIGITAL MARKETING** of the module DEO33, students will be able to,

- Recognize the basic factors of modern business environment that contribute to the development of digital marketing
- Detect the basic conceptual approaches, the characteristics and the importance of digital marketing
- Analyze the behavior of the consumer in the digital market
- Use tools in practice such as designing consumer profiles and mapping customer experience and journey
- Understand how the design and implementation of digital marketing strategies and programs is affected by the General Data Protection Regulation
- Understand the way of operation of digital marketing models
- Recognize the special characteristics and ways of implementing different types of digital promotion
- Distinguish and evaluate the suitability of individual digital marketing development and promotion techniques

Upon the successful completion of the subject: **MARKETING OF SOCIAL MEDIA NETWORKING** of the module DEO33, students will be able to,

- Understand the basic conceptual approaches of social media networking
- Recognize the potential of "mobile" marketing and marketing analytics with an emphasis on social media
- Detect the practical applications of social media networking and the relevant innovative tools and practices
- Understand the dynamics of digital technologies in the context of the continuous evolution of the social media phenomenon
- Analyze the role of the individual components that govern the management of digital technologies within the context of integrated and effective social media management
- Approach the subject of social media through the required interdisciplinary approach

- Identify innovative approaches to connecting the theoretical background with practical dimensions of effective use of social media
- Evaluate current business practice in the field of social media giving emphasis on important communication channels such as the mobile phone as well as on innovative evaluation tools positioned in the field of marketing analytics.

Subjects covered:

- Strategic Marketing in domestic and international environment
- Digital Marketing
- Marketing of Social Media Networking

Prerequisites: There are no prerequisites for this module.

DEO45 E-Business and New Technologies for Entrepreneurship

Module code: DEO45

ECTS Credit Points: 20

Module Type: Optional

Module characterization: Special Background

Year: 3th

Language: Greek

Module general description: The main objective of DEO45, entitled "E-Business and New Technologies for Entrepreneurship" is to introduce students in the basic principles of two closely related and intertwined subject areas, i.e. e-Business and Management Information Systems. Specifically, DEO45 studies the subjects of e-business, e-commerce (incl. social commerce) and management information systems, which support businesses in their digital transformation projects. In the first two subjects, emphasis is put to the description and study of different e-business models, the necessary IT infrastructure for their successful roll-out, the applications of different types of E-commerce in practice, as well as the legal and security issues arising from these applications. In the last subject, the scientific area of Management Information Systems is studied thoroughly, providing all the necessary knowledge for understanding the different types of management information systems, their role in the contemporary organization, the technology infrastructure requirements for their successful implementation, and the major issues arising from a management perspective.

The aim of the course is to enable students understand:

- The basic concepts of e-business and e-commerce
- The legal framework and security approaches for securing electronic transactions
- The basic e-marketing strategies and implementation techniques
- The potential risks involved with the implementation of e-business/e-commerce systems
- The basic concepts and functionalities of management information systems
- The different types of management information systems
- The role of information systems in the contemporary organization
- The technology infrastructure and the operation environment of management information systems
- The security issues involved in the implementation of management information systems

Learning Outcomes:

Upon successful completion of the module, students will have acquired knowledge and skills related to the subjects, as follows: Upon the successful completion of the subject:

'Operating framework for e-business' of the module DEO45, students will be able to:

- Define the concept of e-Business and describe its various categories.
- Understand the basic types of transactions their business motives.
- Discuss the benefits of e-Business to individuals, organisations and society.
- Understand basic concepts of digital transformation.
- Describe the most prominent e-business models
- List and analyze e-business limitations.
- Define electronic marketplaces and their building blocks.
- Identify the main types of online shopping and describe their characteristics.
- Describe online exchanges and negotiations.
- Describe virtual communities and social networks as e-business mechanisms.
- Sort and describe the main business models of e-retailing.
- Describe how competition in retail is shaping up with the rapid growth of e-retailing at a global level and how this affects small and medium-sized enterprises.

Upon the successful completion of the subject: **'e-Commerce'** of the module DEO45, students will be able to,

- Describe e-commerce environment and traditional and emerging B2B models.
- Describe the characteristics of electronic procurement.
- Explain how reverse auctions work in B2B transactions.
- Describe how B2B-type transactions can benefit from social networking and Web 2.0)
- Describe e-Government activities and implementation.
- Describe e-Learning, virtual universities and e-education.
- Understand the value-added characteristics of mobile commerce as well as its benefits and fundamental motivations.
- Describe the mobile computing infrastructure that supports mobile commerce (devices, software and services).
- Understand the technologies and applications of mobile commerce based on location.
- Define social commerce and describe its history, its basic elements and its development.
- Describe the scope, motivations, content and benefits of social commerce.
- Describe the main social commerce business models.
- Describe the objectives and characteristics of digital advertising.
- Describe various online marketing, advertising and promotion models and techniques.
- Describe the basic principles of cross-border e-commerce and the issues raised in relation to electronic payments.
- Describe the main changes in retail and their impact on electronic payments.
- Understand online payment methods offered by third trusted parties.
- Describe the ways in which small and medium-sized enterprises can benefit from E-commerce.

Upon the successful completion of the subject: **'New Technologies and Management Information Systems'** of the module DEO45, students will be able to,

- Understand how Management Information Systems (MIS) are transforming entrepreneurship and what is their relationship with globalization,
- Identify human, organizational and technological aspects of MIS,
- Recognize the skills and MIS knowledge that are currently necessary for company executives
- Understand what is the role of business process management in enhancing competitiveness and how it is supported by information systems
- Identify ethical, social and political issues raised by MIS.
- Identify and understand IT infrastructure and its components
- Understand database technology and operations and how it improves business performance and decision-making
- Understand how Internet technologies work and how they support e-business and what are the key technologies and standards of wireless networking, communication and Internet access
- Understand why IT systems are vulnerable to disaster, errors and misuse and what are the most important tools and technologies to protect IT resources
- Describe how supply chain management systems contribute to coordinating planning, production and logistics with suppliers
- Describe how customer management support companies in entering into close relationships with their customers and fully understand their needs
- Understand what the different types of decisions are, how the decision-making process works, and how business intelligence and business analytics support decision-making
- Understand how team members can make decisions more effectively with the help of IT systems
- Recognize the business benefits of using intelligent techniques in decision making and knowledge management

Subjects covered:

- Operating framework for e-Business
- E-Commerce
- New Technologies and Management Information Systems

Prerequisites: There are no prerequisites for this module.

DEO34 Economic Analysis and Policy

Module code: DEO34

ECTS Credit Points: 20

Module Type: Compulsory

Year: 3rd

Language: Greek

Module general description: The purpose of the thematic unit is the introduction to Economic Analysis and Policy with special reference to microeconomics, macroeconomics and public economics which are the cognitive subjects of DEO 34.

In particular, the content of microeconomics, among others, refers to:

- the concepts of demand and supply of goods

- the operation of the market mechanism
- consumer theory
- producer theory, and
- the characteristics of different market structures.

The content of macroeconomics, among others, refers to:

- the definitions of the various macroeconomic variables
- the implications for the macroeconomy of implementing an economic policy in both a closed and an open economy.

The content of public economics, among others, refers to:

- the concepts of public goods,
- the concept of externalities, and
- the different taxation systems.

Learning Outcomes:

On successful completion of the Microeconomics sub module, students will be able to:

- identify the main concepts of microeconomics
- realize how individuals and firms allocate their limited resources to make themselves as well off as possible
- use the model of individual choice to examine how people react to changes in prices and income
- identify the main factors affecting the demand and supply of a good or service
- to understand why the notion of elasticity provides a convenient way of measuring the extent to which market demand responds to price and income changes
- analyze how the free market determines prices
- evaluate broad questions of government policy using the supply and demand model
- understand how economists conceptualize the process of production
- realize why the distinction between the short run and long run for firms is quite useful for studying market responses to changed conditions
- understand how returns to scale and scale economies affect firm's efficiency
- construct the firm's cost curves
- examine the assumption that firms seek to maximize profits and making their decisions
- understand how the competitive model of supply and demand can be used to investigate a range of economic activities and policies
- understand why monopolistic and oligopolistic conditions determine the market price and lead to deadweight loss effect

Upon successful completion of the subject Macroeconomics of the Thematic Unit DE034, students will be able to:

- define the basic concepts in macroeconomics
- work out the most important methods of measuring key macroeconomic variables and formulate the fundamental relationships between these variables
- distinguish the ways in which an economy's income is determined
- analyze the components of an economy's income in product demand of the private sector (private consumption and private investment), product demand of the public sector and net product demand from abroad

- distinguish between short-term, medium-term and long-term macroeconomic equilibria
- explain the basic features of the financial system and how to determine the interest rate and the equilibrium in the market for loanable funds
- define the money market balance and the effects of monetary policy
- analyze key policies for unemployment and inflation
- evaluate aggregate demand, aggregate supply, and analyze how to determine the general price level
- recognize and be able to describe the functions and the effects of fiscal and monetary policy, according to the different schools of economic thought
- analyze the balance of payments, as well as the ways in which exchange rate is determined
- analyze the concept of equilibrium in a country's transactions with the rest of the world
- assess the effectiveness of economic policy in the open economy under fixed exchange rate regimes
- explain the concepts of inflation and unemployment and describe the relationship between them.

On successful completion of the Principles of Public Economics sub module, students will be able to:

- understand the theoretical context which with contemporary societies approach the fundamental economic problem of "what, how, and for whom will be produced"
- understand the concept of Pareto optimization regarding production and consumption separately, as well as production and consumption simultaneously, and define the relevant optimization conditions
- define the two fundamental theorems of Welfare Economics
- understand the reasons behind the inabilities and imperfections of the free market system, as well as the public sector functions and operations in order to cure these market failures
- define the concept and the categorization of externalities
- understand the effects of externalities on allocative efficiency in production and/or consumption and analyze the policies for correcting externalities
- define the concepts of, pure and non-pure, public goods and their distinction from private goods
- understand the inefficiencies emerging from the private and/or public provision of non-pure public goods and analyze the policies for correcting those inefficiencies
- determine the reasons for public provision of private goods as well as the problems of public enterprises
- discuss and analyse the main arguments for and against income distribution and redistribution
- define the characteristics, and classifications of various taxes, taxation systems, and the concepts of tax avoidance and tax evasion
- analyze the concepts of tax burden and its distribution, and the various types of economic agents reactions towards taxation

- analyse the economic effects of taxation on the individual and corporate decisions to invest and save, and also its effects on labour market outcomes
- define the concepts of state budget, primary public deficit and primary public surplus and analyse their economic consequences

Subjects covered:

- Microeconomics
- Macroeconomics
- National Accounts and the structure of Greek Economy
- Principles of Public Economics
- International Economic Environments

Prerequisites: There are no prerequisites for this module.

DEO40 Management of Businesses and Organizations

Module code: DEO40

ECTS: 20

Module type: Compulsory

Module characterization: Special background (SB)

Year in which it is offered: Fourth (4o)

Language of instruction: Greek

Module general description: Modern business environment makes most traditional management practices and conventional management theories inadequate. The traditional approach to business management was limited to controlling, rules enforcing, communicating from the higher hierarchical levels to the lower ones, achieving goals and seeking stability in a rather static environment. However, the way businesses are now performed in a company/organisation has changed radically in the 21st century. Indicative issues contributing in changing the way companies operate are the globalization of markets, the intensifying competition between companies, the development of technology, the emergence of complex crises, and the need to respect employees' rights. Taking into account the current, highly unstable business environment and the different needs of individuals and teams, the Management of Businesses and Organizations seeks to offer modern solutions within unpredictable and rapidly changing environmental conditions.

The aim of the module is to present:

- the strategies developed by enterprises
- the challenges facing enterprises in the contemporary global business environment and internationalization strategies
- the concept of organizational behavior and its significance in contemporary organizations
- the basic principles of project management.

The aim of the course is for students to understand:

- the importance of strategy and the different strategic choices that companies and organizations have,
- the reasons and modes of companies' internationalization,
- the way the behavior of individuals and groups affects businesses and organizations,
- the methods and tools for project planning and controlling.

Learning Outcomes:

Upon the successful completion of the subject: STRATEGIC MANAGEMENT of the module DEO40, students will be able to:

- Define the concept of strategy and analyze its utility for a business.
- Distinguish the ways in which it is possible to formulate the strategy of a company.
- Analyze the components of the macro-wider environment, the micro-sectoral environment and the internal environment of a company.
- Analyze the internal and external environment of a company through a rational process of implementing a strategy.
- Explain how companies define corporate mission.
- Formulate appropriate business strategies.
- Evaluate strategic moves of companies, both at the level of growth and at the level of shrinkage or divestment.
- Recognize the differences between the different levels of strategy.
- Distinguish between the basic choices of a company at the level of corporate strategy and compare their advantages and disadvantages.

Upon the successful completion of the subject: INTERNATIONAL BUSINESS MANAGEMENT of the module DEO40, students will be able to:

- Define the concepts of "Multinational Company" and "Foreign Direct Investment".
- Identify the reasons for the internationalization of companies and the factors that affect their activities.
- Distinguish between the different types of Foreign Direct Investment and the different ways of a company penetrating into foreign markets.
- Analyze the elements of the international external environment that Multinational Companies must take into account in formulating their business plans.
- Describe the evolution of the main theories for Foreign Direct Investment and assess the role of Multinational Companies in shaping international economic relations.
- Distinguish between the types of subsidiaries, the types of organizational structure of Multinational Companies and the characteristics of international production strategies.
- Evaluate the benefits and the negative impacts of the activities of Multinational Companies in their host countries and their countries of origin.

With the successful completion of the subject ORGANIZATIONAL BEHAVIOR of the Module DEO40, students will be able to:

- Define the concept of Organizational Behavior and analyze its importance in modern organizations.
- Describe the main features of organizational theories and evaluate their applicability in modern management.
- Utilize Systems Theory for the study of organizations.
- Describe the basic characteristics of individual behavior and the role of the causes that determine it.
- Define the concept of Communication and identify the skills required for effective interpersonal communication, as well as the obstacles encountered.

- Identify the reasons for the formation of groupings in organizations and the factors that contribute to their effectiveness.
- Analyze the process of conflict and determine the ways to resolve it.
- Distinguish the concepts of Management and Leadership and describe the methodological approaches regarding the study of Leadership.
- Define the concept of Organizational Culture and describe the process of its creation.
- Define the concepts of Ethics and Business Ethics and analyze the importance of ethical behavior issues for organizations.

With the successful completion of the subject PROJECT MANAGEMENT of the Module DEO40, students will be able to:

- Define the concepts program, project, sub-project, activity and work, as well as to distinguish the differences between them.
- Define the project management and describe the life cycle of a project.
- Describe the ways of organizing for the execution of projects and to explain their advantages and disadvantages.
- Apply the following project planning and control methods: Gantt charts, progress curves, scheduling tables, balance lines and Graphical Evaluation & Review Technique (GERT).
- Apply the following network analysis methods: Critical Path Method (CPM), Metra Potential Method (MPM) and Program Evaluation and Review Technique (PERT).
- Explain and apply the planning process of production means for projects with constraints on implementation time and for projects with constraints on available production means, as well as optimization techniques in project scheduling.
- Explain and apply the techniques of monitoring the time and financial progress of a project.
- Analyze the budget of a project and explain the cost monitoring.
- Understand the operation and limitations of project management information systems in decision making.

Subjects covered:

- Strategic Management
- International Business Management
- Organizational Behavior
- Project Management

Prerequisites: There are no prerequisites for this module.

DEO42 Total Quality Management and Environmental Management

Module code: DEO42

ECTS Credit Points: 20

Module Type: Compulsory

Module characterization: Special background (SB)

Year: 4th

Language: Greek

Module general description: Today's business environment is characterized by intense competition, abundance of products/services, rapid technological developments, high

uncertainty, ever-increasing environmental challenges and environmentally and socially aware consumers. Sustainable development issues, following the Brundtland Report in 1987, have been increasingly influencing both government policies and consumer behavior, rendering their integration into business operations of critical strategic importance. In the context of increasing pressure from competition and consumer demands for product quality, environmental protection and socially sound practices, companies are called upon to adopt new management and strategy approaches in order to survive and prosper. Total Quality Management (TQM) is a modern and constantly evolving management approach, providing businesses and organizations with the principles, tools and perspectives of a customer-centric approach, continuous improvement, adaptation to changing conditions and decision-making based on measurable indicators. Sustainability parameters are directly and critically related to TQM, as (a) they are now an explicit requirement of all stakeholders and especially customers and (b) the environmental dimension can be effectively integrated into business decision-making through the quality reporting framework (design, production, quality control, quality management).

The aim of the module is to present:

- the practical dimension of Total Quality Management
- the main concepts and practices of quality control and quality management standards
- the modern business methods for tackling environmental problems and sustainable development, including environmental management and protection systems
- the basic principles of natural resource management

The aim of the module is to give students an understanding of:

- the concepts of quality, total quality management and continuous improvement
- the application of quality control and management methods and tools
- methods and tools for environmental management and protection
- natural resource management methods and tools

Learning Outcomes:

Upon successful completion of the module, students will have acquired knowledge and skills related to the subjects, as follows:

Upon the successful completion of the subject: **TOTAL QUALITY MANAGEMENT** of the module DEO42, students will be able to,

- Recognize the strategic importance of the adoption of Total Quality Management by companies and organizations.
- Assess the critical factors for the successful adoption of Total Quality Management in relation to the problems and needs of organizations and companies.
- Use quality standards and quality awards as a means of continuous improvement.
- Establish procedures for quality, measurements and inspections to improve quality.
- Do benchmarking to determine improvement needs.
- Correct problems and elucidate the reasons for possible failure.
- Set goals, plan and implement new improvement processes in companies and organizations.
- Categorize quality costs and estimate the cost of simple quality programs.

- Understand the change of mentality required for the full and in-depth adoption of Total Quality Management in the organizations and companies that work or are going to work.

Upon the successful completion of the subject: **QUALITY CONTROL AND QUALITY MANAGEMENT STANDARDS** of the module DEO42, students will be able to,

- Define what is Quality Control and what are the basic elements that make it up.
- Report and interpret the types of sampling errors and describe the elements of the operating characteristic curve.
- Understand the concepts and assessment process of average output quality and production process capacity.
- Understand the usefulness of Statistical Process Control and use the most known charts.
- Understand the basic principles of the Taguchi approach.
- Define quality assurance and recognize the differences between quality control and quality control.
- Define quality standards and describe the use ISO 9000 series standards.
- Describe indicative quality management standards and state their key elements.
- Understand the steps of development and certification of a Quality System and list its main advantages and disadvantages.

Upon the successful completion of the subject: **ENVIRONMENTAL MANAGEMENT AND SUSTAINABLE DEVELOPMENT** of the module DEO42, students will be able to,

- Know the basic principles and concepts of natural resource economics.
- Evaluate the economic viability of an environmentally friendly business activity.
- Evaluate policies to motivate enterprises to select environmentally friendly alternatives.
- Evaluate the importance of actions for the harmonization of the operation of companies with the applicable social norms and the importance of their contribution to the support of the goals of the society in which they operate.
- Calculate the effectiveness of activities and projects for the protection and utilization of environmental resources.
- Evaluate and advise companies, organizations and public authorities when making decisions on environmental protection and natural resource management.
- Identify and analyze environmental problems using Operational Research as a decision-making tool and recognize the relationship between the production-distribution chain and the environmental chain.
- Demonstrate knowledge on the importance of eco-design and eco-labeling of products.
- Understand the concept of product life cycle analysis and perform simple life cycle analysis studies.
- Demonstrate knowledge on and explain the functions of reverse logistics and design simple reverse logistics systems.
- Demonstrate knowledge on the importance and basic characteristics of environmental management systems.

- Apply methods and techniques of environmental management and prepare simple technical-economic studies of environmental nature.

Subjects covered:

- Total Quality Management
- Quality Control and Quality Management Standards
- Environmental Management and Sustainable Development

Prerequisites: There are no prerequisites for this module.

DEO41 Money and Capital Markets

Module code: DEO41

ECTS Credit Points: 20

Module Type: Optional

Module characterization: Special background (SB)

Year: 4th

Language: Greek

Module general description: Financial (money and capital) markets now play a key role within the global economy. These markets are constantly evolving and creating new investment opportunities and financial tools for individuals, businesses as well as states. The primary role of the financial markets in the global economy became apparent during economic and financial crises of the recent decades, which then affected the economic activity of the entire planet. Given the importance of financial markets to the economic well-being of all people, it is important to understand their functions in today's economic and financial environment and how they affect all aspects of the economy.

The study of financial markets includes, among others, the following: a) Financial instruments, where basic concepts such as money and its uses, the structure of financial markets, and money and capital market products (bonds, stocks, etc.) are presented, b) International finance, where the foreign exchange market, the balance of payments, among others are analyzed, and c) Credit institutions, whose role in the economy, the risks they face, and the treatment of these risks through the use of financial instruments are explored.

The aim of the module is to present:

- The structure and operation of the financial system and its instruments as well as the role of the Central Bank in the economy.
- The characteristics and manner of rating government and corporate bonds and the information content of the interest rate curve.
- The foreign exchange market, its relationship with international interest rates and the manner in which exchange rates are set.
- Credit institutions and their role as intermediaries, the risks of credit institutions and ways of managing these risks.

The aim of the course is for the students to understand:

- the functioning of financial markets and the use of financial instruments,
- interest rate risk and how it affects the valuation of securities,
- the foreign exchange market and the impact of intervention policies,
- the functioning of credit institutions, the risks they face and the management of those risks.

Learning Outcomes: Upon successful completion of the module, students will be able to:

- Comprehend the most important functions of financial institutions within the global financial environment and assess the nature of these institutions' financial services.
- Explain the roles of money and capital markets as well as that of financial institutions in the process of financial intermediation.
- Understand the role of the Central Bank in an economy and the workings of the tools of monetary policy.
- Evaluate the informative content of the interest rate curve.
- Apply money and capital markets models to measure investment risk in interest rate products.
- Understand the operation of the foreign exchange market, how exchange rates are set and how they relate to economic activity.
- Understand the role of credit institutions in the economy as key intermediaries in the financial system.
- Communicate all available information related to the international financial system to their professional and social environment.
- Explain the sources of risk of credit institutions and apply appropriate tools for measuring and managing this risk.
- Analyze the impact of the audit framework on the operation and strategic planning of financial institutions.
- Explain specific economic and financial events and real cases.
- Understand the operation of the derivatives market.
- Apply models for hedging/managing interest rate and foreign exchange risk using derivative products.

Subjects covered:

- Financial Instruments and Financial Markets
- Interest rates, Risk, Government and Corporate Securities
- International Finance and Foreign Exchange Market
- Credit Institutions and their Risk Management

Prerequisites: There are no prerequisites for this module.

DEO44 Theory of Entrepreneurship and Innovation

Module code: DEO44

ECTS Credit Points: 20

Module Type: Optional

Module characterization: Special background (SB)

Year: 4th

Language: Greek

Module general description: The main purpose of the Module DEO44 "Theory of Entrepreneurship and Innovation" is the analysis of key issues related to entrepreneurship and innovation and specifically the study and analysis of the above concepts, their importance to individuals and organizations and their impact on socio-economic development, the dynamics of technological change, the sources of financing, the structure and the analysis of the basic steps of writing a business plan.

In particular, the content of entrepreneurship, among others, refers to:

- the concept of entrepreneurship and entrepreneurial mentality
- the concept of entrepreneur and founding team
- the forms of entrepreneurship and types of enterprises
- the concept of business idea and opportunity
- the concept of design thinking
- the sense concept of business model and business canvas
- the concept of a lean start-up
- the concept of entrepreneurial financing

The content of the innovation, among others, refers to:

- the concept of innovation
- the techno-economic environment
- the dynamics of technological change
- innovation and competitive strategy
- knowledge and learning
- technology management
- the architecture of the innovative enterprise

The content of the business plan, among others, refers to:

- the concept of business plan
- the structure of the business plan

Learning Outcomes: Upon successful completion of the module, students will be able to:

- understand the concept of entrepreneurship and the entrepreneurial mindset
- understand the role of education in cultivating an entrepreneurial mindset
- Understand the contribution of entrepreneurship to the economic and social development and to resilience
- identify barriers in relation to entrepreneurial activity
- understand the concept of fear of failure and identify reasons that lead to entrepreneurial failure
- understand the concept of the entrepreneur and identify his / her characteristics and motivations
- understand social factors that affect entrepreneurs
- understand the different types of an entrepreneur
- understand the concept of business team and understand issues related to the decisions that business teams should make
- identify different forms of entrepreneurship
- understand the concept of innovation and its different types
- understand the concept of business idea, business opportunity and design thinking
- understand the meaning of the business model and the business model canvas
- understand the concept of a lean business start-up and its basic principles
- understand the meaning and significance of funding and sources of funding
- understand the evaluation criteria of investors
- identify the characteristics of a business plan and its key components

Subjects covered:

- Introduction to Entrepreneurship

- Introduction to Innovation
- Business plan

Prerequisites: There are no prerequisites for this module.

DEO43 Industrial Organization, Labor Economics and European Businesses

Module code: DEO43

ECTS Credit Points: 20

Module Type: Elective

Year: 4th

Language: Greek

Module general description: The primary objective of the module is to present the theory of industrial organization theory, of labor economics and collective bargaining, and of European business economics.

In particular:

- The theory of Industrial Organization covers the theory of production, market theory, the types of imperfect market competition, market power, pricing in oligopolistic markets, price discrimination, product differentiation, barriers to market entry.
- Labor economics covers the institutional framework of the labor market, the labor supply, the labor demand, wage determination, human capital, migration, labor unions, wage differentials, unemployment, income distribution, economic policy.
- European Business covers international economic relations, principles of multinational enterprises, the course of the European Union (EU), the European business environment and the steps towards EU integration, EU competition policy, EU social policy, the single market and the single European currency, foreign direct investment in the EU, small and medium-sized enterprises in Greece and the EU, entrepreneurship in Greece and the EU.

Learning Outcomes:

Upon successful completion of the cognitive subject of the module, students will grasp:

- The theory of production
- Market theory
- The types of imperfect market competition
- Market power
- Pricing in oligopolistic markets
- Price discrimination
- Product differentiation
- Barriers to market entry
- The institutional framework of the labor market
- The labor supply
- The labor demand
- Wage determination
- Human capital
- Migration
- Labor unions
- Wage differentials

- Unemployment
- Income distribution
- Economic policy
- International economic relations
- Principles of multinational enterprises
- The course of the European Union (EU)
- The European business environment and the steps towards EU integration
- EU competition policy
- EU social policy
- The single market and the single European currency
- Foreign direct investment into the EU
- Small and medium-sized enterprises in Greece and the EU
- Entrepreneurship in Greece and the EU.

Subjects covered:

- Theory of Industrial Organization
- Labor economics and collective bargaining
- Economics of European Business

Public Administration

Purpose

The aim of the course, which includes Thematic Units on both the theory of public administration & policy, as well as on practical methods regarding the organization and operation of the public sector, is to provide a high level of specialized studies in “Public Administration”.

Learning Outcomes

Upon the successful completion of the program, graduates will be able to:

- identify the fundamental principles of the Greek public law and the specific principles that regulate public administration activities.
- identify the structure, the organization, the functions, and the procedures of public administration, as well as the European and international framework within which it must operate.
- apply the new forms of governance in the field of public administration.
- recognize the strategic role public administration can play in the economic development and competitiveness of the country.
- define the scope of their responsibility in relation to the broader functions of the institution in which they work.
- use complex tools for analyzing and implementing policies in public administration, as well as forms of concrete applications.

Description

The course is offered in Greek

Duration of the programme

The minimum duration of the programme is four (4) years or eight (8) semesters

ECTS

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this programme is 240 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Classification according to ISCED-2011 of UNESCO

Coding of educational attainment: 6

Classification according to ISCED-2013 of UNESCO

Based on the field of Education: 0413 - Management and Administration

Admission Requirements

Graduates of High Schools or holders of corresponding or similar secondary education degrees earned either abroad or in Greece.

Knowledge of a foreign language as well as familiarity with the use of computers, e-mail, and the Internet will significantly facilitate participation in the program.

Ten (10) of the offered places per semester of admission are occupied by prison officers of the Ministry of Justice.

Contact***Student Registry:***

Tel.: +30-2610 367333 & 2610 367329 - E-mail: dhd@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Course Modules**Structure**

The duration of the programme is four (4) academic years, which is divided into eight (8) semesters. Three (3) Modules of ten (10) credits (ECTS) each are selected each semester.

1st Year		
1st Semester		
DHD 11	General Principles of Public Law	(C ¹ , 10 ECTS)
DHD 12	Principles of Economic Theory	(C, 10 ECTS)
DHD 13	Greek Administrative System	(C, 10 ECTS)
2nd Semester		
DHD 21	Introduction to Political Science	(C, 10 ECTS)
DHD 22	Operational Statistics	(C, 10 ECTS)
DHD 23	Basic Principles of Management	(C, 10 ECTS)
2nd Year		

3rd Semester

DHD 31	International and European Law	(C, 10 ECTS)
DHD 32	Principles of Public Economics	(C, 10 ECTS)
DHD 33	Historical Formation of the Greek Nation State	(C, 10 ECTS)

4th Semester

DHD 41	International Political Economy	(C, 10 ECTS)
DHD 42	Ethics and Deontology in Public Administration	(C, 10 ECTS)
DHD 43	State and Public Policies	(C, 10 ECTS)

3rd Year

5th Semester

DHD 51	Regional Development and Regional Inequalities	(C, 10 ECTS)
DHD 52	EU Institutions and Public Policies	(C, 10 ECTS)
DHD 53	Project Management	(C, 10 ECTS)

6th Semester

DHD 61	Institutions and Policies of Human Rights Protection	(C, 10 ECTS)
DHD 62	Public Sector Accounting	(C, 10 ECTS)
DHD 63	Reform Trends and Changes in Public Administration	(C, 10 ECTS)

4th Year

7th Semester

DHD 71	Public Administration and International Organizations	(C, 10 ECTS)
DHD 72	Administrative Decentralization and Local Government. Political and Economic Dimensions	(C, 10 ECTS)
DHD 73	Public Investment and Development Programs	(C, 10 ECTS)

8th Semester

DHD 81	Civil Service Law	(C, 10 ECTS)
DHD 82	Fiscal Management and Auditing	(E ² , 10 ECTS)
DHD 83	Quality Management	(E, 10 ECTS)
DHD 84	Anti-Crime / Penitentiary Policy and Administration	(E, 10 ECTS)
DHD 85	Entrepreneurship and digital transformation	(E, 10 ECTS)
DHD 86	Entrepreneurship and innovation management	(E, 10 ECTS)

Notes:

C¹: Compulsory

E²: Elective

The degree is awarded on completion of 24 course modules.

Students' evaluation per Module: click [here](#).

Module Selection Instructions

You can choose one (1) up to three (3) Modules per semester.

When selecting Modules, students must first select all the available Modules that belong to the previous semesters and then select Modules belonging to the next semester.

For example, students who have successfully completed one (1) first-semester Module and wish to select three (3) second-semester Modules, must select the two (2) remaining first-semester Modules and then one (1) from the second semester, etc.

Students choose Module DID81 and two (2) of the following five 5 Modules in the eighth semester:

DHD82 “Fiscal Management and Auditing”

DHD83 “Quality Management”

DHD84 “Anti-Crime / Penitentiary Policy and Administration”

DHD85 “Entrepreneurship and digital transformation”

DHD86 “Entrepreneurship and innovation management”

The minimum duration of the programme is four (4) academic years. In order to obtain a degree, students must successfully complete 24 Modules of the programme.

Course Modules

DHD11 General Principles of Public Law

Code: DHD11

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Background Knowledge

Semester: First (1st)

Language of instruction: Greek

Aim of the Thematic Unit: The Thematic Unit aims to present the general constitutional and administrative principles of Greek legal order. Emphasis is given to i. sources of law and rulemaking, ii. separation of powers and relations between the state bodies and between the state and the citizens, iii. fundamental rights, iv. public administration and systems of administration, v. legal principles based on the rule of law and vi. judicial system and judicial control of constitutionality.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- determine the system of sources of law in the Greek legal order, the fundamental constitutional principles that regarding the state powers, and the general principles of administrative organization and action,
- recognize the methods and techniques of legal interpretation and reasoning,
- use the literature and the jurisprudence to solve specific problems of public law.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU’s e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD12 Principles of Economic Theory

Code: DHD12

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Background Knowledge

Semester: First (1st)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Thematic Unit is to introduce students to Economic Theory and more specifically to the basic principles of micro and macroeconomics, with special attention to the relevant basic methodological tools. In particular, and as far as microeconomics is concerned, the Thematic Unit will focus on the examination of the theory of demand and supply of goods, the categorization of public goods, the significance of performance and cost curves of a corporation / organization, issues relating to the policy of monopolies and oligopolies, as well as the conditions of free competition. As far as macroeconomics are concerned, the Class Unit focuses on the examination of means to determine the total economic income, the conditions of macroeconomic equilibrium, the basic characteristics of labor market, issues of fiscal and monetary policy, balance of payment, the ways to transform exchange rates, the notions of inflation and unemployment, as well as issues relating to Financial Prosperity.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Determine and comprehend the differences between the microeconomic and macroeconomic approach,
- Describe the determining factors of demand and supply of a good
- Recognize the significance of the structure of markets and the peculiarities of public goods
- Define the equilibrium conditions in purchasing a good
- Determine the total product in the framework of a close or open economy
- Analyze the prevailing conditions in the labor market
- Comprehend the relationship between the several macroeconomic figures, like for example inflation and unemployment
- Assess the alternative financial policies and comprehend the consequences of their implementation

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD13 Greek Administrative System

Code: DHD13

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Background Knowledge

Semester: First (1st)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is the presentation of the institutions, functions and procedures of the Greek administrative system. Specific contents: I. The system of public administrations in Greece - II. Administrative system and the Constitution – III. The functions of the administrative system: public order, national defence, justice, financial development, social administration, environmental protection, taxation and fiscal management – IV. The central government – V. Decentralization, Local Administration – VI. Independent Authorities – VII. Administrative activity and procedures – VIII. The control of public administration – IX. Public Administration staff – X. Malfunctions of public

administration and reform – XI. The Europeanization of public administration – XII. The Greek administrative system in the crisis era.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Determine the structure, organization, extent, institutions, functions, procedures and transformations of the Greek administrative system,
- Recognize the pathogenesis and malfunctions of the Greek administrative system, in order to be able to contribute to its transformation for the better,
- Determine relevant information with regards to the staff of public administration and the core provisions of the Civil Servant Code.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD21 Introduction to Political Science

Code: DHD21

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: General Knowledge

Semester: Second (2nd)

Language of instruction: Greek

Aim of the Thematic Unit: The main purpose of this course is the introduction of students to the basic concepts of political science, which will be useful for a better understanding in the context of the whole academic program. More specifically, different types of states are presented (liberal, social, neoliberal), as well as the transformations of state-society relations from Enlightenment to the present day. These relations are presented through transformations in economy, social and gender structure, as well as the cultural dynamics in the face of the globalization processes. In this context, an analysis of the political system and of the concept of legitimation is offered. Also, the basic characteristics of representative institutions, both political and social, are presented, as well as the distinction between government and governance is discussed. Lastly, the areas of political behavior, political participation, electoral behavior, and civil society are presented, focusing on contemporary Greece.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Define and distinguish the basic modes of state organization.
- Determine the important transformations in the relationship between society and the state, as these are articulated through social and political representation structures.
- Evaluate the important parameters which determine the processes and content of legitimation at the national and international level.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD22 Operational Statistics

Code: DHD22

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: General Knowledge

Semester: Second (2nd)

Language of instruction: Greek

Aim of the Thematic Unit: The aim of this Class Unit is to present the fundamentals of Operational Statistics and Operational Mathematics, which are necessary for students to understand basic principles in Business Administration and their practical application in various problems in business and financial problems using spreadsheets. Topics include: Introduction to Statistics for Business Administration, Graphical methods for summarizing data, Algebraic methods for summarizing data, Principles of Probability Theory, Probability Distributions, Sampling distributions of statistical measures, Estimating population parameters, Parametric tests, Functions of a single variable, Differentiation of functions of a single variable, Limits, continuity and function optimization, Introduction to spreadsheets, Statistical functions, Data analysis tools, Graphs.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Understand and use basic tools from Mathematics to solve problems in economics and business administration.
- Describe basic concepts and the role of Statistics and Probability in business administration.
- Use operational mathematics and statistics in conjunction with related software, in order to solve problems and exercises.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD23 Basic Principles of Management

Code: DHD23

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Background Knowledge

Semester: Second (2nd)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is to present the basic principles of management. More specifically, the Class Unit examines the historical development of management theories, the foundational functions of management, issues concerning human resource management, issues relating to staff development and assessment, the significant of culture and communication in modern organization, ethical issues in corporations and organizations, as well as current approaches in leadership discourse.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Distinguish the basic principles and theories which constitute core knowledge, and one which Management has been based on and developed till today,
- Analyze the basic functions of Management
- Recognize the problems confronted by the modern employee

- Define the necessary abilities for a modern individual
- Assess the means and measures through which occurring problems regarding human resource may be resolved, and recognize the significance of culture and communication in the modern organizations

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD31 International and European Law

Code: DHD31

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Third (3rd)

Language of instruction: Greek

Aim of the Thematic Unit: This module comprises the analysis of the basic principles of public international law, with an emphasis on the theory of subjects and sources of international law, and subsequently, the presentation of the basic principles of EU law, with an emphasis on the system of sources of EU law, the EU general principles, the relations between EU and domestic law, the EU institutions and the system of judicial protection in the framework of the EU.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Define the specific traits, sources and subjects of international law,
- Define the specific characteristics of EU law, the relations between domestic and EU law, the system of EU law sources, the EU institutions, as well as the evolution of EU law after 2010, with an emphasis on particular developments for the Eurozone member-States.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD32 Principles of Public Economics

Code: DHD32

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Third (3rd)

Language of instruction: Greek

Aim of the Thematic Unit: The objective of this module is the introduction of students to the basic concepts of public sector economics and the analysis of the economic functions of the state. Specifically, the issues that are developed in this Module include: market mechanism and the need for state intervention in economic activity, definition and size of the public sector, theory of public goods, externalities, state budget, public expenditure, public debt, taxes and tax system, public enterprises, financing social policy and social security. In addition, the present Module includes some references to the current fiscal developments in Greece

and makes a brief presentation and commentary on key figures and procedures of the State Budget.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- understand the economic functions of the state and the reasons for state intervention in economic activity
- identify the forms of state intervention in economic activity, the state budget and public enterprises
- evaluate economic policy and formulate policy proposals to improve public sector efficiency

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD33 Historical Formation of the Greek Nation State

Code: DHD33

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Background Knowledge

Semester: Third (3rd)

Language of instruction: Greek

Aim of the Thematic Unit: The Class Unit focuses on the basic stages of formation and development of the Greek nation state, with emphasis on the period of the twentieth century. The evolution of the political system is examined both in relation to the changes in the constitutional field, as well as to the emergence of specific stakeholders such as shipping, the bourgeoisie, the banks and the working classes. Emphasis is also given on the period after the 1909 military movement and the policy of the so-called 'Venizelist modernization'. The rehabilitation of refugees, the economic crisis of the interwar period and the regime of Ioannis Metaxas are also examined. After the fundamental upheavals brought about by World War II, the Occupation and the Civil War, the formation of the post-war political system (constitution and para-constitution) and the crisis of legitimacy leading to the dictatorship of 1967 are examined. The course ends with the review of the period after the restoration of the Greek democracy in 1974.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- describe the main moments of the formation of the Greek nation state, and the reasons that contributed to its change
- distinguish the important social and political entities and institutions of Greek political history
- describe the institutional function and structural role of the elements of the political and administrative system during the historical period under consideration.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD41 International Political Economy

Code: DHD41

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fourth (4th)

Language of instruction: Greek

Aim of the Thematic Unit: The course relates to the international dimensions of economic activity, economic transactions, and economic relations. Its main topics are theoretical approaches in international political economy, the international financial and monetary system, international exchange rates, money and capital markets, the international trade and the globalization of commodity and service markets, multinational companies, international economic relations, the transnational coordination of economic policies, the relations between advanced and advancing countries and the regional and global economic integration and governance. The course includes issues such as European integration, Development aid, energy, and immigration.

Learning Outcomes: Upon successful completion of this course students will be able to:

- Define the inner structure-function of the international economic system
- Define the function of the international trade and multinational companies
- Evaluate the importance of international economic relations and compose policies for their improvement

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD42 Ethics and Deontology in Public Administration

Code: DHD42

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fourth (4th)

Language of instruction: Greek

Aim of the Thematic Unit: The objective of this Course Module is the in-depth presentation of the basic principles of Ethics and Deontology in the Public Administration, as these originate from the Greek Constitution, the administrative laws and the codes of ethics & deontology of the public sector. Particular emphasis will be placed on the in-depth analysis of the Administrative Procedure Code, the European Code of Good Administrative Behavior and the Code of Good Administrative Behavior of the Civil Servants. In addition, the Course Module will cover the preventative and suppressive management of the phenomenon of corruption in Public Administration.

Learning Outcomes: After successfully completing the Course Module, students will be able to:

- understand and internalize the principles of ethics and deontology, to which good administration should adhere, in conjunction with the law provisions included in the Administrative Procedure Code.

- identify and interpret preventative and suppressive anti-corruption measures in Public Administration.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD43 State and Public Policies

Code: DHD43

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fourth (4th)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is the critical approach to basic institutions and processes for the formation and implementation of public policies at the national, regional, local or supra-national levels. Following an essential presentation of basic concepts of the class unit (the state, public policies), the focus turns on the challenges that the state is faced with in the course of implementing public policies. Challenges that arise as a result of a constantly changing environment (developments in European integration and dynamics of globalization), which undoubtedly affect public policies. The last part of the class unit the focus is on cases of social or regional policies as case-studies in Greece, in order to present the factors that constitute the basic assessment criteria of state public policies.

Learning Outcomes: Upon successful completion of this Class Unit, students will be able to:

- defining the basic institutions and procedures that have an impact on public policies,
- defining and evaluating the challenges that the public administrations is faced with, as they result from the process of European integration and the conditions generated by globalization,
- describing and analysing the features of social and regional policy in Greece.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD51 Regional Development and Regional Inequalities

Code: DHD51

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fifth (5th)

Language of instruction: Greek

Aim of the Thematic Unit: The module concerns issues of theory of regional inequalities and analysis and evaluation of regional policy instruments. The topics covered concern the following: the 'regional problem' and the measurement of regional inequalities, theories of regional inequalities, regional inequalities in Greece, regional inequalities in the European Union, the necessity of regional policy, the objectives, dilemmas and instruments of regional

policy, the regional development policy in Greece, development incentives, the regional distribution of public investments, the organization of public administration at regional and local level, the regional programmes and the regional distribution of the NSRF, the regional policy in the EU.

Learning Outcomes: At the end of the module the student should be able to:

- understand uneven development at different spatial levels (from the international and the European level to the national and the local one).
- identify the instruments of exercising regional policy as well as the regional policy implementing bodies/institutions.
- evaluate regional policy and formulate policy suggestions to reduce regional disparities and ensure balanced development.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD52 EU Institutions and Public Policies

Code: DHD52

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fifth (5th)

Language of instruction: Greek

Aim of the Thematic Unit: The course, in a generic manner, aims to familiarize the students with the processes that led to the formation of the EE, its organs, and its policies. The main topics of the course include the theories of European integration and main concepts; the history of the EU development; the Treaties of the EU and their revisions; the EU organs and institutions; the EU budget; main EU policies; the EU in global politics, and the process of the European integration.

Learning Outcomes: Upon successful completion of this Class Unit, the students will be able to:

- describe the structure, the functioning, and the policies of the European Union
- analyze EU policies and their implementation
- formulate policy proposals for the improvement and enhancement of EU policies

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD53 Project Management

Code: DHD53

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Fifth (5th)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of the module is the presentation of the basic principles of project management. Specifically, the module presents the basic concepts in the context of project design and implementation, the ways of organizing and managing projects, the project life cycle, the most well-known and widely used methods of project planning and control including network analysis methods, production programming process for projects with constraints on implementation time and projects with constraints on available resources, project schedule optimization techniques, project time and financial monitoring techniques, and finally how information systems are supported in project management.

Learning Outcomes: Upon successful completion of the module, students will be able to:

- identify the concepts program, project, subproject, project life cycle, activity and work
- describe the ways of the organizing and managing projects and explain their advantages and disadvantages
- apply project planning and control methods
- understand and apply the process of assigning resources to projects
- understand and apply the techniques of monitoring the schedule and budget of a project
- analyze the budget of a project and monitor its expenses
- understand the operation and the limitations of the project management information systems.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD61 Institutions and Policies of Human Rights Protection

Code: DHD61

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Sixth (6th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of this Class Unit is to introduce students to the issue of human rights, including civil, political and social rights. More specifically, the class unit examines the perception of civil rights as a value which surrounds human personality, beyond any intervention that might curtail its privacy, as well as the terms of participation in public communication procedures (opinion, expression). Political rights forms a protective net of civil society's political body, against forms of power which hinder people's self-government, while its active dimension concerns participation in the political process, mainly through the right to vote. Social rights form a protective net against threats received by social groups by personal property, accumulation of wealth and power, and by the market dynamics. To conclude, the class unit focuses on the application of the above perceptions by the Greek state and legislation, particularly after the second half of the twentieth century up till today.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- describe the cardinal theoretical approaches through which modern conceptions of human rights have been formulated

- acknowledge the important political and administrative agencies which embody human rights principles, combined with the function of the political system
- determine fields of intervention with content related to the protection of human rights, in the area or the institution of their occupation.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD62 Public Sector Accounting

Code: DHD62

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Sixth (6th)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is to lay the foundations for the issues of Public Sector Accounting both at a theoretical and practical level by presenting the basic concepts, principles and applications in the Greek and modern international environment. In detail, it includes Accounting systems for monitoring transactions in the Public Sector, Budget in the Public Sector, Double-entry Accounting System in Public Entities, Public Health Units and Local Authorities, Accounting of Grants, Investment Accounting, Central Government Accounting, Control and Evaluation of performance in the Public Sector.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- describe the basic concepts, principles, and applications of Public Sector Accounting
- use accounting systems for monitoring transactions in the public sector

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD63 Reform Trends and Changes in Public Administration

Code: DHD63

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Sixth (6th)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is to present the basic principles of change management. Specifically, the class unit presents the main content of the concept of change, the types of change, the most essential theoretical models of change, the conditions for success or failure of change, the reasons of reaction towards change, ways of mitigating the reaction to change, the actors of change, the significance of senior management and leadership regarding the final outcome, as well as contemporary issues regarding administrative reforms and public administration current trends.

Learning Outcomes: Upon successful completion of the Class Unit, students will be able to:

- Describe the principles of reform administration and administrative changes
- Recognize the current forms of organization in the public sector
- Define the prerequisites of success, or failure of reform attempts
- Propose the current models of agencies' change
- Analyze the administrative changes in combination with the bodies' effectiveness.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD71 Public Administration and International Organizations

Code: DHD71

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: General Knowledge

Semester: Seventh (7th)

Language of instruction: Greek

Aim of the Thematic Unit: The major scope of this Class Unit is to assist in the theoretical and particularly functional and practical understanding of the significance of the role of international organizations, since they are related to the functions of nation states. International organizations are mainly those who govern economic relations and function, inter alia, as fields where national governments exercise national policies. The above take place always within the framework of necessity and international conventions, as they operate in a globalized regime. Case studies of international organizations which will be examined are those which influence public administration and the general public sector. As a result, the class unit will go through the United Nations and some of the major international agencies which form part of its constellation, the European Union as a significant regional organization, while there will be a useful and indicative reference to International Non-governmental Organizations.

Learning Outcomes: Upon successful completion of this Class Unit, students will be able to:

- describe the significance of international organizations in the present context and the function of nation states and public administration
- enumerate the basic international organizations which in one way or another influence public administration
- recognize the significance of International NGOs in the formation and application of public policies by modern states.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD72 Administrative Decentralization and Local Government. Political and Economic Dimensions

Code: DHD72

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Seventh (7th)

Language of instruction: Greek

Aim of the Thematic Unit: The course aims to analyze the institution of Administrative Decentralization and Local Government in Greece, focusing on their contribution to the democratic, economic, and social development and regarding the implementation of national and European policies at the local level. In particular, the course examines the implementation of the "Kallikratis" Program and the perspective of a new reform in the Local Government.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- use specialized knowledge of the responsibilities of Municipalities, Regions, and Decentralized Administrations, with particular emphasis on those related to their business and development initiatives and the planning and implementation of public policies
- demonstrate the skills required to design, implement, and monitor co-financed development programs, interventions, and projects

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD73 Public Investment and Development Programs

Code: DHD73

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Seventh (7th)

Language of instruction: Greek

Aim of the Thematic Unit: The purpose of this Class Unit is to present the basic principles of financing and evaluating investments for the implementation of public investment and developmental programs. More specifically, the Class Unit presents the basic financial math, investment evaluation methods, capital expenditure, the correlation of performance and risk, the function of capital and monetary market, as well as the fixed income security valuation.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- Use macroeconomic mathematics
- Describe the basic characteristics of investment programs
- Apply the basic techniques to assess investment
- Define the function of capital and monetary market
- Apply the fixed income security valuation

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD81 Civil Service Law

Code: DHD81

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterisation: Scientific Expertise

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of this Class Unit is the determination and analysis of the key institutions of Civil Service Law. More Specifically, the following are examined: I. The formation system of the civil servants body in Greece. II. The service status of civil servants. III. The disciplinary responsibility of public servants. IV. The termination of employment of public servants with the public domain. V. The judicial protection of public servants.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- acknowledge the institutional framework which runs through the public service employees
- acknowledge the rights, responsibilities and limitations which emanate from the public service capacity
- acknowledge the relevant information regarding disciplinary law and the disciplinary control of public servants.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD82 Fiscal Management and Auditing

Code: DHD82

ECTS Credits: 10

Type of Unit: Elective

Unit Characterisation: Scientific Expertise

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of this class unit is to demonstrate and analyze the core notions and principles on the budgeting preparation and execution, the function of internal and external audit, as well as the utilization for decision-making in the Public Sector. In particular, the function of central government budgeting, the budgeting of the rest general government bodies, the budgeting of public law legal persons and local government bodies will be presented. Moreover, students will come through the process and bodies which prepare and execute the budgeting, the bodies and procedures of auditing of the budgeting's execution. Finally, issues of data use and mining regarding the fiscal condition for the implementation of decision-making methods in the public domain will be presented.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- describe the key notions, the principles and function of budgeting in the public sector
- acknowledge the function of auditing in the public sector
- describe decision-making tools and methods with the use of accounting data from the financial units of the public sector.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD83 Quality Management

Code: DHD83

ECTS Credits: 10

Type of Unit: Elective

Unit Characterisation: Scientific Expertise

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of this class unit is to present the basic principles of total quality management (TQM) and the processes for successful application in the Public Sector. More specifically, the class unit demonstrates the key notions of quality, such as quality control, quality assurance, crucial factors for the successful application of TQM, methods and tools for quality improvement, quality cost categorization, and also cost evaluation of simple quality programs, as well as quality standards and quality awards, including CEF and EFQM as means of continuous improvement. In the context of this class unit, students will observe how TQM philosophy influences the rescheduling of organizational procedures and may contribute to upgrading public services, putting the individuals at the epicenter.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- recognize the strategic significance of the adoption of Total Quality Management by businesses and organizations
- assess the crucial factors for the successful application of Total Quality Management taking into account the problems and needs of organizations and businesses
- use to their benefit quality standards and quality awards as means of continuous improvement (e.g. CEF, EFQM)
- determine quality procedures, measurements and inspection for quality improvement
- execute comparative analysis, in order to determine improvement needs
- determine goals, plan and apply new improvement procedures in businesses and organizations
- categorize quality cost and evaluate the cost of basic quality programs.

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD84 Anti-Crime / Penitentiary Policy and Administration

Thematic Unit Code: DHD84

ECTS Credits: 10

Type of Unit: Elective

Unit Characterisation: Scientific Area

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of this class unit is to introduce students to issues relating to the current penitentiary system and the said administration in Greece. More specifically, this class unit examines the penitentiary framework and the science of custodial

sentences and sentence assessment. It pertains to a legal domain found in the heart of the organization of each state abiding by the rule of law. It is directly linked with the application of the principle of the rule of law and protection of human rights. This class unit, apart from the historical approach concerning penitentiary law, will also introduce students to current aspects of the domain regarding assessment of custodial sentences, while it will also shed light on ways to improve penitentiary systems according to the needs of modern societies. Special emphasis will be paid on controlling mechanisms of the penitentiary systems, as well as on detainees' social inclusion.

Learning Outcomes: Upon successful completion of this class unit students will be able to:

- describe the fundamental theoretical approaches of the criminal phenomenon, emphasizing on the sentence assessment
- recognize the key pillars and principles of the penitentiary system, primarily under the prism of human rights
- acknowledge the important elements of the Greek Penitentiary Code and its correct application
- comprehend the function and institutional framework of penitentiary administration and its functions
- understand the dynamics of the application of penitentiary institutions, focusing primarily on social inclusion.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD85 Entrepreneurship and digital transformation

Code: DHD85

ECTS Credits: 10

Type of Unit: Elective

Unit Characterisation: Scientific Expertise

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of module is to identify new entrepreneurship opportunities and new business models as a result of the possibility of digital business transformation in the modern economic environment. Digital Transformation can profoundly modify the way of organizing and working in the core business functions, enhancing the competitiveness of a company. The course provides the necessary knowledge on the principles and models of digital entrepreneurship and digital transformation as well as information on the resources required for the development of related successful ventures.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- Define digital entrepreneurship and digital transformation, as well as the difference between digital entrepreneurship and e-commerce
- Summarise the main reasons for becoming a 'digital' business, and the barriers that may be encountered
- Assess opportunities in the context of the digital economy, with a focus on digital transformation
- Know the legal framework and security requirements for electronic transactions.

- Develop digital business models
- Analyse the digital macro- and micro- business environment
- Identify the key drivers, resources, technologies and information systems required to implement digital entrepreneurship
- Use tools to develop and select digital entrepreneurship strategies
- Identify the main elements of digital business supply chain management
- Understand the need for separate digital business and digital marketing strategies
- Indicate the methods of requirements analysis for digital business systems
- Examine digital transformation methodologies
- Recognise the role of digital enterprises in social and sustainable development

Subjects covered:

- Digital Entrepreneurship
- Digital Business Transformation

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

DHD86 Entrepreneurship and innovation management

Code: DHD86

ECTS Credits: 10

Type of Unit: Elective

Unit Characterisation: Scientific Expertise

Semester: Eighth (8th)

Language of instruction: Greek

Aim of the Thematic Unit: The scope of the course is to introduce the trainees to the whole spectrum of the entrepreneurial journey, from finding an idea to developing new products/services and placing them on the market. In addition, students will have the opportunity to delve into the ways, tools, techniques and methods by which entrepreneurs validate their ideas, create value, and improve their business strategy. Special reference is made to management of innovation for competitive advantage. Specifically, the course provides participants with the basic knowledge to comprehend the systems of integrated innovation management at the operational and strategic level, taking into account the parameters of change (organisational, technological or market demand) in a synthetic way, with the ultimate aim of enhancing the competitiveness of enterprises.

Learning Outcomes: Upon successful completion of the class unit, students will be able to:

- Identify and evaluate a business idea
- Use tools, techniques and methods to validate business ideas
- Assess the risks and benefits of entrepreneurship
- Comprehend the key financial decisions that every entrepreneur must make in the early stages of a new venture
- Recognise the entrepreneurship support programmes in the European Union and in Greece
- Understand the process of raising capital

- Know the fundamental principles of innovation management, at the operational and strategic level
- Comprehend the relationship between innovation management and the acquisition of competitive advantage
- Understand the stages of the new product development process
- Use tools and techniques for the effective management of innovation within enterprises

Subjects covered:

- Entrepreneurship
- Innovation Management

Prerequisites: There are no prerequisites for this unit.

Teaching Method: Distance learning using the HOU's e-learning platform and conducting Group Consultation Meetings (online, face-to-face).

Tourism Management

Purpose - Description

The purpose of the program is to provide the theoretical and practical knowledge that ensures solid training for a professional career in the tourism labor market.

The program is interdisciplinary and promotes innovation and entrepreneurship in tourism—the largest sector of the Greek economy—contributing nearly 20% of domestic GDP.

A strategic objective of the School of Social Sciences at the Hellenic Open University (HOU) is for the “Tourism Management” program to become a benchmark and a driver of growth in distance tourism education. The program’s aims are to:

- Advance the field of Tourism and its applications.
- Educate and develop tourism professionals with both theoretical and practical knowledge.
- Meet the needs of the tourism labor market.
- Foster and promote research in the field of Tourism.

The main reasons justifying the need for a distance undergraduate program in Tourism Management are:

- Demand in Greece for undergraduate studies in Tourism is particularly high.
- Programs with comparable content and thematic focus are not offered via distance education by the country’s universities, thereby excluding access to knowledge for those already employed in the tourism sector who cannot be physically present on a daily basis during their studies.
- Developing a modern and innovative Tourism Management curriculum enhances HOU’s competitiveness by completing the continuum of knowledge and skills from the undergraduate level to the postgraduate program “Strategic Management of Tourism Businesses and Destinations (DTE).”

Learning Outcomes

Upon successful completion of the “Tourism Management” program, graduates are expected to:

- Possess a strong scientific foundation across subjects related to the management of tourism and of tourism enterprises/organizations.
- Have developed the necessary knowledge and skills in Tourism and Tourism Enterprise/Organization Management to pursue careers in both the private and wider public sectors.
- Understand the influences and interactions among economic conditions, financing opportunities, government policy, the business environment, and the tourism industry at national and international levels.
- Have developed extensive knowledge of the interdisciplinary aspects of the tourism phenomenon that explain its nature and development at both microeconomic and macroeconomic levels.
- Analyze the complexity of tourism’s economic dimension and its linkage to tourism development and policy at national, regional, and local levels.
- Be able, as executives within enterprises and organizations, to contribute to the design and implementation of business strategies and tourism development policies, based on analysis of market factors and the broader political, economic, social, and technological environment.
- Critically assess and select appropriate economic and statistical methods, as well as management techniques, to solve problems arising in the course of their duties in tourism enterprises and organizations.
- Take initiatives to integrate both new technologies and organizational changes into their enterprises and organizations, in line with the evolving tourism environment.
- Have developed the competencies and lifelong learning skills required for continuous professional development and for meeting the demands of related postgraduate studies, should they so wish.

Description

The course is offered in Greek

Duration of the programme

The minimum duration of the programme is four (4) academic years or eight (8) semesters

ECTS

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this programme is 240 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Classification according to ISCED-2011 of UNESCO

Coding of educational attainment: 6

Classification according to ISCED-2013 of UNESCO

Based on the field of Education: 1015 – Travel, Tourism and Leisure

Admission Requirements

Graduates of High Schools or holders of corresponding or similar secondary education degrees earned either abroad or in Greece.

Knowledge of a foreign language as well as familiarity with the use of computers, e-mail, and the Internet will significantly facilitate participation in the program.

Contact

Student Registry:

Tel.: +30-2610 367302 - E-mail: dit@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Course Structure

The Programme of Studies lasts four (4) years divided into eight (8) semesters. The first seven (7) semesters comprise three (3) Modules of ten (10) credit units (ECTS) each. The eighth semester comprises seven (7) Modules of ten (10) ECTS credits each, of which students are invited to choose three (3).

The structure of the Programme by year and semester is as follows:

1st Year		
1st Semester		
DIT10	Quantitative Methods in Tourism Management	(C ¹ , 10 ECTS)
DIT11	Introduction to Tourism and Hospitality	(C, 10 ECTS)
DIT12	Hotel Enterprises and Services Management	(C, 10 ECTS)
2nd Semester		
DIT21	Accounting for Tourism Enterprises	(C, 10 ECTS)
DIT22	Information and Communication Technologies in Hospitality	(C, 10 ECTS)
DIT13	Economics of Tourism Enterprises	(C, 10 ECTS)
2nd Year		
3rd Semester		
DIT31	Administration of Tourist Bodies and Organizations	(C, 10 ECTS)
DIT32	Sociology of Tourism	(C, 10 ECTS)
DIT33	Economics of Tourism	(C, 10 ECTS)
4th Semester		
DIT23	Tourism Law	(C, 10 ECTS)
DIT42	Transport in Tourism	(C, 10 ECTS)
DIT43	Financial Management for Tourism Enterprises	(C, 10 ECTS)
3rd Year		
5th Semester		
DIT51	Tourism Geography	(C, 10 ECTS)
DIT52	Research Methods in Tourism	(C, 10 ECTS)
DIT53	Tourism Marketing	(C, 10 ECTS)
6th Semester		

DIT61 Tourism Planning and Policy	(C, 10 ECTS)
DIT62 Communication and Crisis Management in Tourism	(C, 10 ECTS)
DIT63 Management and Human Resource Management for Tourism Enterprises	(C, 10 ECTS)

4th Year

7th Semester

DIT71 Tourism Development	(C, 10 ECTS)
DIT72 Entrepreneurship and Innovation in Tourism	(C, 10 ECTS)
DIT73 Special and Alternative Forms of Tourism	(C, 10 ECTS)

8th Semester

DIT41 Events Management	(E ² , 10 ECTS)
DIT81 Culture and Tourism: Management and Promotion	(E, 10 ECTS)
DIT82 Environmental Management in Tourism	(E, 10 ECTS)
DIT83 Tourism Destination Management	(E, 10 ECTS)
DIT84 Distribution Channels for Tourism Products	(E, 10 ECTS)
DIT85 European Union and Tourism Policy	(E, 10 ECTS)
DIT86 E-business in Tourism	(E, 10 ECTS)

Notes:

C¹: Compulsory

E²: Elective

Module Selection Instructions

Students may choose from one (1) to three (3) Modules per semester. When selecting a Module for the first semester, it is recommended that students choose Modules DIT10 and DIT11, because these topics are useful in other Modules of the programme. If they do not have sufficient time to study the above two Modules, it is recommended that they choose DIT10. If they have enough time to choose a third Module in addition to the two Modules, they may choose DIT12 in addition to DIT10 and DIT11.

In the process of registering for a Module, the Modules of the previous semesters must be passed first and then the Modules of the next semester must be declared. For example, if students have successfully completed one (1) Module from the first semester and in the second semester they wish to select three (3) Modules, must necessarily register the remaining two (2) Modules from the first semester and one (1) from the second semester, and so on. In the eighth (8) semester, students must select three (3) Modules from DIT41, DIT81, DIT82, DIT83, DIT84, DIT85 and DIT86.

The minimum duration of the programme is four (4) years. In order for students to complete the programme in four academic years, they must select 3 Modules in each semester of study. In order to obtain the degree, the student must successfully complete 24 Modules of the programme.

Re-evaluation of WA

A) In case students disagree with the grade of their written assignment, they have the right, after discussing the matter with their Tutor, to ask for a re-evaluation of their written assignment. This must be done within seven (7) days via email after the announcement of the

grades by the Module Coordinator. More specifically the deadline for the last WA of the Module is limited to three (3) days. The Module Coordinator appoints a three-member committee of Tutors to re-evaluate the student's assignment. The Tutor who initially corrected the written assignment is not included in this three-member committee. The re-evaluation of the written assignment must be completed within three (3) days and the final grade of the WA must be sent to the student and shared with the Tutor. At the same time, the Module Coordinator has the duty to notify the corresponding Department for the submission of the new grade.

Re-evaluation of exam paper - Final/Re-take exams

B) In case students disagree with the grade of their final or re-take exams, they have the right, after discussing the matter with their Tutor, to ask for a re-evaluation of their exam paper within two (2) days. The Module Coordinator appoints a three-member committee of Tutors to re-evaluate the student's exam paper. The Tutor who initially corrected the exam paper is not included in this three-member committee. The reassessment of the exam paper must be completed within two (2) days and the final grade must be notified to all the involved bodies.

Course Modules

DIT10 Quantitative Methods in Tourism Management

Code: DIT10

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: First (1st)

Language of instruction: Greek

General description of the Unit: The main purpose of its Module is to empower students in the subject of mathematical and statistical background so that they can delve deeper into some of the following Modules.

Learning Outcomes:

Upon completion of this module, students are expected to be able to:

- Solve linear univariate equations, of 1st degree, 2nd degree and polynomial equations which describe tourism topics.
- Design graphs from univariate functions which describe tourism topics.
- Use univariate functions in problems of tourism economics and tourism management.
- Become acquainted with the concept of calculus.
- Calculate derivatives of simple, complex, implicit and inverse functions.
- Understand the concept of elasticity in tourism business economics and tourism economics based on derivative functions.
- Calculate the limit of functions.
- Solve problems of univariate function maximization with 1st and 2nd degree derivatives.
- Be acquainted with the Lagrange function concept and use it to solve simple problems.

- Design a function graph, knowing the maximum, minimum and other elements of concavity and convexity.
- Understand the concepts of the interest rate, the interest and the present value and solve problems on simple topics of tourism finance.
- Be acquainted with the definition and the topics of Statistics and their role in tourism economics and tourism management.
- Be acquainted with the data description measures such as central tendency, dispersion, asymmetry and kurtosis.
- Calculate all these measures in educative exercises also with the usage of excel files.
- Be acquainted with the concept of probability as well as principles of probability theory.
- Understand and use basic concepts of combinatorics (combinations, transpositions, permutations)
- Solve problems on tourism management topics based on probability theory.
- Distinguish discrete from continuous distributions.
- Be acquainted with the normal distribution and to measure deviations from it.
- Solve problems with discrete distributions and binomial distribution.
- Understand the concept of linear regression and solve problems with simple and multiple regression.
- Estimate the coefficients of linear regression and the rest of statistical results accompanying the regression with excel software
- Comment on the regression residuals, visually and based on statistical techniques and recommend solutions

Cognitive Subjects:

- Mathematics
- Statistics

Prerequisites: There are no prerequisites for this unit.

DIT11 Introduction to Tourism and Hospitality

Code: DIT11

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: First (1st)

Language of instruction: Greek

General description of the Unit: The aim of this module is the introduction of students to the concepts and scope of tourism as a social phenomenon and activity and sector of the economy. In addition, the module promotes the understanding of the structure, organization and interdependence of the different branches that make up the tourism sector. Introduces students to key concepts, terms, principles, practices and issues in tourism and its links to the related fields of leisure, recreation, travel and hospitality.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the historical and conceptual development of the tourism phenomenon.

- Understand the interdisciplinary nature of tourism as a field of study as well as the theories that govern it.
- Know the historical background of the appearance and development of the tourism phenomenon in Greece.
- Understand the importance and operation of the international tourism statistical system.
- Know the aspects and dimensions of the main branches that make up the tourism system.
- Demonstrate an understanding of the necessity, nature and role of tourism education.
- Realize the necessity of formulating a tourism policy to support the development of tourism and deal with tourist movements.
- Understand the role of new technologies in the operation of tourism.

Prerequisites: There are no prerequisites for this unit.

DIT12 Hotel Enterprises and Services Management

Code: DIT12

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: First (1st)

Language of instruction: Greek

General description of the Unit: The Thematic Module presents the most up-to-date knowledge on the management of hotel businesses, with emphasis on individual issues of service quality in the hotel industry. Its purpose is to familiarize students with modern hotel management practices, which aim to reduce the operational problems that arise due to the specific characteristics of hotel services. Emphasis is placed on the requirements of the modern socio-economic environment and on how to create competitive advantages through strategic management, planning, evaluation, and improvement of the quality of services offered, combined with the adoption of innovative practices for the development of new services.

Learning Outcomes:

After the successful completion of the course, students are expected to be able to:

- Know the structure and characteristics of the hotel industry.
- Describe and analyze the specific characteristics and elements that make up the hotel product.
- Know and implement the basic administrative and economic functions that are used on the management and organization of the hotel business in the modern social, political, economic and technological environment.
- Understand the role of leadership in the operating environment of a hotel business.
- Understand the concept and dimensions of service quality and the difficulties of measuring it.
- Use several models for measuring service quality.
- Critically examine specific issues and challenges in the hotel management.

Prerequisites: There are no prerequisites for this unit.

DIT21 Accounting for Tourism Enterprises

Code: DIT21

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Second (2nd)

Language of instruction: Greek

General description of the Unit: The aim of this module is to broaden and at the same time specialize the students' knowledge in accounting issues in the field of tourism. For the fulfillment of this purpose the students will be taught the basic accounting principles that apply internationally as well as the principles and rules of standard accounting applied in our country. Particular emphasis is placed on the use of accounting information for making business decisions in the context of modern tourism businesses. The teaching is supported by practical analysis through examples of applications of tourism and hotel companies.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Describe the main accounting concepts and how the accounts that "feed" information into the financial statements are linked.
- Understand the content of the published financial statements of companies and organisations.
- Carry out debiting of accounts to record accounting events.
- Understand the operation of the accounting circuit.
- Recognize the actions and accounting entries made to close the accounting period and prepare financial statements.
- Use the basic tools for analyzing financial statements and evaluating business results and dynamics.
- Understand the concept of costs and the different forms of costs
- Know in depth the cost elements and how they are calculated, the functional and cost structure of an enterprise and costing systems.
- Use the basic techniques for making decisions using cost data.
- Recognize the main features of accounting management and costing of economic units in the tourism industry.

Prerequisites: There are no prerequisites for this unit.

DIT22 Information and Communication Technologies in Hospitality

Code: DIT22

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Second (2nd)

Language of instruction: Greek

General description of the Unit: The module aims at introducing students to the use and management of contemporary information and communication technologies (ICT) in

hospitality enterprises. Technology is examined as a dynamic tool for developing competitive advantage, improving service quality and customer satisfaction, strengthening efficiency; while it is also an asset that needs to be managed. Additionally the module facilitates the understanding of the impact the technology has on various aspects of hospitality.

Learning Outcomes:

Upon successfully completing this module, students will be able to:

- Understand the basic concepts and functions of information and communication technologies (ICT) in hospitality enterprises.
- Have a grasp on the concepts of data and information, and understand how data are stored in enterprises, how databases are managed, and how data mining is used to support operations management
- Understand the basic concepts and functions of management information systems and their use in hospitality enterprises.
- Understand the features and functions of computer reservation systems and customer relationship management systems, and their use at hotels.
- Understand the features and functions of hotel ordering systems and food & beverage management in hospitality enterprises.
- Understand the principles and functions of hotel floor management systems.
- Understand the principles of computer, networks, and information systems security, as well as the potential consequences for the hospitality enterprises and their customers.
- Have a firm grasp regarding essential information on security rules and the management of personal data by hotels.
- Understand the effect of social media on hospitality enterprises and the ways social media can be used by relevant enterprises.

Prerequisites: There are no prerequisites for this unit.

DIT13 Economics of Tourism Enterprises

Code: DIT13

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Second (2nd)

Language of instruction: Greek

General description of the Unit: The module presents and analyzes the theoretical framework of tourism economics from the microeconomic dimension of issues related to tourism demand and its forecasting in the context of tourism businesses. Its purpose is to equip students with the knowledge that will help them understand business practices in the field of tourism. More specifically, the module deals with the individual factors that shape, the production, cost and supply of the tourist product, as well as the main forms of tourism markets and their equilibrium, within which tourism businesses operate in the modern socio-economic reality.

Learning Outcomes:

On successful completion of this module, students will be able to:

- To understand the nature of tourism managerial economics, the aims of the business and the powers that affects tourism businesses.
- To understand the theory of demand for the tourism product, the elasticities and use forecasting models to receive business information.
- To understand the mechanisms of tourism product differentiation.
- Become aware of the various forms of business cost (indirect, direct, fixed, variable, average, marginal cost).
- Become aware of the basic forms of business production function and its production inputs.
- Become aware of the cost function and the profit maximization
- Perform inter-temporal analysis of production, efficiency and profitability of the tourism business with respect to competition.
- Practice customer management through pricing strategies and promotion.
- Know the hypotheses and the conditions of operation in an environment of monopolistic competition and oligopolistic organization of the tourism business.
- Know the conditions of creating returns to scale, economies of scope and market entrance hindrances.
- Become aware of the advantages of vertical and horizontal integration of the business for an efficiency increase and the reduction of uncertainty, as well as the models and the levels of strategic co-operation.
- Recognize innovation and patent recognition.
- Recognize basic tools and the role of international business relations.
- Know the concept and the definitions of basic international finance tools.
- Perceive concepts such as the total value of business, the time value of money, and discount techniques.
- Perceive the complicated channels of corporate governance, the hierarchy and the flow of information within a tourism organization group.

Prerequisites: There are no prerequisites for this unit.

DIT31 Administration of Tourist Bodies and Organizations

Code: DIT31

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Third (3rd)

Language of instruction: Greek

General description of the Unit: The module explores the basic principles, concepts and methods that characterize the management of tourism agencies and organizations. Overall, the main purpose of this module is to acquaint students with modern effective management strategies and policies, in order to understand the role of management and the types of decisions made in modern tourism agencies and organizations.

Emphasis is placed on identifying and analyzing the factors of the business environment and the influences they exert on the interaction between people and organizations and on strategic decision-making.

Learning Outcomes:

It is expected that with the successful completion of this module, students will be able to understand issues related to diversity:

- In the structure, operation and administration of international and European organizations, agencies and sectoral collectives regulating the tourism phenomenon.
- In the structure, operation and administration of public and semi-public national organizations, regional and local agencies and sectoral collectives regulating the tourism phenomenon with an emphasis on Greece.
- In the structure, operation and administration of tourism employers' and workers' sectoral collectives of a national and regional nature in Greece.
- In the recruitment and management of human resources for the staffing of different types and forms of tourist organizations and public and private bodies with an emphasis on the Greek experience.

Prerequisites: There are no prerequisites for this unit.

DIT32 Sociology of Tourism

Code: DIT32

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Third (3rd)

Language of instruction: Greek

General description of the Unit: The module aims to introduce students to the sociological dimension of tourism by emphasizing the development of the host societies. In this context, the historical evolution of the social emergence of the phenomenon of tourism is examined and the characteristics and parameters that influence and shape the function and consumption behaviour of the tourist are analysed. In addition, fundamental social issues raised in the tourism industry are examined, such as tourism as a form of consumerism, the social effects of tourism development, ethical issues in tourism business activity, quality of life and the concept of benefit in tourist destinations.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the historical and conceptual evolution of tourism as a social phenomenon.
- Become aware of the factors that contribute to the evolution of tourism as a globalized sector of economy.
- Identify the importance of different sociological approaches in tourism.
- Understand the political and institutional dimensions of promoting tourism as an important social activity.
- Understand the current development of tourism in the context of social changes in the areas of leisure, work and the welfare state.
- Become aware of the causes that, due to tourism development, lead to social changes and impacts on tourist destinations.

- Understand the changes in local society and local civilization due to tourism development.
- Recognise the contribution of the sociology of tourism to the construction of new development models relative to sustainability and the special and alternative forms of tourism.

Prerequisites: There are no prerequisites for this unit.

DIT33 Economics of Tourism

Code: DIT33

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Third (3rd)

Language of instruction: Greek

General description of the Unit: The aim of the Module is to present and analyze the complexity that characterizes the modern economics of tourism. In particular, the course aims to familiarize students with the components of tourism supply and demand, forecasting technics, the market structure, as well as the overall macroeconomic dimensions of the tourism phenomenon. The course offers a range of theoretical and practical knowledge that serves to understand the contribution of tourism economics and the role of tourism in the national, regional and global economy.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand how tourism economics can be used for making effective choices among different policy alternatives.
- Describe and explain the role of tourism in the development strategy of a destination
- Recognize tourism as a multidimensional phenomenon and identify the factors that determine tourism in both the country of origin and the country of destination.
- Design, apply and evaluate forecasting models of tourism demand.
- Evaluate the results of price elasticity of demand, income elasticity of demand and cross elasticity of demand to identify and implement optimal policies.
- Explain the form of market organization in which the tourism sectors operate and the pricing strategies of tourism services.
- Describe the mechanism of tourism's impact on the economy and explain how to measure its contribution through various methodologies, such as Tourism Satellite Accounts and General Equilibrium Models.
- Summarize the importance of tourism for the Balance of Payments.
- Know the concept of the Keynesian multiplier and the multipliers of input-output analysis and use them to investigate the multiplying effect of tourism.
- Explain the cost-benefit analysis and apply it to tourism actions and investments.
- Examine the competition mechanism between businesses and destinations and synthesize the segmentation of the tourism market.
- Identify and categorize main trends in tourism demand and supply.

- Interpret the empirical results of macroeconomic and microeconomic applications to tourism.
- Understand the role of education, human capital and technology in the quality provided by a tourist destination

Prerequisites: There are no prerequisites for this unit.

DIT23 Tourism Law

Code: DIT23

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fourth (4th)

Language of instruction: Greek

General description of the Unit: The subject of the course is the study of the basic legal framework of Greek tourism, with references to the relevant legislation in force. Particular emphasis is placed on issues related to the operation of tourism enterprises, specific tourism infrastructure and the bodies involved in the implementation of the legislation in the field of tourism. The link between the legal rules of Greek legislation and European legislation is also examined. Overall, the aim of the course is to familiarise students with the basic aspects of the subject matter so that they can orient themselves in the investigation of tourism legislation, depending on the issue they are called upon to deal with.

Learning Outcomes:

It is expected that upon successful completion of this Module, students will be able to:

- Understand tourism as a social phenomenon, including the debate on the distinction between public and private tourism law and the need for its codification
- Know the public tourism education body, the public property company, the professional organization of hotel accommodation and the regulation of relations of hoteliers with their clients
- Understand the main areas of joint competence of the Ministry of Tourism with the other Ministries, according to their respective organizational charts
- Become familiar with the special spatial planning for tourism
- Distinguish between tourist accommodation
- Be acquainted with tourist offices/agencies, businesses related to the transport of tourists, other tourist businesses, special tourism infrastructure
- Comprehend the legal and technical approach to the different forms of tourism over time, with an emphasis on thematic tourism and its regulatory framework
- Have an overview of the presidential Decree 7/2018, which harmonizes Greek legislation with the provisions of Directive 2015/2302/EU on package travel and linked travel arrangements

Prerequisites: There are no prerequisites for this unit.

DIT42 Transport in Tourism

Code: DIT42

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fourth (4th)

Language of instruction: Greek

General description of the Unit: The purpose of this module is to impart to students a series of knowledge (theoretical and practical) that will allow them to develop an in-depth understanding of the transport sector in tourism and its role in the context of tourism economy and regional development. DIT-42 is examining the business environment and prevailing trends in the tourism transport market. The economic, social and environmental impacts of tourist transport are also examined and policies are proposed to deal with arising problems.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Recognize transport as a basic and integral component of tourism activity, and have acquired a range of theoretical and applied knowledge related to this sector.
- Identify the role that transport plays in tourism economy and development and how tourism and transport together contribute to the development of regional areas.
- Analyze the economic dimension of transport and the economic parameters that govern it, such as costs, supply and demand, taking into account the continuous developments at competition level.
- Understand the strong influence of the external environment on transport and especially on air transport (political instability, terrorism, changes in oil price, technological progress) but also the context in which companies manage any developments.
- Understand the context (economic, social and environmental) of operation and management of businesses that operate in tourism transport sector and to be able to deal responsibly with the problems that arise by proposing measures and policies.

Prerequisites: There are no prerequisites for this unit.

DIT43 Financial Management for Tourism Enterprises

Code: DIT43

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fourth (4th)

Language of instruction: Greek

General description of the Unit: Financial management is an extremely important function of modern businesses. Purpose of T.E. is to present the fundamental principles of finance in tourism businesses. Emphasis is placed on the financial analysis of business volumes, financial planning and control, financial management of specialized tourism risks and capital management, and how to calculate the cost and benefit of investment projects. Finally, examples of applications are provided through business examples of tourism businesses from the Greek and international reality.

Learning Outcomes:

It is expected that with the successful completion of the course students will be able to:

- Understand the importance of a tourism business's cash flows, its value maximization objective and agency problems.
- Understand the time value of money and be able to calculate the present and future value of cash flows, as well as distinguish between the concepts of real and nominal interest rates
- Evaluate the investment plans of a tourism business both under conditions of certainty and uncertainty, to calculate the cost and risk of an investment and its net cash flows. Also, to understand and calculate the optimal investment point of a business.
- Understand the link between risk and return, and value bonds and stocks.
- Estimate the weighted average cost of capital of a tourism business and analyze the advantages and disadvantages of the capital structure of the business.
- Understand profit distribution policies and their informational content, as well as their connection to the business life cycle.
- Understand the rules governing short-term financing and working capital management of a business, which becomes particularly important for seasonal industries such as tourism businesses.
- Understand the international risks (exchange, political risks) that especially threaten tourism businesses, as well as ways to deal with them.

Prerequisites: There are no prerequisites for this unit.

DIT51 Tourism Geography

Code: DIT51

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fifth (5th)

Language of instruction: Greek

General description of the Unit: The aim of this course is to familiarize students with the structures, processes, relationships and interactions of the geographical structure of tourism as an economic system and social phenomenon. The context of the Module provides an insight to the factors that have encouraged the development of different forms of tourism in various geographical scales (from the "global" to the "local"), along the tourism phenomenon evolution. The material provided explores the different economic, environmental and socio-cultural impacts of tourism on destinations, as well as the normative role of tourism planning and the ways in which it can contribute to the development of sustainable forms of tourism in tourism destinations.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Estimate the dynamics of tourism geography and how the tourism industry has developed through history to the present.

- Understand the connection of tourism geography with the scientific fields of anthropogeography, social and economic geography, to be able to explain the evolution of the tourism phenomenon.
- Analyze the spatial and geographical aspects/dimension of tourism development and activities in case studies at all geographical levels (international, national and local).
- Understand the spatial structure of tourism destinations and make assessments on the economic, social, cultural and environmental impacts following the tourism development of the destination.
- Interpret the geography of international tourist flows, considering the economic, social and environmental parameters of the countries of origin and destination (of tourist flows).
- Demonstrate awareness regarding methods and techniques having a spatial origin and basis, to analyze tourism development (e.g. gravity models, tourism destination accessibility analysis, etc).
- Interpret the evolution of tourism development in the light of the New Economic Geography theory, and by taking into account the globalization phenomenon, the technological advancements and the international trading trends.

Prerequisites: There are no prerequisites for this unit.

DIT52 Research Methods in Tourism

Code: DIT52

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fifth (5th)

Language of instruction: Greek

General description of the Unit: The module aims to develop the knowledge and skills of students in the way of formulating research questions, developing effective research planning, and selecting and implementing appropriate research methods. Specific emphasis is given to developing general research skills equally useful in academic and professional settings. The module examines both quantitative and qualitative approaches related to research in tourism and the social sciences. Moreover, emphasis is given to the development of students' ability to apply the most appropriate, depending on the research circumstances, and method as well as to analyze, interpret and present research results.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the concept of theory and its role in the construction of research methods and research design.
- Formulate and evaluate research questions and hypotheses.
- Distinguish between primary and secondary research and the corresponding data.
- Understand the different types of variables in continuous, discrete, qualitative, quantitative or binary.

- Identify and develop the appropriate research methods (quantitative, qualitative, mixed) in relation to the research environment and the research issue under consideration.
- Design and implement empirical research in all its stages.
- Enter research data into the computer and conduct surveys and statistical analyzes with the help of online platforms and statistical packages
- Compile simple research reports.
- Raise and investigate ethics and ethics issues related to conducting a tourism survey.

Prerequisites: There are no prerequisites for this unit.

DIT53 Tourism Marketing

Code: DIT53

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Fifth (5th)

Language of instruction: Greek

General description of the Unit: The module provides a comprehensive approach to the theory and practice of marketing within the framework of the tourism industry. The module examines the major principles of tourism marketing, its business philosophy and market orientation. Special emphasis is provided on understanding: the marketing mix; the consumer behavior; the methods and factors for conducting market segmentation; destination marketing; image making; the concept of branding; and on electronic marketing. Various case studies are used and analyzed to better explain the practical applications of these theories in practice.

Learning Outcomes:

On successful completion of this module, students will be able to:

- critically discuss the basic concepts and principles of tourism marketing
- describe the differences between tourism marketing and marketing of products
- compare and contrast the various approaches of applying marketing
- analyse and describe the elements of the marketing mix
- understand consumer behaviour and its influence on the functions of tourism marketing
- identify the major steps for developing a marketing plan and be able to design a marketing plan
- evaluate how (market) research helps in decision-making in marketing
- assess the new trends and future challenges in tourism marketing
- understand the nature, the role and the importance of electronic marketing and social media in tourism

Prerequisites: There are no prerequisites for this unit.

DIT61 Tourism Planning and Policy

Code: DIT61

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Sixth (6th)

Language of instruction: Greek

General description of the Unit: The Module critically examines tourism planning and policy as processes and sets of techniques for achieving sustainable tourism development. It focuses on the natural environment and the social, cultural and economic realities that govern policy planning and implementation. In this context, the role of the public and private sector is evaluated as well as the nature, parameters and constraints associated with the pursuit of tourism policy in different environments. Students will develop an understanding of tourism policy processes and gain knowledge about the evaluation and development of tourism plans and policies. The theoretical and practical framework of tourism planning and policy is examined at local, regional and national level.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Distinguish the role of the state and its distinct policies in tourism development as an international and national phenomenon.
- Distinguish the nature and function of international and national tourism policy.
- Integrate the national tourism policy in the context of the individual distinct policies of the state and distinguish the parallel and overlapping levels of competencies at national and regional level.
- Understand the factors that influence the decision-making process of organizations, bodies and authorities involved in shaping tourism policy.
- Critically evaluate different approaches of tourism policy.
- Interpret international and national political and economic developments as variables shaping national tourism policy.

Prerequisites: There are no prerequisites for this unit.

DIT62 Communication and Crisis Management in Tourism

Code: DIT62

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Sixth (6th)

Language of instruction: Greek

General description of the Unit: Based on international case studies this module presents a comprehensive approach of the theory and practice of crisis management in tourism, at the enterprise and destination level. The module focuses on management efforts and the role of communication in dealing with the difficulties brought about by crisis events, as well as the development of systems of proactive consideration and operational preparedness in relation to future problems and crises.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Limit the extent of crises in the tourism sector

- Recognize the conditions that can create crisis situations.
- Identify the various sources/spots of crisis in tourism.
- Identify the various forms of crises at the level of a tourist destination.
- Identify the various forms of crises at the level of a tourism business.
- Identify the characteristics and parameters of the crisis.
- Develop a comprehensive crisis response plan in tourist destinations.
- Plan the necessary actions to prepare the tourist business in case of crisis.
- Design crisis communication tools and integrated Public Relations programs.
- Evaluate the conclusions drawn from the crisis.
- Analyze possible crisis incidents

Prerequisites: There are no prerequisites for this unit.

DIT63 Management and Human Resource Management for Tourism Enterprises

Code: DIT63

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Sixth (6th)

Language of instruction: Greek

General description of the Unit: This module offers an introduction to Human Resource Management (HRM) and focuses on its goals, objectives and key functions in modern tourism businesses. Emphasis is placed on issues related to the attraction, selection, development and utilization of human resources in the work environment with the dual goal of increasing job satisfaction and the consequent efficiency of companies. In addition, the module examines different approaches to achieving the objectives of HRM and explores the management of employment relationships and the methods that can be used in order for the operation of HRM to add value to tourism businesses.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Recognize the dynamics of human resource management in the tourism industry and their contribution to the performance of tourism businesses.
- Critically evaluate the theories of human resource management as they are applied in the tourism industry.
- Recognize, analyze and evaluate the basic functions of human resource management in the context of the tourism business environment.
- Understand the role of human resource management in the selection, training, development and evaluation of employees to achieve the strategic goals of the company.
- Research and analyze issues related to employment relationships and business ethics.
- Understand the role of human resource management in promoting employee well-being in tourism businesses.
- Recognize current trends affecting human resource management in tourism businesses and assess their impact.

Prerequisites: There are no prerequisites for this unit.

DIT71 Tourism Development

Code: DIT71

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Seventh (7th)

Language of instruction: Greek

General description of the Unit: The aim of this module is to examine the concept and content of tourism development in combination with alternative theoretical approaches, preconditions and types of tourism development. It pays attention to Greek tourism development, analysing the social, cultural and environmental impacts of the dominant tourism development model as opposed to the sustainable tourism development model. The analysis of the aforementioned issues is complemented by the presentation of typical case studies at international level.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the basic concepts and the models that characterise/interpret the development of the tourism phenomenon in the area.
- Explain the triggers and development factors of inbound tourism at national and regional-local level.
- Understand and interpret the physical and technical data of a place that functions as a tourist destination.
- Critically analyse the impacts of and potential challenges/obstacles to tourism development in different types of tourist destinations.
- Analyse and evaluate tourism development plans and proposals of a macro and micro-economic nature at national and regional local level.
- Know and easily develop the necessary basic methods of measurement and analysis of the tourism phenomenon both at market and spatial (national, regional, local) level of development.
- They have a rational understanding of the place of the enterprise in the general institutional and economic and social environment of tourism development in a given place.

Prerequisites: There are no prerequisites for this unit.

DIT72 Entrepreneurship and Innovation in Tourism

Code: DIT72

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Seventh (7th)

Language of instruction: Greek

General description of the Unit: Entrepreneurship and innovation are important success factors in any industry. This is particularly true in the context of the dynamic and volatile

tourism industry. This module provides students with a critical and in-depth understanding of the nature of entrepreneurship, enterprise and innovation in tourism. It critically examines a range of relevant issues such as risk-taking, financial management, new product/service development and marketability, with particular emphasis on the generation of new innovative strategies, initiatives and ideas.

Learning Outcomes:

It is expected that upon successful completion of the course, students will be able to:

- Understand the role and importance of innovation in tourism.
- Develop the principles and philosophy of entrepreneurship in tourism enterprises.
- Identify methodologies of smart specialization in the microenvironment of tourism enterprises.
- Develop smart specialisation policies in the macro-environment of tourism destinations and in the wider context of regional development.
- Explain the interdependence between innovation and business activities in tourism.
- Evaluate the process of planning, development and evaluation of entrepreneurship and innovation using the balanced scorecard methodology.
- Understand the key steps in developing an innovation and entrepreneurial process in tourism.
- Identify the process of generating an innovative idea and the methods of identifying and evaluating new business ideas in tourism.
- Know the benefits and barriers to the development and diffusion of innovation in the business environment.
- Develop and evaluate innovative business ideas for tourism enterprises.
- Analyse the process of developing new tourism products.
- Develop business plans in tourism with sustainable innovation.

Prerequisites: There are no prerequisites for this unit.

DIT73 Special and Alternative Forms of Tourism

Code: DIT73

ECTS Credits: 10

Type of Unit: Compulsory

Unit Characterization: Background

Semester: Seventh (7th)

Language of instruction: Greek

General description of the Unit: The module aims to present the conceptual and practical elements that constitute the forms and the market of special and alternative tourism. It clarifies their conceptual delimitation in comparison with mass tourism and sustainable tourism. In addition, it analyses the complex nature of special and alternative tourism products and the way in which they respond to specific incentives, as they are shaped on the basis of the demand trends of modern tourists. Finally, the module examines and evaluates these products' different designs, management, and operation types.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Recognize and perceive the main alternative and special forms of tourism, their distinctive elements and characteristics of development.
- Analyze the emergence of alternative and special forms of tourism in the context of constantly shifting trends in tourism consumption.
- Describe the characteristics, the motivations and the needs of tourists interested in specific types of alternative and special forms of tourism.
- Evaluate the economic, social and environmental impacts of alternative and specific forms of tourism.
- Understanding the significance and contribution of alternative and special forms of tourism, to the development of sustainable tourism at national and global level.
- Realize the business features of the development of alternative and special forms of tourism.
- Analyze the complexity to offer and consume experiences of special and alternative forms of tourism due to the multiple groups of stakeholders involved.
- To know the institutional framework that regulates the operation and development of alternative and special forms of tourism in Greece.

Prerequisites: There are no prerequisites for this unit.

DIT41 Events Management

Code: DIT41

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The aim of the Events Management module is to provide students with the knowledge needed to be able to understand the complexity of event management and all functions that take place before, during and after an event. Emphasis is placed on the economic, social and cultural impact of events on a tourist destination (national, regional and local) and on the analysis of the different strategies involved in the successful organization and implementation of an event.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Analyze the principles, development and features of event management as an academic and applied field of study.
- Analyze and evaluate the structure of the modern event industry and the issues it faces.
- Describe and analyze the main features and the different types of events.
- Examine with a critical approach modern issues the event industry is facing.
- Describe and evaluate with a critical stance the different types of events and the types of tourism that originate from them.
- Understand the complexity and stages of the administrative operation before, during and after an event.
- Evaluate the impact of events on a tourist destination.

- Understand the practical implications of the range of principles of event management.

Prerequisites: There are no prerequisites for this unit.

DIT81 Culture and Tourism: Management and Promotion

Code: DIT81

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The search for authentic experiences often leads people to areas and landscapes that are unfamiliar to them. In modern consumer-oriented societies, cultural heritage is seen as an important means of offering authenticity. This module presents a multidisciplinary examination of culture and heritage within the context of tourism. An understanding of this relationship inevitably links issues of representation, identity, image, authenticity and commercialisation of cultural heritage to tourist destinations at different temporal and spatial scales. The module also addresses issues related to the production and consumption of cultural heritage and the management of cultural resources.

Learning Outcomes:

On successful completion of this module, students will be able to:

- understand the term of culture as a product of special importance
- value the importance of culture as a tourist resource that requires management
- distinguish the term of culture and cultural heritage as distinct parts of a country's wider cultural stock
- understand the various types of cultural activities and events as an integral part of a region's tourism product
- realize the interactive relationship between culture and tourism in the context of the development and management of tourist destination
- understand the special characteristics of cultural tourism as a special and alternative form of tourism with dynamic demand
- understand the importance of cultural management and its connection to environmental management
- distinguish the communication and technological methods of cultural marketing
- realize the importance of policies for the promotion and management of culture and cultural heritage in modern tourism

Prerequisites: There are no prerequisites for this unit.

DIT82 Environmental Management in Tourism

Code: DIT82

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The aim of this module is to provide an understanding on the relationship between tourism and the environment and to discover the management challenges arise from their interaction. This module deals with the interactions of tourism and the environment from the different perspective of stakeholders, including businesses, governments, non-governmental organizations, tourists and local communities. It presents the conflicting views on the economic and environmental impacts of tourism, in order to highlight the potential conflicts and consensus. Additionally, it examines the appearance of tourists with environmental worries, the role of different pressure groups in shaping tourism development, and the emergence of nature/eco-tourism. The examination of the aforementioned issues highlights and justifies the necessity for planning and environmental management of tourism development.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the interactions between tourism and the environment, both qualitatively and quantitatively.
- Understand the differences in consumption and behavior of the local population and the tourist, regarding natural resources and energy.
- recognize the tools and methods we can manage and inverse the degradation of the environment through tourism activity and recognize the concept of destination carrying capacity and how tourism planning can be done based on this.
- Understand how the economic system does not lead to efficient distribution of the environmental goods.
- Understand the basic terms of the environmental classification of natural resources and pollutants as well as the basic principles of the circular economy.
- They know the international and national agenda of goals and priorities for environmental issues.
- They know the compulsory solutions obligatory by the legislation as well as the optional solutions offered by the innovative technological framework so that the tourism business is profitable, efficient, environmentally friendly and innovative.
- They know the good practices of an environmentally smart business and the basic environmental certifications that a tourism business can obtain.
- They know the principles of green and blue entrepreneurship.
- Know the environmental impact of the means of transport and supply systems of tourism businesses.
- Propose solutions to protect/adapt the tourism business to the effects of climate change.
- Know the types and benefits of mild forms of tourism as opposed to massive forms of tourism.
- Use basic tools of environmental economics, to understand the environmental taxes and grants as well as the economic evaluation-pricing of tourism products that interact with the environment.
- Understand empirical results from experiments of choices, applications of probabilistic estimation, applications of travel costs and hedonic analysis.
- Understand basic concepts of Climate Change and its effects on tourism.

Prerequisites: There are no prerequisites for this unit.

DIT83 Tourism Destination Management

Code: DIT83

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The aim of this Module is to provide students the chance to understand the necessity of managing tourism destinations at different stages of their life cycle, in order to mitigate the identified effects, to approach the prospect of sustainable tourism development and to maintain their attractiveness. The issue of good local governance in tourism is addressed and destination management models and tools are presented. The Module develops the full range of tourism destination management issues, from resource management, tourism product design and development, sustainable development policies and regulations, destination image management, destination placement and branding, and crisis management.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the meaning of tourism destination and the nature and complexity of the "product" a tourism destination offers to the tourist-consumer.
- Perceive the concept of sustainable planning and management of tourism destinations.
- Identify the exogenous and endogenous factors that influence the evolution of destinations and influence both their design and management.
- Understand the impact and role of the private and public sectors in destination management and be able to identify stakeholders.
- Understand the role of Destination Management Organizations (DMOs).
- Perceive the concept and functions of marketing tourism destinations.
- Understand and recognize the life cycle stages of destinations.
- Identify the necessary actions for the positioning of a tourism destination in the market.
- Analyse the tourist-consumer behaviour of the tourist-consumer.
- Perceive the motives that drive tourist-consumers to select or reject a tourism destination.
- Describe the methods of promoting and selling a destination.
- Identify the role of the new technologies in tourism destination management and promotion

Prerequisites: There are no prerequisites for this unit.

DIT84 Distribution Channels for Tourism Products

Code: DIT84

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The issue of distribution, as a key component of the marketing strategy and marketing mix, is a critical decision for any business/organisation operating in the tourism market. In the context of the module, alternative distribution strategies and policies are presented in relation to different categories of tourism products (tourist packages, travel services, accommodation services, etc.). The functions, basic and complementary services of distribution channels, the evolving role of intermediaries in the tourism market, as well as current trends in distribution issues are examined with reference to issues such as bargaining power, revenue management, profit margins and responsiveness/coupling of tourism supply with current trends in tourism behaviour and demand.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Discuss and analyse the principles, nature and specificities of the distribution of tourism products and services, both from the point of view of tourism demand and tourism supply.
- Demonstrate a critical understanding of the role of the different stakeholders involved in tourism distribution.
- Appreciate the dynamics of mediation and tourism product distribution systems (conflicts and partnerships).
- Consider functions and strategies for the effective management of tourism product distribution systems and the intermediaries involved.
- Know the impact of Information and Communication Technologies (ICT) on tourism product distribution.
- Evaluate new trends and future challenges for the distribution of tourism products and services.

Prerequisites: There are no prerequisites for this unit.

DIT85 European Union and Tourism Policy

Code: DIT85

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The aim of this module is the analysis of the cross-sectoral nature of tourism policy and the study of European policies, which have a direct or indirect impact on the functioning of the tourism phenomenon. Emphasis is placed on identifying key concepts in the operation of the European Union and in the coordination of its relevant policies in relation to the approach of tourism industry actors and government sectoral policies.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the implementation of the tourism strategy, by adopting relevant rules, in the European Union.
- Realize the institutions of the European Union and their role in shaping tourism policy.
- Be aware of the process of evolution of the rules adopted by the Institutions of the European Union.
- Understand the impact of European Union policies in tourism.
- Distinguish the direct and indirect effects of the operation of tourism on distinct policies at national and European level.
- Be aware of the differences between the legislative texts of the Institutions of the European Union as well as the degree of their adoption and implementation by the Member States.
- Understand the prospects for shaping European intervention in tourism.

Prerequisites: There are no prerequisites for this unit.

DIT86 E-Business in Tourism

Code: DIT86

ECTS Credits: 10

Type of Unit: Elective

Unit Characterization: Background

Semester: Eighth (8th)

Language of instruction: Greek

General description of the Unit: The new Information and Communication Technologies and the use of the internet are basic tools for the effective and efficient operation of tourism businesses. The main purpose of this module is to introduce students to the administrative and business functions of the digital age in tourism. Emphasis is placed on the advantages and disadvantages of doing business through electronic means as well as on the impact that these have on modern tourism businesses, consumers and tourist destinations. In addition, legal and security issues, examples of e-businesses and information systems management strategies are examined.

Learning Outcomes:

On successful completion of this module, students will be able to:

- Understand the concepts of e-business and e-commerce.
- Recognize and appreciate the nature, role and importance of the application of e-business in tourism.
- Critically evaluate the impact of new technologies on tourism demand and supply.
- Argue how new technologies can improve the tourism experience.
- Recognize the advantages and risks of e-business and e-commerce.
- Understand the managerial dimension of the use of new technologies in tourism.
- Identify the role of information systems in modern tourism businesses.
- Understand the transformations that may be required in the technological infrastructure and operations of a tourism enterprise in order to adopt new technologies to do business electronically.

- Know the legal framework governing electronic transactions.

Prerequisites: There are no prerequisites for this unit.

Special Curriculum

Pedagogy and Teaching Competence

Subject – Purpose

The purpose of the Special Curriculum for Pedagogy and Teaching Competence is for the graduate students of the curriculum of the School of Social Sciences to acquire the necessary pedagogical and teaching knowledge, abilities and skills to successfully design and implement educational work.

Information

The successful attendance of the two (2) Modules offered in the Special Curriculum for Pedagogy and Teaching Competence (PTC), leads to a certificate, awarded by the School of Social Sciences of the Hellenic Open University, which certifies pedagogical and teaching competence.

Students who successfully complete one Module may request an attendance certificate for that Module. For the awarding of the attendance certificate, students must provide a written declaration that they wish not to complete the Special Curriculum PTC.

Description

The course is offered in Greek

Duration of the programme

The minimum duration of the programme is one (1) year or two (2) semesters.

ECTS

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this programme is 30 ECTS.

Admission requirements

Offered places: 300 (150* per semester)

In the Special Curriculum for “Pedagogy and Teaching Competence” (PTC) the following categories are accepted:

(a1) H.O.U. Graduates of the Undergraduate Study Programme “Business Administration” (DEO) admitted from the academic year 2019-2020 up to the academic year 2023-2024.

(a2) H.O.U. Students of the Undergraduate Study Programme “Business Administration” (DEO) admitted from the academic year 2019-2020 up to the academic year 2023-2024, provided that the remaining Modules for their degree do not exceed 60 ECTS.

The course is taught in Greek. In order to successfully attend the course, students must also possess at least B2-level competency in English. Familiarity with the use of computers, e-mail, and internet will significantly assist in attending the course.

Note: *Candidates of category (a1) occupy one hundred and twenty-five (125) places, while those of category (a2) occupy twenty-five (25) places. If the places offered by one category of candidates are not filled, it may be possible that places may be filled by runners-up candidates from the other category, provided they meet the admission requirements.

Contact

Student Registry:

Tel.: +30-2610 367318 - E-mail: skepde@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Structure

The duration of the Special Curriculum for Pedagogy and Teaching Competence (PTC) is one (1) academic year, which is divided into two (2) semesters. Each semester includes one (1) Module of fifteen credits each (15 ECTS).

1st Semester

PDE01 Pedagogy and Teaching (C¹, 15 ECTS)

2nd Semester

PDE02 Didactics of Economics and Management and Educational Assessment (C, 15 ECTS)

Note:

C¹: Compulsory

Module Selection Instructions

In the 1st semester, students must select one (1) Module, specifically PDE01.

In the 2nd semester, students select PDE02.

However, in case students do NOT successfully complete PDE01 in the 1st semester, then in the 2nd semester may select either only PDE01 again, or PDE01 and PDE02. This registration process is followed until the completion of their studies.

The minimum duration of studies in Special Curriculum is one (1) academic year.

In order to obtain the certificate, students must successfully complete two (2) Modules of the Special Curriculum for Pedagogy and Teaching Competence.

Students' evaluation per Module: click [here](#).

Course Modules

PDE01 Pedagogy and Teaching

Module code: PDE01

ECTS Credit Points: 15

Module Type: Compulsory

Semester: 1st

Language: Greek

General description: The purpose of the module is to enable students to understand the principles of Pedagogy and the factors that influence it, to get acquainted with modern teaching methods and apply them, to get acquainted with the principles of learning psychology as well as to be able to manage situations arising in school environment.

The module provides all the required knowledge to the prospective teacher, in order to gain the best possible and effective knowledge of pedagogy, psychology and teaching methodology.

Subjects covered:

- Introduction to Pedagogy
- Learning and developmental psychology
- Teaching methodology (General Teaching methodology with emphasis on modern teaching techniques).

Teaching Method: Distance education with Contact Sessions held at weekends during the academic semester.

PDE02 Didactics of Economics and Management and Educational Assessment

Module code: PDE02

ECTS Credit Points: 15

Module Type: Compulsory

Semester: 2nd

Language: Greek

General description: The purpose of this module is to introduce students to modern and effective teaching methods related to the subject areas of Economics and Management, as well as topics related to their educational evaluation.

Subjects covered:

- Basic Teaching Methods, Projects, other teaching methods
- Educational evaluation (Methods, tools, models)

Teaching Method: Distance education with Contact Sessions held at weekends during the academic semester.

Master in Business Administration (MBA)

Description

This Master's Degree Course aims at helping individuals develop the necessary skills and knowledge in order to become effective managers in businesses and organizations.

It aims at developing students' ability to evaluate and analyse external and internal data and strategic decision-making in any business environment.

Upon completion of this Course students will:

- have developed a wide range of administrative abilities and operational techniques
- have increased their confidence in evaluating and analysing complex business matters and decision making
- have developed cooperative problem-solving skills and will be able to enable students to communicate orally and in writing as managers with potential colleagues
- offer creative and strategic thinking
- have the ability to work under pressure to tight deadlines
- have the ability to undertake independent applied research and submit a research thesis
- have developed sensitivity to different cultures, ability to work in international teams.

Learning Outcomes

On successful completion of the MBA course students will be able to:

- Understand the global economy and analyze the ever-changing international economic environment that surrounds modern business.
- Employ a modern economic framework for analyzing a variety of problems that managers face in today's business environment.
- Understand the operational environment of the European Union and analyze how various organizations operate within it.
- Understand the theory and techniques of financial accounting and evaluate the present financial position of firms.
- Understand the time value of money concept, capital budgeting and the cost of capital.
- Understand the main issues concerning the management of investments and modern portfolio theory.
- Use quantitative methods in business problems and analyze them with economic and business models.
- Employ analytic methods that managers use in a wide variety of decision situations.
- Understand the nature of complex organizations and the basic functions of management.

- Develop the necessary skills to manage people effectively within an organizational context and develop an understanding of organizational effectiveness.
- Analyze and manage the organizations' markets in order to pursue a competitive advantage.
- Emphasize the strategic and coordinating role of a management executive.
- Make use and combine methodologies and tools for shaping, implementing and evaluating strategic plans.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines holding a B2 certification in the English language. The programme is offered in English.

The knowledge of an extra foreign language except the language of the programme and good computer-Internet skills would be useful for the successful participation in the programme.

(see [Annex](#))

Due to the multidisciplinary nature of the course, it can be implemented under the exclusive academic responsibility of the MBA fast track foundation course, in order (for new students) to acquire basic knowledge on quantitative methods and economics. This preparatory course has an aiding/ supportive content; it will be implemented prior to the beginning of the academic year and attendance will be optional, while its financial contribution will be borne by the students (*). The preparatory subjects of this course will have a duration of 1-2 four-hour meetings for economics subjects (relevant MBA50 Module) and will focus on the basic concepts of economics, while for quantitative subjects (relevant MBA60 Module) they will have a duration of 2-3 four-hour meetings and will focus, apart from the basic concepts, on the use of spss.

() The financial contribution for admitted students until the academic year 2023-2024 is equal to 25% of the cost of a single course module. For students commencing from the academic year 2024-2025 is €300 for each foundation course.*

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is

listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a “Certificate of Place of Study”, which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Duration of the programme:

The minimum duration of the programme is two (2) years.

Language:

The programme is offered in English.

ECTS credit points

120

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

Re-evaluation of Written Assignments

Students have the right to ask for a revaluation of their written assignment. This must be done within ten (10) days after the announcement of the grades by the Tutor. An e-mail must be sent to the Module Coordinator who will assign a team of Tutors to reevaluate the assignment. The new grade will be the final one.

Re-evaluation of Written Exams

Students have the right to ask for a revaluation of their exam. This must be done within ten (10) days after the announcement of the grades by the Tutor. An e-mail must be sent to the Module Coordinator who will assign a team of Tutors to reevaluate the exam paper. The new grade will be the final one.

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7
- Based on the field of Education: 34 Business Administration

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0413 - Management and Administration

Contact

Student Records:

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General Information for candidates:

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Course Structure

Programme Layout

The “Master in Business Administration” is structured in two (2) academic years, which include four (4) Modules and Dissertation for the award of the Master’s Degree, the successful completion of four Modules and the successful completion of the Postgraduate Dissertation is mandatory. The total number of credits (ECTS) required is 120 ECTS.

1st Year

MBA50	Economics for Managers	(20 ECTS)
MBA60	Advanced Quantitative Methods for Managers	(20 ECTS)
MBA51	Financial Management & Accounting	(20 ECTS)
MBA61	Management of People & Organisations	(20 ECTS)

2nd Year

MBA51	Financial Management & Accounting	(20 ECTS)
MBA61	Management of People & Organisations	(20 ECTS)
MBADE	Postgraduate Dissertation	(40 ECTS)

Module selection Instructions

During the first year of study students can select up to 3 modules as follows: Module MBA50 (if they wish to select one module), both modules MBA50 and MBA60 (if they wish to select two), or both modules MBA50 and MBA60 as well as one of MBA51, MBA61 (if they wish to select three).

The Postgraduate Dissertation may be written during the same year with course module MBA51 or MBA61.

The maximum number of ECTS signed up per year for full-time Modules/Postgraduate Dissertation cannot exceed 60 ECTS.

Thus, the program can be completed in two academic years.

The Postgraduate Dissertation can be defended only upon the completion of all four Modules of the program.

In order to be awarded with a master’s degree, students must successfully complete four (4) Modules and write up and successfully defend a Postgraduate Dissertation.

Students’ evaluation per Module: click [here](#).

Course Modules

MBA50 Economics for Managers

Module code: MBA50

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: English

Module general description: The course (module) is organized under three broad sub modules: a) Markets, Business Strategies, and Competition Policy b) International Trade, Foreign Direct Investment, and Economic Integration and c) Macroeconomics and International Finance.

Markets, Business Strategies, and Competition Policy

The objective of the first part of MBA50 in Markets, Business Strategies, and Competition Policy is to teach and apply the foundation topics in microeconomic theory essential for making both the day-to-day business decisions that maximize profits as well as decisions designed to create and protect profit in the long-run. Students will develop critical thinking skills and a logical way of analyzing the routine decisions of managing modern firms. The basis of the analysis is the model of perfect competition, not as a viable option, but as a basis of comparison with what we actually observe in real life situations. The main topics are:

- Price determination in competitive markets (demand and supply functions, market equilibrium, government intervention)
- Firm's objectives (market share vs profit maximization)
- Firm technological conditions (explicit and implicit cost items, average and marginal cost functions, economies of scale)
- Managerial decisions in competitive markets (short and long run profit maximization, firm and industry supply, shut down condition)
- Decisions in monopolistic markets (output and price decisions, market power, deadweight loss)
- Pricing strategies (first-, second-, and third-degree price discrimination)
- Multi-product and multi-plant monopolists

The second part of MBA50 in Markets, Business Strategies, and Competition Policy complements the first part where students master how a competitive market operates. As most of the today's economy markets are imperfectly competitive, students should learn the tools necessary to form their business strategy in markets in which a firm's profitability and survival depends crucially on the decisions of its rivals. Moreover, students should become aware of the institutional framework dictating the industry in which their firms operate, and in particular, the risks they may face as managers when their firms violate the competition policy principles. The main topics are:

- The definition and the elements of a static game; types of games
- Solution concepts for static games (Strictly dominant strategies, Nash equilibrium)
- The role of time in games: dynamic games
- Solution concepts for dynamic games (subgame perfect Nash equilibrium, backwards induction)
- Various business applications of static and dynamic games (Cournot, Bertrand and Stackelberg competition, threat of entry)
- Definition and necessity of competition policy: Market power and market inefficiencies

- Situations that come under the auspices of competition policy: Collusion, Mergers, Abuse of dominant position, State Aid
- Cases studies corresponding to each of the above situations

International Trade, Foreign Direct Investment, and Economic Integration

This part introduces students to the international economic environment. Nowadays most countries trade a big share of the goods and services that they produce with the rest of the world. Students, after studying this part of the module, will be able to answer the following questions. Why do countries trade? Who benefits and who loses from it? What determines the pattern of trade? What are the effects of various trade policy instruments? How are different economic groups/sectors/firms affected by them? What are the main forms of economic integration? What are the main economic institutions within the EU? What are the options that an internationally oriented firm faces with respect to investing and selling its products abroad? These are important questions; which today's managers should be able to answer. The main topics are:

- The definition and the role played by absolute and comparative advantage in international trade.
- The economic changes that occur as a country opens its borders to international trade
- Gains from international trade
- Determinants of the pattern of trade
- Effects of various trade policy instruments
- Forms of economic integration
- The main economic institutions of the EU
- Economic analysis of capital movements
- Forms of foreign direct investment and alternatives

Macroeconomics and International Finance

The aims of this part are to provide students with a detailed knowledge of the concepts, theories and methods underpinning international finance analysis and enable them to obtain a good understanding of the national income accounting in an open economy. Students will develop an interest in the balance of payments, the foreign exchange market and the interaction between price levels and exchange rates both in the short run and long-run. Furthermore, students will also develop an understanding of the relationship between exchange rates, interest rates and inflation rates and a thorough knowledge of the concept of an 'optimal currency area' (OCA) and its potential application to the countries which comprise the Eurozone. The main topics are:

- National income accounting in an open economy and in particular the balance of payments
- The foreign exchange market and the interaction between price levels and exchange rates in both the short and the long-run
- Arbitrage and interest rates: Covered Interest Parity (CIP) and Uncovered Interest Parity (UIP)
- Purchasing Power Parity
- The effect of foreign exchange market on money stock and money market liquidity
- Optimum Currency Areas
- The euro and the role of the European Central Bank.

Learning Outcomes: The module material is organised under three broad sub modules: a) Markets, Business Strategies, and Competition Policy, b) International Trade, Foreign Direct Investment, and Economic Integration and c) Macroeconomics and International Finance Markets, Business Strategies, and Competition Policy

Markets, Business Strategies, and Competition Policy

Upon successful completion of the first part of the Markets, Business Strategies, and Competition Policy submodule, students will be able to:

- Recall and recognize how the business environment (technology, the status of competition, and regulation in input/output markets) affects a firm's choice of strategy
- Differentiate analytical frameworks and theories to compare different business environments
- Apply analytical frameworks and theories to analyze how a firm's pricing decisions can be optimally taken, d) evaluate how strategy and the business environment together drive the firm's choice of organizational design.

Upon successful completion of the second part of the Markets, Business Strategies, and Competition Policy submodule, students will be able to analyze business strategy and competition policy in oligopolistic markets. Especially, they we will be able to analyze and understand:

- Strategic Behavior & Game Theory
- Simultaneous Decision Games
- Sequential Decision Games
- Corporate Strategic Thinking in Practice.
- Business Practices and Competition policy in Greece and European Union (EU)
- The importance of Competition Policy for Consumers based on present EU Competition Policy Areas and Practice.

International Trade, Foreign Direct Investment, and Economic Integration

Upon successful completion of the International Trade, Foreign Direct Investment, and Economic Integration submodule, students will be able to:

- Understand the basic analytical concepts and tools of international economics
- Recognize what determines the pattern of production and international trade
- Apply analytical frameworks and theories to analyze the gains obtained and losses incurred for countries involved in international factor mobility
- Identify the role of the balance of payments and its components
- Differentiate analytical frameworks and theories related to exchange rate determination.

Macroeconomics and International Finance

Upon successful completion of the Macroeconomics and International Finance submodule, students will be able to analyze:

- Foreign Exchange Market, that is, the Definition of the market, Appreciations and Depreciations, Multilateral Exchange Rates, Exchange Rate Regimes, The Market for Foreign Exchange (Forex), Arbitrage and Exchange Rates, Arbitrage and Interest Rates, Exchange Rates and Prices in the Long Run, Exchange Rates, and Interest Rates in the Short Run: UIP and Forex Market Equilibrium

- National and International Accounts, especially Income, Product and Expenditure
- Balance of Payments, that is Balance of Payments Purpose & Accounts, Coping with the Current Account Deficit
- The Euro (Deciding to Join the Eurozone: The Theory of Optimum Currency Area (OCA), The European Central Bank (ECB)).

Subjects covered:

- Markets, Business Strategies, and Competition Policy
- International Trade, Foreign Direct Investment, and Economic Integration
- Macroeconomics and International Finance

Prerequisites: There are no prerequisite courses.

MBA60 Advanced Quantitative Methods for Managers

Module code: MBA60

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: English

Module general description:

The module is structured on the basis of three sub modules: a) Advanced Quantitative Analysis
b) Economic and Business Modelling and c) Decision Making.

Advanced Quantitative Analysis

The purpose of the first sub module is to introduce the basic concepts of data analysis and how they are applied to business problems. It will help students who have limited knowledge in mathematics to understand how statistical techniques are applied. Particular emphasis is placed on descriptive statistics, probability, estimation, hypothesis testing, and regression analysis with real-world business applications.

Economic and Business Modelling

The second sub module presents ways of investigating the relationship between two or more variables involved in a business problem. It helps students to understand how a model can describe the relationship between variables, how it is specified, how it is estimated and finally how it is tested with appropriate diagnostic tools in order to see how it describes the relationship of the variables. These models, also called econometric models, are widely applied in describing the relationships between macro-economic quantities. Many business problems are based on similar models that describe the relationship between business quantities either with linear or non-linear relationships.

Decision Making

The third sub module describes the methods managers use in most decision-making situations. Business decisions are made either under conditions approaching certainty and therefore the outcome is approximately known, or under conditions of uncertainty where the outcome is unknown and only alternative values of the outcome can be estimated. In most cases, uncertainty prevails, resulting in executives having to choose between two or more alternative decisions. This subsection explains how the criteria on which a business decision is based are defined and specified

Learning Outcomes: The module material is organised under three broad sub modules: a) Advanced Quantitative Analysis, b) Economic and Business Modelling and c) Decision Making.

Advanced Quantitative Analysis

Upon successful completion of the Advanced Quantitative Analysis subsection, students will be able to:

- Understand the basic concepts and ways to measure data encountered in business problems at appropriate measurement scale and the methods of managing that numerical (quantitative) information.
- Perform data analysis with the usage of computers and relevant programs (MS Excel or statistical programs).
- Carry out extensive analyzes of numerical data in the context of written assignments and their dissertation thesis.
- Consolidate the basic concepts of analytical methods and be able to understand the advanced methods of the following subsections.

Economic and Business Modelling

Upon successful completion of the Economic and Business Modelling subsection students will be able to:

- Understand how a model is used to describe the relationship between various variables in the context of economic theory, how it is specialized, and how the variables are distinguished into dependent and independent.
- Apply the corresponding statistical methods (either simple or more advanced) in order to estimate the parameters of the model.
- Understand and analyze the printouts of statistical programs and interpret the results.
- Understand that within a model, which describes relationships between quantitative variables, they can also integrate qualitative characteristics with the use of pseudo-variables.
- Understand how a complex model with more than one equation can be specified and estimated.
- Use an estimated model to make predictions.
- Evaluate the predictive ability of a model.

Decision Making

Upon successful completion of the Decision-Making subsection students will be able to:

- Describe the basic principles of decisions in conditions of certainty and uncertainty.
- Explain the differences between utility-based decisions and preference-based decisions.
- Apply the decision-making methods with multiple criteria and understand how the individual criteria are weighted.
- Construct a table of economic (monetary) results and a cost-benefit table.
- Apply the expected value criterion to a business decision problem.
- Calculate the cost of uncertainty and the value of perfect information.
- Construct a decision tree and understand how it can help in a problem of making a business decision under conditions of uncertainty

Subjects covered:

- Advanced quantitative analysis
- Economic and business modelling
- Decision making

Prerequisites: There are no prerequisite courses.

MBA51 Financial Management & Accounting

Module code: MBA51

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st or 2nd

Language: English

Module general description:

The course (module) is organized under three sub modules: a) Accounting for Managers, b) Corporate Finance and c) Financial Analysis & Business Valuation.

Accounting for Managers

The objective of the Accounting for Managers sub module is to help students develop an understanding of the theory and techniques of financial accounting. After completing this sub module, students will be expected to be able to: a) understand the framework of financial accounting in the context of the basic tools used (journal, general ledger and trial balances), b) demonstrate an understanding of the basic double-entry accounting by correctly journalizing transactions, making adjusting entries, and making closing entries and c) prepare and present the financial statements of companies (balance sheet and income statement).

Corporate Finance

Following an introduction to financial management the Corporate Finance sub module examines the time value of money concept, capital budgeting and the cost of capital. In introducing financial management, the sub module examines the maximization of shareholders' wealth as the primary objective of financial management. In turn the functions of financial management, namely the investment decisions and the financing decisions are discussed. Finally, students obtain an idea of (a) some of the forces that affected financial management in the past; (b) the place finance has in a firm's organization; and (c) the relationships financial managers have with their counterparts in the accounting, marketing, and production departments.

Financial Analysis & Business Valuation

Financial analysis aims to evaluate the present financial position of a firm. In doing so it usually employs two tools: ratios analysis, and sources and uses of funds analysis. The results of the financial analysis should be interpreted in the light of the financial life cycle theory of the firm. Additionally, these results should be related to the economy, and the industry in which the company operates (top-down analysis). After completing this sub module, students will be expected to be able to assess the financial position, performance and cash flow of companies using financial statements and based on the analysis of financial statements recommend alternative appropriate courses of action to remedy operating and financial problems. The objective of the business valuation sub module is to present, with a practical orientation, modern methods of calculating the fundamental value of companies, i.e. the value that remains in the property of the investor for a long period of time, in contrast to the value that can be realized in the short term through speculative trading. The difference between fundamental and speculative value is very important. Although stock markets may occasionally be prone to speculative bubbles, and although some industries move in and out of business, the price investors are willing to pay for investments must ultimately be based on fundamentals.

Learning Outcomes:

On successful completion of the Accounting for Managers sub module, students will be able to:

- Understand the framework of financial accounting.
- Demonstrate understanding of basic double-entry accounting by correctly journalizing transactions, making adjusting entries, and making closing entries.
- Prepare and present the financial statements of companies.

On successful completion of the Corporate Finance sub module, students will be able to:

- Evaluate the role of the Corporate Finance Manager and its main links to business objectives.
- Understand the concept of the time value of money and be able to use basic time value concepts.
- Demonstrate the ability to evaluate investment decisions using a variety of appraisal techniques.
- Analyse the main sources of debt finance.
- Examine the factors that determine a company's dividend policy.
- Describe and calculate the cost of capital for a business.

On successful completion of the Financial Analysis & Business Valuation sub module, students will be able to:

- Assess the financial position, performance and cash flow of companies using financial statements.
- Recommend alternative appropriate courses of action to remedy operating and financial problems based on the analysis of financial statements.
- Understand the concept of business value.
- Apply the basic theories and techniques of calculating free cash flows.
- Explain and analyze the relationship between risk and value.
- Demonstrate the ability to evaluate decisions between alternative equity placements.
- Describe the main techniques for calculating the value of a business.

Subjects covered:

- Accounting for Managers
- Corporate Finance
- Financial Analysis & Business Valuation

Prerequisites: There are no prerequisite courses.

MBA61 Management of People & Organisations

Module code: MBA61

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st or 2nd

Language: English

Module general description: The course (module) material is organised under three broad sub modules: a) Management and Human Resource Management, b) Marketing Management and c) Strategic Management.

Management and Human Resource Management

The first objective of this sub module is to help students understand the nature of complex organizations and the basic functions of management. It shows the link between management concepts, organizational behavior and business functions and provides students with the concepts and techniques they need to acquire as managers in today's organizations. The topics covered include an overview of management, the nature and purpose of planning in organizations; organizing human resources; directing, leading and motivating employees; and the role of control in the management process. Moreover, students get the knowledge, insight and skills necessary to manage people effectively within an organizational context and to develop an understanding of organizational effectiveness. They get an understanding of the factors and forces that managers confront both internally and externally in the organization regarding its existing and potential human resources and develop an understanding of the nature of decision-making involved in HRM. The related topics covered include an overview of HRM in organizations; staffing and organizing human resources; performance management; training and career development; the scope and structure of compensation practices; and the role of labor unions and collective bargaining.

Marketing Management

The objective of this sub module is to equip students with the theoretical understanding and practical skills to analyze and manage the organizations' markets in order to pursue a competitive advantage. It shows how companies create value for their customers and build strong customer relationships in order to capture value from them in return. The topics covered include an overview of marketing in the new economy, the analysis of a company's macro- and sectoral environment; the development, positioning and management of market offering; the management of marketing channels; pricing strategies; advertising; and the management of sales forces.

Strategic Management

The objective of this sub module is to integrate knowledge from the previous sub modules and to emphasize the strategic and coordinating role of a management executive. Therefore this is an important area since it concerns the manifestation of policies and strategies for the entire organization. Students learn to assess strengths, weaknesses, opportunities and threats, as well as the competitive advantages and disadvantages related to companies and industries. Furthermore, students comprehend an organization's internal conflicts and external pressures in dynamic organizational settings. Students are taught how to implement analytical and decision-making skills in various organizational structures. Other topics covered also include strategic choices, change, international strategy and systems' dynamics.

Learning Outcomes:

On successful completion of the Management and Human Resource Management sub module, students will be able to:

- Understand the evolution of management thinking.
- Analyze the global character of the environment of management.
- Recognize the importance of business ethics and social responsibility.
- Understand the functions of management (planning, organizing, staffing, leading, controlling) and apply relevant tools and techniques.
- Analyze the role of quality, value chain and information technology to the performance of organizations.

- Implement techniques and tools in different business settings.
- Analyze and understand the human resource environment.
- Apply techniques and tools for acquisition and preparation of human resources.
- Understand the role of assessment and development of human resources.
- Explain the importance of compensation of human resources and apply the relevant tools and techniques.
- Understand the global dimension of human resource management.
- Recognize the strategic aspect of human resource management.

On successful completion of the Marketing Management sub module, students will be able to:

- Define marketing and the marketing process.
- Understand the marketplace, the customers and their behavior and needs.
- Design a customer-driven marketing strategy and marketing mix.
- Explain the role of marketing to creating competitive advantage.
- Understand the role of ethics and social responsibility in the global marketplace.
- Apply relevant tools and techniques.

On successful completion of the Strategic Management sub module, students will be able to:

- Understand what is strategy and why does it matter.
- Analyze the managerial process of crafting and executing company strategies.
- Apply concepts and analytical tools for evaluating a company's situation.
- Understand the ethical and socially responsible dimensions of company strategies.
- Apply managerial keys to successfully executing the chosen strategy.

Subjects covered:

- Management and Human Resource Management
- Marketing Management
- Strategic Management

Prerequisites: There are no prerequisite courses.

MBADE POSTGRADUATE DISSERTATION

Module code: MBA DISSERTATION

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Language: English

Module general description: The Postgraduate Dissertation is based on a proposal submitted by the students which is approved by the Programme Director. The research for the elaboration of the dissertation must have certain basic characteristics and must fulfil a number of prerequisites. A dissertation should have scientific originality and/ or contributing new knowledge to the topic examined. The dissertation content must create the ability to positively affect future research within that particular research area and may enrich the knowledge of the author to enable the attainment of professional goals. A dissertation topic usually combines four interacting factors, namely the research area, the business sector in which the dissertation is positioned, the dissertation classification and the most common methodology/tools employed.

The **research area** can be: European Business, Business Information Systems, Decision Making, International Economics, Corporate Finance, International Finance, Accounting, Human Resources, Investment Analysis/ Portfolio Management, Management, Strategic Management, Marketing, or Supply Chain.

The dissertation may fall to one of the following **classification categories**: Algorithm implementation, Business data analysis, Case Study, Comparative study, Literature based survey, Quantitative application/ study, Sectoral study or Theoretical framework development.

The Dissertation may refer to a specific **business sector**, such as Engineering, Agriculture, ICT, Construction, Logistics, Manufacturing, Utilities, Maritime, Public Sector etc.

The **methodology** can be: Literature review/ scholarship, Primary research or Secondary Research. The **methodological tools** that are utilized for the completion of the dissertation are: Comparative analysis, Critical review of the literature, Descriptive statistics, Econometric analysis, Inferential statistics, Operational Research/ Management Science (OR/MS) or Time series analysis.

A typical **Dissertation structure** includes an introductory chapter, a chapter of literature review and international experience, a methodological part and a conclusive chapter.

Learning Outcomes: The Dissertation is meant to combine and utilize the knowledge students have acquired over the course of their studies.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Dissertation takes place after the successful completion of the program's Course Modules.

Health Care Management

Description

The major aim of the postgraduate (MSc) course “Health Care Management” is to prepare competent professionals working in the health system to effectively manage public or private health facilities. By acquiring relevant knowledge and skills, graduates are expected to be capable of rational decision formation and decision-making in today's complex social-cultural healthcare environment. An additional objective of the program is the advancement of health sciences and the promotion of research in this field, as well as the development of an interdisciplinary approach to conducting research and resolving contemporary problems.

Learning Outcomes

The program's graduates are expected to:

- Understand the particularities of practicing management in an environment where services are produced and provided with the intention to restore health.

- Understand the institutional framework in which management principles can lead to acceptable solutions to maximize societal benefit.
- Realize the need for state intervention in the production and delivery of health services.
- Understand that health policy is a subset of broader social policy.
- Adequately recognize the historical evolution of the National Health System and its problems/prospective in the economic, social and healthcare environment of our country.
- Recognize that population health status is determined by numerous factors, and not only by how health services are organized or delivered.
- Realize that the allocation public financial resources should aim to achieve maximum societal outcomes.
- Be familiar with economic evaluation and resource allocation methods aiming at equity, effectiveness and efficiency in the health system.
- Be familiar with methods for financing the health system and its suppliers.
- Apply financial analysis and management methods for health care facilities.
- Understand models describing user behavior or physician-patient relationships in the health system.
- Apply appropriate models to study and understand behaviors related to health prevention.
- Plan effective interventions to reduce professional burnout in the health environment.
- Apply basic concepts to study team-dynamics.
- Describe the cultural impact the usage of health services.
- Understand the burden of chronic disease and the losses it imposes.
- Design interventions to improve health services and patient satisfaction.
- Appropriately handle research data to support good practices and policies for patients and their illnesses.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7
- Based on the field of Education: 31 Social and Behavioral Sciences

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0311 - Social and Behavioural Sciences/Economics

Type of Postgraduate Program

Master of Science (M.Sc.)

Duration of the programme

The minimum duration of the programme is two (2) years.

Language

The programme is offered in Greek.

ECTS credit points

120

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

Contact

Student Records:

Tel.: +30-2610 367430. E-mail: dmy@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 E-mail: info@eap.gr

Course Structure

The MSc “Health Care Management” is structured in two (2) academic years, which include four (4) Modules and a Postgraduate Diploma Thesis. In order to obtain the M.Sc. degree, the successful completion of four Modules is mandatory, as well as the successful completion of the Postgraduate Diploma Thesis. The minimum duration for the completion of the programme is two (2) years. The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 120 ECTS.

1st Year

DMY50	Fundamental Principles of Management in the Health Services	(C ¹ , 20 ECTS)
DMY51	Health Services/Hospital: Identities and Challenges	(C, 20 ECTS)
DMY60	Economic and Financial Management of Health Services	(C, 20 ECTS)

2nd Year

DMY61	Sociological and Psychological Approach to Health and Health Services	(C, 20 ECTS)
DMYDE	Postgraduate Diploma Thesis	(C, 40 ECTS)

Note:

C¹: Compulsory

Guidelines for the selection of Modules

In the first academic year, if you choose one Module, you must choose DMY50, while if you choose two Modules, you must choose DMY50 and DMY51. If you choose three (3) Modules, you must also choose DMY60.

In the second academic year, if you choose one Module, you must choose the Module DMY61, while if you choose two Modules, you must choose both DMY61 and the Postgraduate Diploma Thesis.

The presentation and examination of the Postgraduate Diploma Thesis takes place after the successful completion of all four Modules of the Programme.

In the process of declaring a Module, the previous year’s Module must be exhausted first and then the next year’s Module declaration must begin.

In order to complete the programme in two academic years, you must successfully complete three Modules in the first year of study and one Module in the second year in parallel with the Postgraduate Diploma Thesis, according to the above guidelines.

Students’ evaluation per Module: click [here](#).

Course Modules

DMY50 Fundamental Principles of Management in the Health Services

Module code: DMY50

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: The objectives of this module are:

- to familiarize students with basic management principles at a theoretical and a practical level,
- to determine the nature and the specificity of the challenges associated with managing health services, and in particular hospitals,
- to provide students with the opportunity to face specific managerial issues and problems (via case studies, exercises, etc.)

Learning Outcomes: On successful completion of the module, students will be able to,

- Comprehend the core definitions of management, the evolution of the management process and its future implications.
- Understand the Fundamental types of the healthcare organizations and their distinct features
- Explain the meaning, the significance and the types of planning as well as of the planning process with examples from the healthcare services domain.
- Comprehend the meaning, the significance and the types of organizing as well as of the departmentalization process and to analyze an organization chart from a health care facility.
- Understand the meaning and the importance of human resource management together with its basic operations (personnel planning, job analysis, recruitment, assessment, education and development, wages and compensation) with examples from the healthcare sector.
- Recognize operational problems in the field of healthcare services, distinguish between and compare planned and unplanned decisions, decision-making levels and decision making.
- Explain why communication is essential to management of healthcare units and provide examples of the communication process and of the types of formal and informal communication.
- Give a definition of leadership, describe its basic characteristics and theories as well as to use Blake & Mouton's management grid for healthcare organizations
- Describe the relationship between motivation and performance in healthcare organizations and comparatively assess the basic theories of motivation for their applicability in healthcare professionals.
- Define and explain the need for control, the types of control and its process as well as possible side effects of control in a healthcare environment.
- Comprehend the different categories of healthcare professionals, their human-geography as well as the main educational institutes which produce healthcare professionals.
- Understand the specific nature and characteristics of healthcare services and hospital administration.

- Comprehend and recognize the role and the significance of hospital administration in terms of the healthcare service delivery as well as the educational, research role of the hospital.
- Understand the socioeconomic aspects of healthcare organizations within a social and economic context but also in terms of the relation between healthcare professionals and the patients.
- Explain the distinctive nature of "health" as a "public good" and discuss how "healthcare services" operate in mixed economies, in relation to the factors determine demand and supply.
- Inter-relate healthcare and healthcare systems with the broader social and political issues at an international level.
- Understand key historical periods and key points of the historical development of healthcare systems and services in Greece, with emphasis on the establishment of the National Health System (NHS) and the subsequent reforms.

Subjects covered:

- Organization of health systems and healthcare units
- Decision making in health services: Planning and control/ monitoring
- Human resources management/ administration and the human factor in health services.

Prerequisites: There are no prerequisites for this module.

DMY51 Health Services/Hospital: Identities and Challenges

Module code: DMY51

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: The objectives of this module are the following:

- present the economic, institutional and social environment that constitutes the framework for the operation and action of health services
- identify the critical economic, administrative and legal issues that determine the present and future of health services
- focus the students' interest on the demand for a qualitative improvement of health services in relation to the large number of difficulties and constraints within and outside the services.

Learning Outcomes: On successful completion of the module DMY51, students will be able to:

- Describe and define the different approaches to definitions of health and illness
- Describe and define the different levels of care
- Define health and its parameters
- Identify the scope of health promotion, and the transmitters, conduits and recipients of health promotion
- Define indicators of mortality, morbidity and positive health
- Define and describe the working scope and field of prevention

- Define and describe the scope of epidemiology
- Give examples of health service studies
- Define basic definitions of the welfare state and the health system
- Define basic theoretical approaches to the welfare state such as classical liberalism, Marxism, neo-Marxism, neo-liberalism, the tradition and theory of citizenship and other theoretical approaches
- Define the content of health policy
- Identify the main parameters of the functioning of the health systems of certain countries
- Identify in broad terms the expenditure in each of these states
- Identify the main factors that have influenced the development of the welfare state and the way in which it has developed
- Identify and describe the three main features of social policy during the period of the development of the welfare state
- Identify and describe the differences in the way in which social policy has developed and the form it has taken in different countries
- List the five most important factors that led to the questioning of the effectiveness of social policy in the post-war period
- Indicate the new constraints facing social policy
- Indicate what the trends in social policy are today
- Identify and evaluate the two main parameters affecting health care expenditure
- Identify and assess the main forms and dimensions of the informal economy in the health care system
- Recognize how the health system is influenced and affected by the economic, social and physical environment
- Indicate the structure and the way in which the Greek health care system is organized, managed and operated and identify its main characteristics and peculiarities as well as its main components/structural elements
- Indicate the basic principles and institutions introduced by the legislation in order to establish the health sector and the health system in our country
- Identify the 'abolition'/liberalization of the NHS in 1992 and the institutions adopted by Law 2071/1992
- Set out the current situation and identify which institutions may have contributed to the development and modernization of the health system by Law 2519/1997 on the NHS
- Present a list of the rights of hospital patients
- Identify concepts and terms (relating to the moral and ethical dimensions of health) whose use is currently confusing
- Set out the complex ethical issues arising from the development of new technologies and from the achievements of biomedical science and research
- Identify the ethical dilemmas raised by health policy and the economics and financing of health services
- Identify the crucial role of quality in the promotion of products and services

- List the various methods commonly used to ensure and improve the quality of health services and their advantages and disadvantages
- State the reasons why the State was unable to contribute to the administrative organization of hospitals in the early years of their establishment
- Define the various systems of hospital management
- List the innovations introduced by the NHS in hospital management
- Describe the role of the hospital administration
- Indicate the reasons why hospital boards are an obstacle to the functioning of hospitals
- State and list the causes of mismanagement of hospitals
- Indicate the importance and necessity of modernizing the administrative system of hospitals
- Determine the possibility of functional coexistence of different forms of hospital administration
- Distinguish between health factors and illness
- Explain the reasons for the development of different forms of care
- Explain the impact of technology on care and understand issues related to the cost (increasing or containing costs) of care
- Give examples of health parameters
- Distinguish the differences between disease and illness
- Distinguish between different forms of health education
- Explain the differences between epidemiology at the beginning of the century and today
- Distinguish between the concepts of provision and payment for services
- Distinguish between private and public/public in terms of the provision and payment of health services
- Identify and explain the structure of a health system and its basic functions (prevention, promotion, treatment, care, rehabilitation)
- Explain why the welfare state has taken different forms in different countries
- Explain the form the welfare state has taken in Greece and the causes of its crisis
- List the main problems that arise today and explain why the social policy pursued to date has become to some extent ineffective
- Explain how demographic changes affect social policy
- Explain the changes in the way social policy is implemented today
- Explain the nature and nature of the new social policy
- Explain how social policy has been influenced and affected by the post-war model of economic development
- Explain how social policy has influenced and been influenced by the Greek model of economic development
- Explain how the health sector differs from the health system
- Identify the main problems, shortcomings and distortions in the Greek health system
- formulate value judgements about the problems and weaknesses of the Greek health system

- Make limited comparative references to the legal framework of the health sector in other countries and distinguish the effects it has had on the health system in Greece
- Discern the physician-centered nature of the system
- explain the status of health professionals
- distinguish the specificities of the production and distribution of services, and in particular health services, in relation to the production and distribution of material goods
- Interpret and describe the relationship between wellbeing and ill health
- calculate the mortality and morbidity rates of a population
- Calculate health service indicators
- classify health systems and state their objectives
- Identify difficulties and problems in assessing and evaluating the quality of health services
- Compare health education models
- Analyze the role of individual attitudes and behavior in the success of a health education programme
- Analyze the relationship between health education and health promotion
- compare the mortality rates of different countries or regions of a country
- classify a specific prevention programme into one of the prevention categories
- examine the cost-benefit ratio of the implementation of a programme
- Calculate the needs of a health service for a specific health problem
- Know where to investigate and where to look for data on health expenditure for different countries
- Classify a service provider into one of three tiers
- Analyze and interpret the causes of the welfare state crisis
- analyze the relationship between the state, the market and the family in terms of promoting social welfare
- identify trends and prospects for the future of the welfare state
- analyse the way in which the family, the state and the market are intertwined in meeting social needs in both the Fordist and post-Fordist periods
- identify the main problems facing social policy and the social protection system in general today
- analyse how changes in the labor market affect social policy today
- analyse the relationship between the social protection system and the pattern of economic growth
- Analyse the role of social policy in the current model of economic development
- Analyse how new technologies are and will be affecting the health system
- Explain and analyse the role of expenditure in a health system and how it is linked to the efficiency of the system
- Formulate valid questions with a clear view on a range of issues related to the development and organisation of the Greek health system
- Analyse the NHS at a legal level and explain whether it was truly national and what innovations it introduced
- Analyse the right to health and its protection

- Compare the two systems of hospital management, centralised and decentralised
- Suggest causes of differences in mortality and morbidity between two or more populations
- construct questionnaires to measure positive health indicators
- draw up the budget for a health prevention or health promotion study to place the action and management options of a health system in a theoretical framework
- Propose measures and policies through which, in their opinion, it is possible to solve problems, remove distortions and generally improve the situation in the Greek health system
- outline the modern model of hospital management
- Evaluate the indicators used to measure the health or disease status of a population
- select from among the indicators the one needed to study a specific health problem
- Evaluate the results of different health indicators
- assess the effectiveness, necessity and feasibility of implementing a prevention programme
- Assess the magnitude and significance (or severity) of a health problem that requires (or justifies) the implementation of a prevention programme
- formulate critical or supportive arguments for the welfare state and health services
- evaluate health indicators of health systems
- make an informed assessment of the of a health correct or incorrect structure system
- identify the effects of the crisis of the welfare state on the well-being of the individual and society as a whole
- assess at least the basic moral and ethical dimensions of everyday medical operations, such as, for example, the information and consent of patients to treatment or surgery
- Assess the involvement and responsibility of the stakeholders (state, institutions, services, users, and society) in shaping the level of health services provided

Subjects covered:

- Health: definitions, assessment and factors affecting health
- Health systems, health services and policies
- Quality of health services, information systems and new technologies

Prerequisites: There are no prerequisites for this module. The choose of DMY51 requires the simultaneous choose or completion of DMY50.

DMY60 Economic and Financial Management of Health Services

Module code: DMY60

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: This module aims:

- To explain the idiosyncratic nature of health care services
- To analyze and assess alternative methods of financing and provider reimbursement
- To provide an understanding of the notion of efficiency and its measurement in health care organizations

- To analyze hospital financial statements
- To discuss the methods of economic evaluation of health care programs
- To present the methods of priority setting in health care

Learning Outcomes: Upon completion of this module, students will be able to:

- Distinguish the causes and consequences of market failures in the health care sector and evaluate the available government policies to tackle the resulting problem
- Analyze the motives that patients, third-party payers and suppliers have in different health care settings due to the organization and financing systems in effect
- Synthesize the acquired knowledge regarding the idiosyncratic characteristics of health care and the methods of financing and apply it to evaluate different health care systems, taking into account both theoretical argumentation and empirical evidence
- Comprehend the basic characteristics of the Greek National Health System, identify its weaknesses and suggest effective policies
- Understand the difficulties associated with the determination of the optimal level of health care expenditure
- Recognize the hospital as an economic unit that utilizes inputs, which are transformed into outputs through the production process
- Identify the various types of efficiency, realize the difficulties regarding its measurement and suggest appropriate policies for its improvement
- Differentiate between the various methods of economic evaluation and recognize the circumstances where each can be legitimately applied
- Apply pre-established criteria in order to evaluate existing economic evaluation research
- Describe the aim, methods, results and conclusions of empirical research published in peer-reviewed journals
- Understand the main features of the basic priority setting approaches and realize their strengths and weaknesses
- Scrutinize the financial statements of health care units with the use of financial ratios
- Describe the most common methods used to assess financial investments
- Realise the need for a transition towards a modern accounting system in Greek public hospitals and understand the differences between single- and double-entry accounting

Subjects covered:

- Health economics
- Financial management of health services
- Economic evaluation and priority setting in health care

Prerequisites: There are no prerequisites for this module.

DMY61 Sociological and Psychological Approach to Health and Health Services

Module code: DMY61

ECTS Credit Points: 20

Module Type: Compulsory

Year: 2nd

Language: Greek

Module general description: The objectives of the DMY61 module are the following:

- To complement the approaches already developed in the first three Thematic Units
- to familiarise students with the basic concepts of Sociology / Health Psychology
- to provide students with knowledge and skills to prepare for the integration of decision-making, ensuring social acceptance and consensus
- present findings and methods from sociological and psychological research that are relevant and useful in the administration/management of health care facilities
- enable students to understand how knowledge about health services and their multiple parameters is generated
- stipulate the issue of research methodology and interdisciplinarity.

Learning Outcomes: Upon completion of the module, students will be able to:

- Define key concepts used in graduate-level HCM studies, such as cultural formation, doctor-patient relationship, health disparities, socio-diagnostic models of preventive behavior, chronic illness experience, and research methods in health services.
- Compare different factors influencing disease prevention behaviour.
- Critically analyse research data in the field of health services.
- Design interventions to improve health services.
- Distinguish between different models of doctor-patient relationship (e.g. theories of Parsons, Freidson or Szasz&Hollender).
- Describe how cultural formation influences the experience of chronic illness.
- Explain the role of gender and social class in the emergence of health inequalities.
- Conduct an internet-based literature review and use appropriate research methods to study health care problems.
- Develop research protocols and write the research proposal.
- Evaluate the effectiveness of interventions aimed at reducing burnout in health care.
- Identify differences between past epidemics and modern chronic diseases.
- Recognize the different strategies of communication and interaction between doctor-patient.
- Discuss the various factors that influence patient satisfaction with the health services provided.
- Appreciate the causes and consequences of burnout.
- Apply different models for the study of preventive behaviour (such as the health belief model, the theory of planned behaviour, the theory of self-efficacy, the theory of motivation for health protection, the theory of health control focus).
- Use key concepts to study leadership, organizational behavior, team dynamics, conflict resolution.

Subjects covered:

- Social and cultural aspects of health, illness, and medicine
- Behaviour and interpersonal relationships in health care/ Psychology of health, illness and health care
- Methodology and methods of scientific research in health and health services.

Prerequisites: There are no prerequisites for this module.

DMYDE Postgraduate Diploma Thesis

Module code: DMYDE

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Module general description: The general categories of topics for the MSc are determined by the Director of the MSc after consultation with the Coordinators of the M.Sc. and are posted on the website of the H.O.U., before the beginning of the period for the submission of the relevant statement by the students.

The thematic fields are indicative and are linked to the specialized cognitive areas of the four thematic units of the MSc program. The topics proposed by the students may combine dimensions from two or more of these thematic fields related to the basic principles of health services management, health services/hospital (identities and challenges), economic and financial management of health services, sociological and psychological approach to health and health services.

Learning Outcomes: Upon completion of this Thematic Unit (DMYDT), students will be able:

- To know the principles of scientific research methodology and select the appropriate research method for each case.
- To conduct interdisciplinary research on issues related to basic principles of health services management, health services/hospital, economic and financial management of health services, sociological and psychological approach to health and health services.
- To search, collect, verify, process critically-synthetically and effectively present information in the field of health and health services.
- To examine issues related to the health care management.
- To analyze new trends in the organization and administration of health services.
- To develop their research skills and critical thinking on issues related to organization of health systems and units, decision-making in health services, human resource management, health policies, quality of health services, new technologies, health economics, financial evaluation of health programs and priority setting, social and cultural aspects of health, psychology of health, methodology of scientific research in health and health services.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Diploma Thesis takes place after the successful completion of the program's Course Modules.

Cultural Organisations Management

Description

The course offers specialized knowledge to current cultural administrators and to those planning to work in the field of cultural management.

Learning Outcomes

Upon completion of the program the students should be able to:

- Master the concepts of culture, cultural industries, cultural policies and administration.
- Investigate the different tools through which cultural administration, cultural policies and cultural communication are implemented.
- Analyze trends for cultural administration, management and communication in the context of cultural institutions.
- Describe the function of the cultural economy along with the methods for cultural promotion in a digital context
- Examine the structure of cultural institutions and the legal context in which they operate
- Develop research skills and critical abilities in order to work as cultural managers, design cultural policies and develop financial plans and communication strategies for the promotion of cultural products and institutions.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education

Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7
- Based on the field of Education: 34 Business Administration

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0314 - Sociology and Cultural Studies

Duration of the programme

The minimum duration of the programme is three (3) years.

Language

The programme is offered in Greek.

ECTS credit points

120

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

Contact***Student Records:***

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Course Structure

1st Year		
DPM50	The Dimensions of Cultural Phenomena	(C ¹ , 24 ECTS)
DPM51	Cultural Policy and Administration	(C, 24 ECTS)
2nd Year		
DPM60	Economics of Culture	(C, 24 ECTS)
DPM61	Cultural Communication	(C, 24 ECTS)
3rd Year		
DPMDE	Postgraduate Diploma Thesis	(C, 24 ECTS)

Note:

C¹: Compulsory

Guidelines for the selection of Modules

Students can choose in the first year either DPM50 or DPM51. However, in order to choose any of the second-year Modules, students must first have successfully completed DPM51.

The presentation of the Postgraduate Diploma Thesis will take place after the successful completion of all four Modules of the programme.

In the Modules declaration process, the previous year's Modules must be exhausted first and then the next year's Modules declaration must begin.

For the acquisition of the MDE, the successful attendance of four Modules as well as the successful completion of the Postgraduate Diploma Thesis is mandatory.

Students' evaluation per Module: click [here](#).

Course Modules

DPM50 The Dimensions of Cultural Phenomena

Module code: DPM50

ECTS Credit Points: 24

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description:

The aim of DPM50 is:

- To introduce the basic concepts of culture, cultural industries and cultural activity in Greece and Europe.
- To explore the ways in which cultural reality and cultural contexts are shaped in the Greek, European and global cultural scene.
- To refer to the structure of culture and the development of cultural institutions.
- To present the institutional framework and the development of cultural phenomena.
- To explore the contribution of cultural contexts to the formation of new development systems for culture.
- To briefly introduce the new development trends and important considerations of establishing culture in the era of digital communication.
- To examine and analyse the development of cultural industries and cultural institutions in the 21st century.

Learning Outcomes: The learning objectives are:

- To understand the basic concepts of culture, cultural industry and cultural activity in Greece and Europe.
- To explore the ways in which cultural reality and cultural contexts are shaped in Greek, European and global cultural affairs.
- To examine the structure of culture, the institutional framework and the development of cultural industries, organisations, institutions, bodies
- To analyse the new trends in the cultural environment and the role of culture in the era of digital communication.

- To develop their research skills and critical thinking.

Subjects covered:

- Cultural Theory
- National and International Cultural Policy
- Contemporary Issues of Culture & Cultural Policy

Prerequisites: There are no prerequisites for this module.

DPM51 Cultural Policy and Administration

Module code: DPM51

ECTS Credit Points: 24

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: The aim of DPM 51 is:

- To introduce the basic concepts of management, strategy, organization and administration of cultural units in the environment of cultural industries.
- To explore the ways in which cultural policy and cultural management contribute significantly to the development of cultural units in the cultural industries landscape.
- To report on the structure of cultural policy and cultural management in cultural units.
- To examine the institutional framework for cultural management and cultural policy of cultural units in the landscape of cultural industries.
- To explore the contribution of managers in the development and formulation of strategies and policies for cultural units.
- To briefly introduce important institutional, regulatory and public interest considerations for the development of cultural policy in the digital age.
- To examine and analyse the development of policies for culture, cultural management and administration of cultural units in the landscape of cultural industries in the 21st century.

Learning Outcomes: The learning objectives are:

- To help students understand the basic concepts of cultural management and administration, cultural policy in the era of digital globalization.
- To explore the ways in which scientific research on cultural policy and management influences the development of systems for the organization, management and promotion of cultural units in the Greek, European and global cultural goods community.
- To examine the systems of organisation and management of cultural units, the institutional framework for the protection of cultural goods (products and services) and the cultural contexts for the development of cultural activities in the information and knowledge society.
- To analyse new trends in cultural policy, management and administration of cultural units, the principles of general (public) interest of goods and the production and management of cultural activities.

- To develop their research skills and critical thinking on cultural policy and management of cultural institutions, institutions and cultural production and management bodies

Subjects covered:

- Cultural Policy and Administration of Cultural Institutions
- Cultural Management and Models of Cultural Activities
- Cultural Policy Strategies and Protection of Cultural Assets

Prerequisites: There are no prerequisites for this module.

DPM60 Economics of Culture

Module code: DPM60

ECTS Credit Points: 24

Module Type: Compulsory

Year: 2nd

Language: Greek

Module general description: The aim of DPM 60 is to:

- To introduce the basic concepts of cultural and economic management of cultural units in the environment of cultural industries.
- To explore the methods and issues of cultural and economic planning and programming.
- To refer to the structure of economic and cultural management of cultural units.
- To examine the institutional framework for the cultural economy and the ways in which cultural units are financed and resourced.
- To explore the contribution of managers to the development and formulation of effective policies for the funding of cultural units.
- To briefly introduce important considerations about the forms of funding for cultural units and cultural marketing in the era of digital communication and knowledge.
- To examine and analyse the development of strategic and innovative models for resource management, cultural value and sponsorship in cultural units.

Learning Outcomes: The learning objectives are:

- To help students understand the cultural and economic context of the development, management and administration of cultural units.
- To explore the ways in which scientific research on the relationship between culture, economy and cultural goods contribute to the development of the cultural market in the era of digital globalisation.
- To examine the systems of economic management of cultural units and the institutional framework for financing cultural goods (e.g. cultural sponsorship, grants, etc.) in Greece and Europe.
- To analyse new trends in cultural economy and cultural investment in the information and knowledge society.
- To develop their research skills and critical thinking on the relationship between culture and economy.

Subjects covered:

- Management of Economics in Cultural Institutions

- Resources of Cultural Institutions
- Methods of financing cultural institutions

Prerequisites: DPM51

DPM61 Cultural Communication

Module code: DPM61

ECTS Credit Points: 24

Module Type: Compulsory

Year: 2nd

Language: Greek

Module general description: The aim of DPM 61 is:

- To understand the role of communication in cultural reflection and practice.
- To understand the multilevel role of communication in cultural activity, with the aim of acquiring knowledge for a critical approach to the practices one is called upon to apply to address problems related to culture.
- To understand the interconnected relationship between culture and communication, through the treatment of the cultural phenomenon as a broad social function, where communication as a decisive lever for the birth, transmission and reproduction of cultural acts appears to occupy an important place in the context of social reality.
- The examination of the mechanisms of communication, theoretical communication models, communication strategies, as well as communication methods.
- The examination of methods and techniques of market research and public opinion polling, an essential tool for designing an appropriate strategy, as well as for understanding the needs of the public and at the same time raising their awareness of cultural practices.
- The understanding of marketing practice in the field of culture and arts, where issues related to research and marketing planning in cultural units, the consideration of cultural goods as a product and the issue of distribution of cultural goods are analysed.

Learning Outcomes: The learning objectives are

- Students will understand the basic concepts of cultural communication and promotion of cultural units in the information and knowledge society.
- To explore the ways in which scientific research on the visibility, promotion and public interests in cultural units contribute to the more effective promotion of cultural organisations.
- Examine the role of cultural communication in cultural organisations in Greece and Europe.
- To analyse the new trends in cultural communication and promotion of cultural units.
- To develop their research skills and critical thinking for the promotion and promotion of cultural units.

Subjects covered:

- Communication principles and methods
- Strategies of Cultural Communication and Promotion
- Promotion of Cultural Organisations

Prerequisites: DPM51

DPMDE Postgraduate Diploma Thesis

Module code: DPMDE

ECTS Credit Points: 24

Module Type: Compulsory

Year: 3rd

Language: Greek

Module general description: The general categories of topics for the MSc are determined by the Director of the MSc after consultation with the Coordinators of the M.Sc. and are posted on the website of the H.O.U., before the beginning of the period for the submission of the relevant statement by the students.

The thematic fields are indicative and are linked to the specialized cognitive areas of the four thematic units of the MSc program. The topics proposed by the students may combine dimensions from two or more of these thematic fields related to the dimensions of cultural phenomena, cultural policy, cultural management and administration, the economy of culture and cultural communication.

Learning Outcomes: The learning objectives are:

- To conduct interdisciplinary research on issues related to cultural theory, cultural policy, management, administration, cultural economy, new technologies, cultural communication and digital transformation in cultural units and cultural and creative industries in general.
- To search, collect, verify, process critically-synthetically and effectively present information in the fields of culture and creativity and especially in cultural units.
- To examine issues related to the management of cultural units and the development of cultural activities.
- To analyze new trends in the management of cultural units and in general in the cultural and creative industries.
- To develop their research skills and critical thinking on issues related to cultural management, administration, economy and communication as well as the economic development and cultural policy of cultural activities and cultural and creative industries in general.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Diploma Thesis takes place after the successful completion of the program's Course Modules.

Strategic Management of Tourism Businesses and Destinations

Description

The postgraduate programme in Strategic Management of Tourism Businesses and Destinations aims to provide the necessary sectoral knowledge for a managerial career in the tourism industry. The programme organises and offers educational content in a way that

allows students to develop both theoretical knowledge and practical skills required to succeed in management positions in the tourism industry. At the same time, it advances the development of analytical skills and personal traits required to address and resolve problems faced by tourism businesses and organisations. The programme focuses on the interdisciplinary elements of tourism management, which explain its nature and development at micro- and macroeconomic levels. This approach reinforces the in-depth understanding and the ability to synthesise the political, economic, social and technological factors related to contemporary tourism management.

Learning Outcomes

Within this overall aim, the course strives to enable students to:

- Cultivate an ability to synthesize the inter-disciplinary aspects of tourism management that explain its nature and development.
- Demonstrate theoretical knowledge and have practical skills that are required for management positions in the tourism industry.
- Develop analytical academic abilities and personal characteristics required to solve tourism management problems.
- Critically assess the many aspects that comprise the tourism industry.
- Develop a thorough understanding of the political, social, economic and technological influences which relate to the management of tourism firms and organizations.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek. English competency is necessary for attending the programme. The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the

portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7
- Based on the field of Education: 81 Personal Services

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0311 - 1015 Travel, Tourism and Leisure

Type of Postgraduate Program

Master of Science (M.Sc.)

Duration of the programme

The minimum duration of the programme is two (2) years.

Language

The programme is offered in Greek.

ECTS credit points

120

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

Contact

Student Records:

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General Information for candidates:

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Course Structure

The MSc “Strategic Management of Tourism Businesses and Destinations” is structured in two (2) academic years, which include five (5) Modules and a Postgraduate Dissertation. The minimum duration for the completion of the programme is two (2) years. In order to obtain the M.Sc. degree, the successful completion of four Modules is mandatory, as well as the

successful completion of the Postgraduate Dissertation. The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 120 ECTS.

1st Year

DTE50	Principles, Business, and Law in Tourism	(C ¹ , 20 ECTS)
DTE60	Strategic Management in Tourism and Hospitality	(C, 20 ECTS)
DTE61	Marketing of Tourism Services and Destinations	(C, 20 ECTS)

2nd Year

DTE51	Sustainable Tourism Development: Economy, Society, Environment	(C, 20 ECTS)
DTE62	Public Administration and Policy in Tourism	(C, 20 ECTS)

DTEDE	Postgraduate Dissertation	(C, 40 ECTS)
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Note:

C¹: Compulsory

Guidelines for the selection of Modules

In the first year of study you can choose up to three (3) Modules: DTE50, DTE60 and DTE61. If you do not have the required time, you must select in this order the DTE50 or the DTE50 and DTE60 Modules. In the second year, you may choose the Postgraduate Dissertation in parallel with the last Module (DTE51 or DTE62), provided that you have successfully completed the three Modules (DTE50, DTE60 and DTE61). The presentation and examination of the Postgraduate Dissertation will only take place after the successful completion of four (4) Modules of the Programme. In the process of declaring a Module, the previous year's Module must be exhausted first and then the next year's Modules must be declared. In order to complete the programme in two academic years, you must successfully complete three Modules in the first year of study and one Module in the second year in parallel with the Postgraduate Dissertation, according to the above guidelines.

Students' evaluation per Module: click [here](#).

Course Modules

DTE50 Principles, Business, and Law in Tourism

Module code: DTE50

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module Content:

Tourism is a significant social and economic activity, a business sector, an industry, and a source of environmental and social change. It consists of various sectors, each of which presents diversity and can be analysed from different perspectives: economic-managerial, socio-cultural, environmental, and political-legal. Additionally, tourism is a geographically

complex activity, driven by diverse areas of tourist origin and destinations, which are interconnected through transport networks and distribution channels.

In this context, the aim of this Module is to provide a systematic and conceptual foundation for investigating and understanding the complexity of tourism by analysing the various elements and activities that make up the tourism system. Furthermore, the module examines the managerial and legal dimensions of tourism, offering knowledge on the basic principles and concepts of management and their application in the tourism sector, as well as key issues of tourism legislation in Greece.

Learning Outcomes:

On successful completion of this Module, students will be able to:

- describe the conceptual framework of tourism and analyse its components
- explain the nature of tourism by adopting a systemic approach
- synthesise knowledge about the different elements of the tourism phenomenon
- analyse the nature and roles of different business activities within the wider tourism sector
- identify major issues currently affecting tourism that will influence its future development
- recognise the role of management science in modern tourism organisations
- explain the basic principles and concepts of management and apply them to tourism
- identify legal issues in complex problems of the tourism industry and apply their knowledge to address these issues

Subjects covered:

- General principles of management
- Business of Tourism
- Tourism Legislation

Prerequisites: There are no prerequisites for this module.

DTE51 Tourism Sector

Module code: DTE51

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module Content:

This Module aims to equip students with knowledge that will allow them to develop an in-depth understanding of the tourism sector, adopting an interdisciplinary approach which examines economic, social and developmental dimensions of the tourism phenomenon. In this context, it examines a range of theoretical and practical issues that relate to the understanding, analysis and measurement of the economic dimension of tourism, from microeconomic and macroeconomic perspectives. Moreover, emphasis is placed on the documentation and systematic analysis of instrumental issues pertaining to the sociology of tourism, such as the social and organisational changes brought about by tourism, its impacts on host communities, professional and social mobility and the development of special-interest and alternative forms of tourism. These issues are directly linked to the developmental

dimension of tourism, which is explored through the study of the characteristics, stages and standards of tourism development as well as of the parameters and factors that shape them.

Learning Outcomes:

On successful completion of this Module, students will be able to:

- explain the conceptual content of tourism economics and acknowledge its importance.
- examine conceptual and practical issues relating to the understanding, analysis and measurement of the microeconomic and macroeconomic dimensions of tourism.
- apply methodological and technical approaches to solve tourism economic problems.
- describe the contemporary evolution of tourism and analyse the factors that contributed to its development.
- explain fundamental social issues arising in the tourism sector.
- acknowledge, understand and analyse the social, economic, cultural and environmental impacts of tourism.
- analyse the characteristics, stages and standards of tourism development as well as the factors that shape them.
- acknowledge the factors that have shaped the development of special-interest and alternative tourism and discern their different forms and special characteristics.
- apply interdisciplinary perspectives and approaches to the examination of tourism as an economic and social phenomenon.

Subjects covered:

- Tourism Economics
- Development and Environment
- Sociology and Policy of Tourism Development

Prerequisites: There are no prerequisites for this module.

DTE60 Tourism and Tourism Business Administration

Module code: DTE60

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st & 2nd

Language: Greek

Module Content:

During the 20th century, tourism has developed into one of the most important activities and industries globally. As a phenomenon and economic sector, tourism is affected by external forces, which have a strong effect on the nature of its development and the capacity of tourism organisations and destinations to operate successfully. In this context, this Module aims to provide students with the knowledge necessary to comprehend the environment of the tourism industry and offer insights into the ways tourism businesses and destinations, operating within this environment, are managed. Emphasis is placed on the strategic dimension of the management of tourism organisations as well as on the basic functions of destination management. Issues and trends of destinations' tourism development, with an emphasis on the management of special-interest and alternative forms of tourism, are also

examined, with a view to highlight the essential role of management in obtaining a sustainable competitive advantage.

Learning Outcomes:

On successful completion of this Module, students will be able to:

- describe and apply basic principles, concepts and theories of tourism and destination management.
- demonstrate and apply the critical knowledge and skills required to perform management activities in the fast-changing tourism industry.
- explicate the relations between changes in the tourism environment, tourism development and tourism and destination management.
- manage special-interest and alternative tourism products and relevant issues, at the business and destination level.
- demonstrate a critical understanding of existing and potential future environments within which tourism organisations and destinations operate and develop competitive responses.
- research, analyse, evaluate and respond to tactical and strategic issues of concern to tourism organisations and destinations in the global tourism industry.
- adopt an analytical and creative approach to solving problems of a managerial nature.
- conduct individual and original work, which concerns issues of contemporary tourism management practice.

Subjects covered:

- Principles and Operations of Tourism Management
- Organisation and Management of Tourism Businesses
- Management of Special-Interest and Alternative Forms of Tourism and Leisure

Prerequisites: There are no prerequisites for this module.

DTE61 Marketing of Tourism Bodies, Organisations and Businesses

Module code: DTE61

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st & 2nd

Language: Greek

Module Content:

Tourism marketing is a strategic priority for securing the viability and improving the competitiveness of tourism and hospitality organisations, bodies and destinations. On the basis of contemporary tourism marketing theory and practice, this Module examines a range of approaches and challenges that tourism organisations and destinations follow and face in order to attract customers in a highly competitive environment. Special emphasis is placed on the development of the marketing mix and marketing strategy, with a focus on the creation of value.

The Module also examines emerging trends that change the way we look at tourism marketing, such as new technological developments and innovations, changing distribution channels, corporate social responsibility and the increasing globalisation of tourism. All these issues are explored in the practical context of a series of contemporary case studies.

Learning Outcomes:

On successful completion of this Module, students will be able to:

- explain and critically analyse the basic principles and concepts of tourism marketing.
- acknowledge and explicate the specificities of marketing practice in different sectors of the tourism industry and at different levels (business, regional, national, international).
- acknowledge the role of consumer behaviour in tourism and identify its relations with the tourism marketing environment.
- analyse and implement the processes involved in developing an integrated tourism marketing plan.
- plan and execute tourism marketing strategies focusing on the creation of value
- have a critical understanding of contemporary issues, trends and developments in tourism marketing.
- explore the role of new technologies and social media in managing tourism marketing activities.
- develop small-scale marketing research projects in real-life situations.

Subjects covered:

- Tourism Marketing
- Tourism Promotion and Communication
- Marketing of Tourism Businesses

Prerequisites: There are no prerequisites for this module.

DTEDE Postgraduate Dissertation

Module code: DTEDE

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Language: Greek

Module Content: The Dissertation provides students with the opportunity to carry out individual research, into a chosen topic of study arising from the course programme. The Dissertation is a major aspect of the programme as it challenges students to fully demonstrate an individual understanding both of the depth and breadth of the taught subject areas as well as of research practice/methodology. Carrying out the Dissertation generally involves reviewing the literature in the chosen topic area, formulating viable research questions and/or objectives, developing and implementing an appropriate research methodology, analysing primary or secondary data and presenting research findings into a final submission. Students are expected to deal with the many procedural and analytical decisions that arise in independent research themselves, with guidance from academic supervisors.

Learning Outcomes:

On successful completion of this module, students will be able to:

- design and implement a research study of sufficient scope and complexity to satisfy the requirements for a dissertation

- demonstrate an ability to engage in scholarly analysis and synthesis and in independent, critical examination and assessment of new and complex tourism phenomena, issues, and situations
- assess strengths and weaknesses of various methodological approaches relevant to a research topic
- locate, appraise and/or generate information/data relevant to a research topic
- use appropriate technology to retrieve, analyse, and present information
- select, justify and apply an appropriate methodological approach to a research topic
- analyse and organise complex evidence/data using appropriate data analysis methods to reveal patterns/themes
- describe the limitations of their own work, the complexity of knowledge, and of the potential contributions of other interpretations, methods, and disciplines
- describe foundational works/publications and significant advancements in their chosen research area
- demonstrate an ability to present and discuss research and research results, orally and in writing.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master’s Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Dissertation takes place after the successful completion of the program's Course Modules.

Banking, Finance and Financial Technology (FinTech)

Objective

The main goal of the postgraduate program in Banking, Finance and Financial Technology (FinTech) is the creation of specialized banking and financial executives who will pose modern techniques and skills for making and implementing efficient decisions in a contemporary, globalized and intensively competitive economic environment. This postgraduate program pays particular attention to international developments in the labor market. It promotes critical thinking, team-work cooperation and creative and initiative activity to dealing with corporate problems and banking issues in Greece and abroad. This program develops, organizes, and offers the knowledge needed in a specific manner that makes it unified, understandable, attractive, and applicable. Furthermore, it offers students new possibilities of thinking, judging, acting, understanding, and dealing with banking and financial issues. This innovative approach promotes students’ familiarity with new financial technologies, highlights the importance of interconnection of subjects and strengthens the global analysis of key issues for the most effective financial skills acquisition.

Learning Outcomes

Upon completion of the MSc in Banking, Finance and Financial Technology (FinTech) program, students will be able to:

- Evaluate different investment projects under certainty and risk.
- Estimate the expected cash flows of an investment project and calculate the firm's cost of capital.
- Compute the intrinsic (fair) value of various assets and evaluate a portfolio performance.
- Understand the various management strategies of bond and stock portfolios.
- Understand accounting statements as information tools for the financial situation of companies.
- Link the assets of a company with the sources of raising funds to acquire these assets, as recorded in its balance sheet.
- Come to conclusions about the credit risk and creditworthiness that characterizes a business, following specific steps of financial statement analysis.
- Understand the process of preparing financial statements and the way the accounting information is extracted.
- Understand bank regulation and supervision.
- Describe the main functions of a central bank.
- Describe the primary services offered by banks.
- Define the most common risks in banking (interest rate risk, credit risk, liquidity risk, foreign exchange risk, country risk, market risk, off-balance sheet risk, operational risk).
- Identify the main risk management techniques.
- Provide alternative communication channels and personalized services.
- Identify alternative forms of financing and credit control.
- Develop alternative forms of investing to extend their base clientele.
- Develop new forms of electronic payments.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be

included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Characterization of the Postgraduate Program

Master of Science (MSc)

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7
- Based on the field of Education: 34 Business Administration

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0412 - Finance, banking and insurance

Duration of the programme

The minimum duration of the programme is two (2) years.

Language

The programme is offered in Greek.

ECTS credit points

120

Learning Material

Learning material used is mainly printed textbooks but also audiovisual and electronic learning material. The printed material is especially adapted to meet the needs and standards of distance education.

Chapters clearly state aims and objectives. Key concepts and expected learning outcomes. Self-assessment questions and exercise.

Alternative teaching material. To assist the students to a better understanding of the main teaching material. It utilizes, clarifies and enriches, if necessary, the already existing material.

Contact

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Course Structure

1st Year		
TRAX50	Investment Financing	(C ¹ , 20 ECTS)
TRAX51	Accounting Information	(C, 20 ECTS)
TRAX60	Banking	(C, 20 ECTS)
2nd Year		
TRAX61	Financial Technology (FinTech)	(C, 20 ECTS)
TPAXDE	Postgraduate Dissertation	(C, 40 ECTS)

Note:

C¹: Compulsory

Guidelines on Module selection

During the first year of study, students can select three modules: TRAX50, TRAX51 and TRAX60. If they don't have the time needed, students must first select module TRAX50 or both modules TRAX50 and TRAX51.

Students in the second year who select only one module must select TPAX61, while students who possess the available time may select both TPAX61 and elect to prepare their Postgraduate Dissertation.

It should be specified that, in order to complete the program in two academic years, the student must successfully complete three modules during their first year of study (in accordance with the above instructions) and in the second year complete the last module and the Postgraduate Dissertation. Only upon the completion of all four course modules of the programme do students have the right to defend a Postgraduate Dissertation.

To obtain a Master's degree, students must successfully complete four course modules and successfully defend a postgraduate dissertation.

Students' evaluation per Module: click [here](#).

Course Modules

TRAX50 Investment Financing

Module code: TRAX50

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: The purpose of this module is to help the student understand how basic concepts and techniques of corporate finance, investment evaluation and asset composition and management are applied in the management of banks, companies, and organizations.

Learning Outcomes: Upon completion of this module, students will be able to:

- Evaluate different investment projects under certainty and risk.
- Estimate the expected cash flows of an investment project and calculate the firm's cost of capital.

- Use, interpret and evaluate the most important methods that are used in capital budgeting analysis.
- Examine a firm's capital structure, and assess whether it affects investors' preferences and consequently the stock price of the firm.
- Explain a firm's dividend policy and determine whether it has an impact upon investors' preferences and consequently, the stock price of the firm.
- Identify the different leasing and factoring alternatives and describe the features, advantages and disadvantages of each.
- Compute the intrinsic (fair) value of various assets.
- Understand the various management strategies of bond portfolios.
- Understand the various management strategies of stock portfolios.
- Evaluate portfolio performance.

Subjects covered:

- Corporate Finance
- Investment Analysis
- Asset Composition and Management

Prerequisites: There are no prerequisites for this module.

TRAX51 Accounting Information

Module code: TRAX51

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: This module aims to help the student comprehend the importance of accounting information within the Banking sector. Furthermore, it offers the necessary knowledge to those who work or are going to work in accounting and financial services of banks, companies and organizations to successfully perform their task.

Learning Outcomes: Upon completion of this module, students will be able to:

- Understand accounting statements as information tools for the financial situation of companies.
- Link the assets of a company with the sources of raising funds to acquire these assets, as recorded in its balance sheet.
- Link an organization's income and expenses to trying to understand how it operates and generates wealth.
- Understand the procedures followed by the accounting of a company (accounting circuit) in terms of how to provide information.
- Understand how cash flow types are distinguished and how they affect the viability of a business.
- Use accounting analysis tools to analyze the activity and profitability of companies.
- Focus on the liquidity of a business as a tool to analyze its viability.
- Come to conclusions about the credit risk and creditworthiness that characterizes a business, following specific analysis steps.

- Understand accounting valuation issues in practice, based on current legislation, and to the extent that starts with all the accounting statements and how they are prepared, and goes as far as linking them to all accounting information issues, groups of accounts and the various documents.
- Focus on specific accounting issues, which are often encountered in the transactions of a bank or a financial institution with companies and investors.

Subjects covered:

- Financial Statement Reporting and Analysis
- Financial Accounting
- Advanced Financial Accounting

Prerequisites: There are no prerequisites for this module.

TRAX60 Banking

Module code: TRAX60

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module general description: The purpose of this module is to introduce the student to the financial operation of banks and forms of bank financing, as well as to the risk management faced by financial institutions, with particular emphasis on modern methods of risk evaluation and predicting product volatility.

Learning Outcomes: Upon completion of this module, students will be able to:

- Understand the crucial role of central banks in the financial sector
- Describe the main functions of the central bank
- Describe the main services offered by banks
- Understand bank regulation and supervision
- Understand the theory of central banking
- Identify the main causes of banking crises
- Understand the importance of banks' financial statements
- Identify the main assets and liabilities of commercial and investment banks
- Understand the most commonly used bank financial ratios
- Understand the basics of asset–liability management
- Define the most common risks in banking (interest rate risk, credit risk, liquidity risk, foreign exchange risk, country risk, market risk, off-balance sheet risk, operational risk)
- Define risk measurement and risk management
- Understand the importance of risk management
- Identify the main risk management techniques
- Understand the main structural features of the European banking market
- Define bank mergers and distinguish between different types of M&As

Subjects covered:

- Regulatory Banking Environment
- Bank Management

- Bank Risk Management

Prerequisites: There are no prerequisites for this module.

TRAX61 Financial Technology (FinTech)

Module Code: TRAX61

ECTS Credit Points: 20

Module Type: Compulsory

Year: 2nd

Language: Greek

Module general description: This module aims to help the student understand the use of technology-enabled innovation in financial services that could result in new business models, applications, processes or products with an associated material effect on the provision of financial services.

Learning Outcomes: Upon completion of this module, students will be able to:

- Understand the automated control of financial transactions and the consequent improvement in risk management.
- Improve communication with their customers.
- Provide alternative communication channels and personalized services.
- Identify alternative forms of financing and credit control.
- Develop alternative forms of investing to extend their base clientele.
- Improve transaction security through better risk management.
- Develop new forms of electronic payments.

Subjects covered:

- Entrepreneurship and Innovation
- Blockchain and cryptocurrency
- Harnessing data with Artificial Intelligence and Machine Learning
- Peer-to-peer lending, crowdfunding and modern investing

Prerequisites: There are no prerequisites for this module.

TPAXDE Postgraduate Dissertation

Module Code: TRAXDE

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Language: Greek

Learning Outcomes: The Dissertation is meant to combine and utilize the knowledge students have acquired over the course of their studies.

Course Content: The Postgraduate Dissertation is based on a proposal submitted by the students which is approved by the Programme Director. The research for the elaboration of the dissertation must have certain basic characteristics and must fulfil a number of prerequisites. A dissertation should have scientific originality and/or contributing new knowledge to the topic examined. The dissertation content must create the ability to positively affect future research within that particular research area and may enrich the knowledge of the author to enable the attainment of professional goals. A dissertation topic

usually combines four interacting factors, namely the research area, the business sector in which the dissertation is positioned, the dissertation classification and the most common methodology/tools employed. The **research area** can be: Corporate Finance, International Finance, Accounting, Investment Analysis/Portfolio Management, Bank Management, Financial Technology, etc. The dissertation may fall to one of the following **classification categories**: Business data analysis, Case Study, Comparative study, Literature based survey, Quantitative application/ study, Sectoral study or Theoretical framework development. The Dissertation may refer to a specific **business sector**. The **methodology** can be: Literature review/scholarship, Primary research or Secondary Research. The **methodological tools** that are utilized for the completion of the dissertation are: Comparative analysis, Critical review of the literature, Descriptive statistics, Econometric analysis, Inferential statistics, Operational Research/Management Science (OR/MS) or Time series analysis. A typical **Dissertation structure** includes an introductory chapter, a chapter of literature review and international experience, a methodological part and a conclusive chapter.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Dissertation takes place after the successful completion of the program's Course Modules.

Law of the Economy and of the Enterprises (Joint Degree)

Joint Degree with the University of Nicosia

Type of Postgraduate Programme

Law of the Economy and Enterprises, LLM

ECTS of M.Sc.

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this M.Sc. is 120 ECTS.

Duration of Study

The minimum time required for the completion of the M.Sc. is two (2) years.

Language of the M.Sc.

The official language of the M.Sc. is Greek. This means that the language in which all materials content and written assignments is Greek.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Admission Requirements

The following applicants can be accepted:

- a) One hundred and seventy-five (175) places are filled by graduates of Law Schools of Universities of Greece or Cyprus or similar institutions of other countries.
- b) One hundred and ten (110) places are filled by graduates of the Departments of Political Science, International and European Studies, Economics, Business Administration, Accounting and Finance, Public Administration and Administrative Science, from universities or TEI of Greece or Cyprus or similar institutions of other countries, as well as graduates of other Departments within the above fields of study.
- c) Fifteen (15) places are filled by graduates of other schools in Greece or Cyprus or similar institutions in other countries who do not meet the above academic admission criteria, and who will provide documents with professional experience in the subject matter of the MSc. These candidates will be admitted by decision of the Program Coordinating Committee and after successfully completing a foundation course before the beginning of the academic year. In order to attend this course, candidates, in addition to the language of instruction, must have English language competency at least B2 level which can be proved either by submitting the relevant certificate or a self-declaration.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

It is clarified that holders of a first degree of Higher Education are accepted in the Postgraduate Program.

Contact

Student Records:

Tel.: 003035722841974 - e-mail: doe@unic.ac.cy & doe@eap.gr

Course Structure:

1st Academic year

DOE51	Public Economic Law	(C ¹ , 20 ECTS)
DOE52	Business Law	(C, 20 ECTS)
DOE53	Law of Public Procurement, Energy and Environment	(C, 20 ECTS)

2nd Academic year

DOE54	Law of Electronic Commerce and Trading	(C, 20 ECTS)
DOEDE	Thesis	(C, 40 ECTS)

Note:

C¹: Compulsory

Modules' Content

DOE51 Public Economic Law

Module code: DOE51

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module Content: The Public Economic Law Unit consists of the following sub-units:

Economic freedoms and protection of fundamental rights: The course aims to analyse economic freedoms and in particular the freedom to develop private economic initiatives and the right of property within the framework of the ECHR, constitution and the Charter of Fundamental Rights, with emphasis to their balancing with other collective values and fundamental rights.

State and market - The models of economic governance: The course's objective is the study of the systems of public regulation of the economy in their development within the liberal state, the social state and the regulatory state. Within this framework emphasis will be given to the transformations of the economic Constitution, the role of the independent administrative authorities in the field of economy, and the legislative framework of privatizations and the liberalization of the markets.

Globalization, internationalization of the economy and financial crisis – the institutional consequences: The objective of the course is to assess the impact of globalization and internationalization of the economy in the political and constitutional systems of the states, especially within the context of the global financial crisis that began in the USA in 2007 and expanded in Europe. Emphasis will be given to the new economic governance of the Eurozone after the crisis and its impact on the national legal orders of the member states.

Learning Outcomes: Upon completion of the course, students will be expected to be able to:

- Comprehend the fundamental role of public law in safeguarding and promoting rule of law
- Appreciate the fundamental principles on which economic liberty is based
- Understand the competences of the EU in the complex area of public finance law

- Be in a position to assess the power of the ECHR to intervene and control the restrictions to the right to property
- Explain the different forms of act of the public administration
- Recommend realistic and novel proposals for the improvement of public finance.

Subjects covered:

- Economic freedoms and protection of fundamental rights
- State and market. Models of economic governance
- Globalisation, internationalization of the economy and financial crisis. Institutional consequences

Teaching Method: Distance education with five Contact Sessions held at weekends during the academic year.

Prerequisites: There are no prerequisites for this module.

DOE52 Business Law

Module code: DOE52

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module Content: This course includes three sub-units, competition law, consumer law and law of intellectual property.

- Competition as strategic aim of EU (meaning and benefits from free competition)
- Theoretical background: Harvard and Chicago Schools and Ordoliberalism
- The modernization of EU Competition Law
- Anti-trust rules – Illegal Agreements between businesses
- Anti-trust rules – Abuse of Dominant Position in market
- Procedural Regulation 1/2003 and EU Competition Law Modernization
- Prohibition and Exemptions in State Aid provision
- Distinction between copyright and industrial law
- The influence of international conventions and EU law to national law of intellectual property. Intellectual property rights in the information society
- Right to assign
- Duration of protection
- Satellite and cable television
- Computer programs and databases
- Collective administration
- Consumer contracts
- Credit agreements
- Unfair terms and unfair commercial practices.

Learning Outcomes: After completion of the course students are expected to be able to:

- Develop a methodical way of approaching Competition Law, which combine harmonically the three aspects “Identify – Analyse – Apply” the Law

- Critically assess the law of intellectual property and appreciate its notions that benefit culture, economy and society, and which of its notions are likely to create conflicts
- Advance knowledge of consumer law and the regulation adopted at EU level with the objective of consumer protection
- Develop a correctly structured research orientation with regard to research and critical evaluation of case studies, legislation and bibliography
- Work not only individually but also in group level and express and especially argue within a constructive (academic) dialogue frame
- Develop all the necessary skills in order to present correctly structured legal arguments, and at the same time refer in relevant case studies and theoretical approaches
- Develop all the necessary skills in order to locate and evaluate the developments in legislation and case law over the multiple aspects of business Law and be in position to form suggestions for improvement of consumer's protection.

Subjects covered:

- Competition Law
- Consumer Protection Law
- Intellectual Property Law

Teaching Method: Distance education with five Contact Sessions held at weekends during the academic year.

Prerequisites: There are no prerequisites for this module.

DOE53 Law of Public Procurement, Energy and Environment

Module code: DOE53

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Module Content:

- General principles of EU law on public procurement
- Directives 2014/24/EU, 2014/25/EU and 2014/23/EU. The EU Law framework on Public Procurement
- Contracting Authorities and Contracting Entities – Public work contracts, Public service contracts, Public supply contracts. Concessions contracts
- Public procurement procedures – Tender documents and technical dialogue – Interpretation and Procedural requirements
- Criteria for qualitative selection and Award criteria
- Judicial Review. Case law and applications
- Public procurement, transparency and corruption
- National and international tendencies on the energy field (collapsing of energy reserves – energy mix in the EU member states and dependency on third countries)
- Institutional actors in international energy and environmental law

- The individual right to the environment and the obligation of the state to undertake environmental protection measures
- International regulation of energy activities
- EU legislation relating to Environment and control mechanisms on a national level – Judicial protection on environmental issues
- Mechanisms of dispute settlements at the international and regional level
- The European and National legal framework relating to the promotion of recyclable sources of energy
- EU energy policy, before and after the Lisbon Treaty (From the Campus Oil Case to the art. 194 of the TFEU)
- Guaranteeing energy supplies of the EU member states through the internal networking of the energy networks
- The gradual emancipation of the electricity and natural gas market (The Third Energy Package, Directives 2009/72/EC and 2009/73/EC)
- National energy regulators: Aims, efficiency and competence
- Energy and environmental dimensions of security
- Competition Law and Public Procurement Law application issues on the energy field.

Learning Outcomes: After completion of the course students are expected to be able to:

- Have developed an accurate and structured way of approaching Public Procurement Law, on both National and European level
- Have formed a well-structured research orientation, concerning legislation and case law search, on the field of Public Procurement Law
- Have acquired the ability to evaluate the Community framework regarding Public Procurement Law and estimate the way Public Procurement Law is implemented into practice
- Have sharpened the skills required to combine theoretically informed legal argumentation to case law and legislation referencing
- Have developed an accurate and structured way of approaching EU law, which combine harmonically the three aspects “Identify – Analyse – Apply” the Law
- Be able to work on both individual and team-modelled level and argue on an academic-standard basis
- Be able to detect fallacies and gaps in given legal arguments
- Be able to expand upon profound issues of European Law and provide legal opinions on the relevant field
- Explain the nature of energy and environmental law
- Understand the advanced concepts of energy law and regulations.

Subjects covered:

- Public Procurement and Public Works
- Energy Law
- Environmental Law

Teaching Method: Distance education with five Contact Sessions held at weekends during the academic year.

Prerequisites: There are no prerequisites for this module.

DOE54 Law of Electronic Commerce and Trading

Module code: DOE54

ECTS Credit Points: 20

Module Type: Compulsory

Year: 2nd

Language: Greek

Module Content:

- The “economical analysis of law” and the relationship between law and economy
- Financial system operations (direct/indirect financing, financial intermediation) – Branches and sources of International and European Finance and Credit Law
- The concept and content of regulatory intervention on the financial system
- Guaranteeing financial stability and means of execution
- Interdependency between credit institutions, the bank panic theory and the shift of problems between banks
- Role, competence and responsibilities of the supervisory instruments of financial system Intervention policy, consolidation, reconstruction, liquidation of distressed banks. Legal framework relating to state aids in distressed banks
- Financial crime and the protection of financial system consumers
- Current evolutions on International and European Finance and Credit Law and the perspectives of success regarding supranational supervisory authorities of the European financial system.
- European Loan Securities
- Code of Banking Conduct
- Banks’ Emergency liquidity Assistance
- Private international law issues
- E-commerce

Learning Outcomes: The learning regard knowledge, skills and attitudes. At the end of the course the students will be able to:

- Covered a broad spectrum of the different aspects of Finance & Credit Law and will develop a correct and methodical way of researching the European sources of this area of the law
- Developed a well-structured research orientation concerning the study of primary and secondary resources of this area of the law
- Worked on an individual and collective basis, and developed their personal opinion as to the effectiveness of the developing mechanism for supervision of E.U. financial institutions Developed the necessary skills for evaluating arguments and proposals concerning this area of the law
- Become acquainted with the need for providing direct, specialized and well-substantiated legal opinions in a number of problems of Finance & Credit Law
- Developed a composite and interdisciplinary method of approaching the various problems of Finance & Credit Law

- Appreciate the peculiarities and challenges of international trade law and electronic commerce.

Subjects covered:

- Law of Electronic Commerce
- Credit Finance Law
- Law of International Trade

Teaching Method: Distance education with five Contact Sessions held at weekends during the academic year.

Prerequisites: There are no prerequisites for this module.

DOEDE Thesis

Module code: DOEDE

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Language: Greek

Module Content:

- Writing and submission of a comprehensive research proposal
- Approval of the research proposal
- Contacting Research and Writing the thesis
- Supervision and guidance
- Feedback
- Presentation and thesis defense.

Learning Outcomes: After completion of the course, students are expected to be able to:

- Produce high quality research
- Apply various theoretical and methodological models and techniques
- Investigate real problems in the public sector
- Produce scientific results that can be published
- Submit and support research results and/or policy proposals
- Present high-level work to scientific and professional committees
- Perceive adequately the research and production process at a very high academic level
- Seek higher education at doctoral level.

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Prerequisites: The presentation of the Postgraduate Dissertation takes place after the successful completion of the program's Course Modules.

Joint Degree with the University of Nicosia

Objective

The aim of the program is to develop the culture and skills needed, so that its graduates become leading executives in the financial sector. This is achieved by offering a very wide-ranging theoretical and practical "arsenal" of banking, accounting and financial literacy, as well as the development of strategic thinking and critical spirit skills. The achievement of the intended objective will result in a new generation of managers being created, capable of analysing corporate challenges and opportunities and at the same time shaping and implementing innovative and effective business policies and strategies in an ever-changing environment.

This curriculum follows the methodology of distance learning and is designed for managers, who aspire to acquire all the required banking, accounting and financial knowledge and skills; for future professional development and success. The participants in this programme will be executives, who seek to accelerate the evolution of their current job, executives looking to change jobs or business in which they are employed and people who wish to acquire the appropriate financial tools to implement their business plans.

Learning Outcomes

Upon completion of the Master's degree in Banking, Accounting and Finance, the students are expected to:

- Understand the role of managing human resources in the banking institutions.
- Know the role and purpose of the financial system, and in particular banks in the economy.
- Understand the key risks of financial institutions and how they are managed.
- Understand the importance of the banking regulatory framework.
- Assess a company's investment plans both in terms of certainty and uncertainty,
- Calculate the cost and risk of an investment and its net cash flow
- Understand and calculate a business's optimal investment point.
- Understand the link between risk and yield, and value bonds and shares, as well as the use of derivatives to hedge. Also, assess the average capital cost of a business and analyse the advantages and disadvantages of the capital structure of enterprises.
- Understand the importance of a business's cash flow, the goal of maximizing the value of the business and the problems of representation.
- Understand the profit distribution policies, as well as their connection to the life cycle of the business, as well as to understand the rules governing short-term financing and management of the capital of a business.
- Understand the basic principles and role of financial accounting in entities.
- Evaluate the financial statements of economic entities and analyse the advantages and disadvantages of each entity.

- Understand the accounting function of economic entities with regard to the assets, stocks, claims, liabilities and accounts of the entity.
- Understand the importance of an entity's financial analysis methods.
- Apply the basic accounting practices for Homorhythms, Heterogeneous and Public Limited Companies as well as to evaluate and apply basic IAS (International Accounting Standards).
- Critically assess the importance and role of Management and Financial Accounting.

Type of Postgraduate Programme

Master of Arts, M.A.

ECTS of MA

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this MA is 120 ECTS.

Duration of Study

The minimum time required for the completion of the MA is two (2) years.

Language of the MA

The official language of the MA is Greek. This means that the language in which all materials content and written assignments is Greek.

Classification according to ISCED-2011 of UNESCO:

- Based on the field of Education: 34 Business Administration
- Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

- Based on the field of Education: 0412 – Finance, banking and insurance

Admission Requirements

Applicants to the Master “Banking, Accounting and Finance” Joint Degree with the University of Nicosia course must possess an undergraduate degree from Greek Public Universities and Technological Educational Institutes of Greece or Cyprus or an equivalent degree from educational Institutes of other countries. In order to attend this course, candidates, in addition to the language of instruction, must have English language competency at least B2 level which can be proved either by submitting the relevant certificate or a self-declaration.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

It is clarified that holders of a first degree of Higher Education are accepted in the Postgraduate Program.

Contact

Student Records:

Tel.: 2610 367315 & - 0035722841974 e-mail: tlx@eap.gr & mbaf@unic.ac.cy

General Information for candidates:

Tel.: 2610 367805 - 2610 367806 - 2610 367807 - e-mail: info@eap.gr

Students' evaluation per Module: click [here](#).

Course Structure:

1st Academic year		
TLX51B	Banking Management	(C ¹ , 20 ECTS)
TLX52B	Finance	(C, 20 ECTS)
TLX53	Accounting I	(C, 20 ECTS)
2nd Academic year		
TLX54	Accounting II	(C, 20 ECTS)
TLXDE	Postgraduate Dissertation	(C, 40 ECTS)

Note:

C¹: Compulsory

Guidelines on Module selection

Students may select from one to three Modules per academic year.

Students must select Modules in the following order: TLX51B, TLX53, TLX52B, TLX54, and lastly their Postgraduate Dissertation.

Students in the first academic term who select only one Module must select TLX51B, students who select two must select TLX51B and TLX53, and students who select three may also select TLX52B.

Students in the second academic term may select TLX54 concurrently with the preparation of their Postgraduate Dissertation. Students may only present and defend their Postgraduate Dissertation after successfully completing all the Modules of the Programme.

When selecting Modules, students must first pass all the available Modules that belong to the previous term and then select Modules belonging to the next term.

To obtain the postgraduate specialization diploma, students must successfully attend and pass the four Modules and prepare, present, and defend their Postgraduate Dissertation.

Note that, in order to complete the Programme in two academic years, students must successfully complete three Modules in first year and the final Module in second year, concurrently with the preparation of their Postgraduate Dissertation.

Modules' Content

TLX51B Banking Management

Module code: TLX51B

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Course Description: In the Thematic Area TLX51B, you will understand the concepts, content, and contemporary developments in Human Resource Management. Human capital, or otherwise human resources, is perhaps the most valuable asset of a company or an organization, as it is the factor that helps a business stand out. Additionally, you will explore the theory and practices of organizing and effectively managing banking institutions. Finally, you will study banking development strategies, including the analysis of banks' financial statements, asset/liability management, credit policy of financial institutions, liquidity management, and international banking.

Learning outcomes:

Upon completion of the thematic unit, students will be able to

- Manage human resources in the banking institutions
- Define and analyse the role and purpose of the financial system, and in particular banks in the economy
- Classify the key risks of financial institutions and how they are managed
- Work within the banking regulatory framework
- Apply methods of risk management through specific tools (e.g. spreadsheets)
- Use real-life case studies and modern banking practices.

Subjects covered:

- Human Resources Management
- Strategies for Banking Development
- Organisation and Management of Banking Institutions

Prerequisites: There are no prerequisites for this module.

TLX52B Finance

Module code: TLX52B

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Course Description: In the Thematic Area TLX52B, you will delve into Financial Management, with a particular focus on forecasting financing needs and managing working capital. Furthermore, you will understand modern theory and practical applications of Securities Analysis and Portfolio Management. The modern approach to securities analysis emphasizes not only the evaluation of security returns but also the risks these securities entail. The contemporary approach to portfolio management is based on assessing portfolio returns and risks, as well as the investor's preferences between return and risk.

Learning outcomes:

Upon completion of the thematic unit, students will be able to

- Assess the investment plans of a company, and calculate the cost and risk of an investment and its net cash flows.
- Evaluate potential projects and choose between alternative investments.
- Explain the link between risk and return, and evaluate bonds and equities; explain the use of derivatives for hedging.
- Outline the importance of a company's cash flows, the goal of maximizing the value of the business, and agency problems.
- Describe dividend policies and their information content, as well as their link to the business life cycle, and apply the rules governing short-term financing and working capital management.
- Use real-life case studies and modern financing practices.

Subjects covered:

- Financial Management
- Investment Analysis
- Portfolio Management

Prerequisites: There are no prerequisites for this module.

TLX53 Accounting I

Module code: TLX53

ECTS Credit Points: 20

Module Type: Compulsory

Year: 1st

Language: Greek

Course Description: In the Thematic Area TLX53, you will explore modern theory and recent techniques of Financial Accounting, which are applied in businesses and organizations of both national and international scope. Your study will begin at the fundamental level, namely the preparation of annual financial statements, and then advance to specialized topics, such as foreign exchange accounting, inventory valuation, creation of provisions, portfolio valuation, and more. In addition, you will study the use of accounting data for generating accounting information for stakeholders, through the implementation of horizontal time-series analysis, vertical structural analysis, trend analysis, ratio analysis, and others.

Learning outcomes:

Upon completion of the thematic unit, students will be able to

- Apply basic principles of financial accounting in businesses.

- Prepare basic financial statements (statement of profit or loss, statement of financial position, statement of changes in equity, statement of cash flows).
- Apply the accounting treatment for non-current assets, inventories, receivables, liabilities, and investments.
- Calculate and interpret various financial ratios (profitability, liquidity, solvency) to assess a company's financial performance.
- Consider ethical issues in accounting practices and apply professional ethics, integrity, and responsibility in financial reporting.
- Use real-life case studies and modern accounting practices.

Subjects covered:

- Financial Accounting
- Analysis of Financial Statements
- Advanced Accounting

Prerequisites: There are no prerequisites for this module.

TLX54 Accounting II

Module code: TLX54

ECTS Credit Points: 20

Module Type: Compulsory

Year: 2nd

Language: Greek

Course Description: In the Thematic Area TLX54, you will focus on the accounting records of companies of various forms and understand how their differences are reflected in accounting terms. You will gain a comprehensive understanding of the creation of cost accounting information and the correct way to present this information to senior and top management of the economic entity. Furthermore, you will study in depth the creation of budgets and financial reports of businesses. Finally, you will explore the application of International Accounting Standards in Financial Accounting through real and hypothetical examples and case studies.

Learning outcomes:

Upon completion of the thematic unit, students will be able to

- Calculate the production cost, the cost of goods manufactured, and the cost of goods sold using managerial accounting techniques
- Critically evaluate and apply the various costing systems. Perform Cost-Volume-Profit analysis.
- Prepare budgets and use them as a tool for planning and control.
- Apply standard costing and variances as a means to evaluate performance.
- Apply accounting practices of limited and unlimited liability partnerships and limited liability companies.
- Critically evaluate and apply important International Accounting Standards.
- Use real-life case studies and recognize modern accounting practices, including ethical issues and ESG factors.

Subjects covered:

- Accounting for Companies
- Managerial Accounting
- International Accounting Standards

Prerequisites: There are no prerequisites for this module.

TLXDE Postgraduate Dissertation

Module code: TLXDE

ECTS Credit Points: 40

Module Type: Compulsory

Year: 2nd

Language: Greek

Learning outcomes:

Upon completion of the thematic unit BAF- Dissertation, students will be able to:

- Develop a comprehensive and critical understanding of the knowledge about chosen topic of the Diploma Thesis
- Understand the practical application of business research
- Critical analyse information and data derived from both academic and operational sources
- Evaluate and support alternative approaches to theories and models through the use of applied research
- Identify and evaluate options and formulate practical recommendations for action and implementation
- Self-manage the time and set priorities
- Learn how to work autonomously, exercise of initiative and take personal responsibility.

General Regulation for Preparing Graduate Dissertations in PC with an annual Module Correspondence

For more information regarding the Specifications – Useful Material for writing Master’s Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://study.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation of the Postgraduate Diploma Thesis takes place after the successful completion of the program's Course Modules.

MSc in Enterprise Risk Management (Joint Degree)

Scope

Risk Management is increasingly being recognized as the key for achieving and driving sustainable organizational performance, regardless if the organization is active in the public sector or the private sector and industrial domains.

This Master's Programme in “Enterprise Risk Management” (ERMII) is designed around eight semester long thematic units, and a Master’s thesis (mandatory) that includes a research methodology part, which capture the essential knowledge and skills that are essential to a competent and contemporary Chief Risk Officer in any type of organization or enterprise. The Programme is designed to provide formal education contemporary Risk Management and its natural extensions to Crisis and Emergency Management to graduates.

The programme is likely to attract industry-sponsored applicants or even groups, i.e. from organizations that are in the process of developing or strengthening their own risk

management functions. The tight focus of the programme on all aspects of risk management but in a generic format makes it an ideal postgraduate course in Risk Management for candidates from all over the world to apply for the qualification.

Learning Outcomes

On successful completion of the Master in Risk Management students will be able to:

- Understand the role of the Chief Risk Officer
- Understand the main issues concerning Organizational Analysis, Crisis Protocols and Procedures
- Understand the main issues concerning Continuity Planning and Preparedness Training
- Use Essential Qualitative and Quantitative Techniques
- Understand the main issues concerning Risk Identification, Risk Evaluation and Risk Treatment
- Understand the main issues concerning Risk Information Systems and Technologies

Intended Learning Outcomes

At the completion of the programme, students will have the knowledge and skills to:

Knowledge & Comprehension

- Develop a deep and global understanding of all technical and human aspects of risk and its management.
- Being able to perceive the risks faced by their business (as managers) at all fronts such as the economy, the society, the natural environment, the human resources.
- Appreciate the role of business organization and human resources as an important parameter in the total risk minimization for a business.

Application

- Employ statistical and data analytics techniques in building predictive models to generate predictions for new data and implement appropriate performance measures for predictive models.
- Develop skills in applying the most important risk assessment and risk management techniques

Analysis

- Analyse crisis types, contexts, techniques, protocols and procedures in Business Continuity Planning and Transformational Leadership.
- Apply analytical methodologies and tools based on mathematical / statistical techniques in modelling and analysing empirical data in order to evaluate relationships and risks in the process of managerial decision-making.

Synthesis

- Being competent in analysing and planning risk governance and communication strategies.
- Being able in selecting, analysing and implementing the most widely applied risk management standards.
- Being able to monitor the aforementioned risks so that the business be prepared and carefully hedged.

Evaluation

- Evaluate implications of decision-making theories, frameworks, approaches and models for Crisis Management in Society.
- Employ modern research methods to independently identify problems in the field of management, exploit the current state of the art and specify ways for their effective solution and report results coherently in written form, with clear use of language, professional referencing and use of tables, diagrams and graphics where appropriate.
- Identify learning needs for further professional development and manage the process independently.

Admission Requirements

Offered places: 120 (60 per semester)

Admission requirements for the Joint MSc in Enterprise Risk Management are published online and are available to all applicants beforehand. Candidates are eligible to apply if they

- hold a University degree title (Bachelor's) from a recognised higher education institution by the date of enrolment, or
- expect to be awarded a University degree title (Bachelor's) by July 31 of the academic year before the year in which they will commence their studies at the Open University of Cyprus, or provide valid evidence that their University degree title (Bachelor's) by a recognised higher education institution is pending and that they are eligible to graduate, having fully met the requirements of their academic programme.

Specific requirements

- Applicants must hold an undergraduate degree from a valid/recognized higher education institution.
- Applicants must have a certificate of English proficiency corresponding to an IELTS score of 5.5 or at least equivalent to the Common European Framework of Reference for Languages (CEFR).
- There are also special regulations and procedures for the registration of students in professional unions and the recognition of their university and high school diplomas, defined by ΔΟΑΤΑΠ (Greek NARIC) and ΚΥΣΑΤΣ (Cypriot NARIC).

Teaching Language

The Master programme in "Enterprise Risk Management" is offered in the English language.

Duration of the programme

The minimum time required for the completion of the Program is four (4) semesters/2 years.

European Credit Transfer System – ECTS

120 ECTS

Classification according to ISCED-2011 of UNESCO

- Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO

- Based on the field of Education: 0413 - Management and Administration

Contact:

Tel.: +35722411711

E-mail: admissions@ouc.ac.cy**Modules' contents**

1st Semester:		
ERM511	Principles of Economics Risk Management	(C ¹ , 10 ECTS)
ERM512	Advanced Quantitative Methods for Risk Management	(C, 10 ECTS)
ERM513	Risk and Risk Management	(C, 10 ECTS)
2nd Semester:		
ERM521	Management Principles and Human Resources Management in an Environment of Risk	(C, 10 ECTS)
ERM522	Predictive Analytics in Risk Management	(C, 10 ECTS)
ERM523	Risk Management Standards and Techniques	(C, 10 ECTS)
3rd Semester		
ERM611	Crisis Management	(C, 10 ECTS)
ERM612	Business Continuity Planning (BCP)	(C, 10 ECTS)
ERM701A	Master Thesis I	(C, 10 ECTS)
4th Semester		
ERM701B	Master Thesis II	(C, 30 ECTS)
<u>Note:</u>		

C¹: Compulsory**Module selection Instructions**

Students may select one (1) to three (3) Modules per semester. When selecting Modules, students must first select Modules from previous semesters and then select Modules from next ones, taking into account the possible existence of prerequisites modules. Particularly, the prerequisites are as follows:

- ERM512 is prerequisite of ERM522 and ERM701A
- ERM513 is prerequisite of ERM523 and ERM611
- ERM511, ERM512, ERM513, ERM521, ERM522, ERM523, ERM611 και ERM612 are prerequisites of ERM701B.

Programme Structure

For the successful completion of the Master programme, students must follow and successfully pass examinations in eight (8) compulsory Modules (credited with 10 ECTS per module) and the Master Thesis (Master Thesis I - credited with 10 ECTS & Master Thesis II - credited with 30 ECTS).

Students are required to prepare three written assignments and 12 interactive learning activities in each Module under the supervision and guidance of a tutor and if they gain the necessary grades they become eligible to participate in the final exams.

Course Modules Evaluation:

a1. Three (3) Assignments (ASS) that contribute to the final grade with a weight equal to 10% each of them.

a2. Twelve (12) weekly Interactive Learning Activities (ILA) that contribute to the final grade with a weight equal to 10%.

a3. Final Examination (FE) contributes to the final grade with a weight equal to 60%.

The **Final Grade** of each Module on the scale of 1 to 10 is calculated as:

$$\text{Final Grade} = (\text{ASS1} \times 0,1) + (\text{ASS2} \times 0,1) + (\text{ASS3} \times 0,1) + (\text{ILA} \times 0,1) + (\text{FE} \times 0,6)$$

Grading Rules and Assessment methods

- Students are evaluated with 9, if they collect 90% of the possible grade, meaning, $90\% \times 10 = 9$, etc.
- Passing rate
 - 50% of the Assignments and weekly interactive learning activities, Students are allowed to participate in the final exam of a Module, if they have overall collected the minimum grade ($\geq 50\%$) in their assignments and weekly interactive learning activities.
 - 50% of the Final exam

Grades with decimal points, are rounded to the nearest half unit.

Modules' Content

ERM511 PRINCIPLES OF ECONOMICS RISK MANAGEMENT

Module Code: ERM511

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: First (1st)

Language: English

General Description

This Thematic Unit / Module is designed to introduce students to the foundation topics in microeconomics and industrial organization. This knowledge is important for reaching decisions in everyday business. The decisions aim to maximize profit and to strategically design and prepare a future for the business that will guarantee the existence and hopefully enlargement of profit in the long run. In fact this module will prepare students to forecast the framework of their business for the next day and thus hedge against business risks. In essence the module aims to prepare students as leaders who build business tactics and they will become a lot more than middle managers who rarely blaze trails in unknown areas and uncertain times such as those that businesses are encountered with nowadays.

Overall the module provides principles to foster the goals of the organization, as well as a better understanding of the external business environment in which an organization operates. In this module, future managers will learn how to increase company's profitability by applying economic analysis to a wide array of business problems. The course will develop students' capacity to analyze the economic environments in which business entities operate and understand how managerial decisions can vary under different constraints that each economic environment places on a manager's pursuit of his/her goals. Its focus will be on analyzing the functioning of markets, the economic behavior of firms and other economic

agents under various market structures, and the economic and social implications of the outcomes.

Learning Outcomes

Upon completion of this module, the students will be able to:

Knowledge

- Exhibit a deep and thorough understanding of how to run the everyday business with its profit maximization objectives and how to plan for the future in order to maintain and expand profitability within a risk framework.

Comprehension

- Explain why market equilibrium occurs at the price for which quantity demanded equals quantity supplied.
- Explain the concept of utility and the basic assumptions underlying consumer preferences.
- Explain several factors that affect price elasticity of demand
- Explain how different forces, like scale, scope and learning economies affect long-run costs
- Explain why barriers-to-entry are necessary for market power in the long-run and discuss major types of entry barriers.
- Understand and explain why cooperation can sometimes be achieved when decisions are repeated over time and discuss four types of facilitating practices for reaching cooperative outcomes.

Application

- Make use of indifference curves to derive a demand curve for an individual consumer and construct a market demand curve
- Make use of empirically estimated or forecasted values of market price, average variable cost, and marginal cost to calculate firm's profit maximizing output and long- or short-run profits.
- Relate marginal revenue to total revenue and demand elasticity and write the marginal revenue equation for linear inverse demand functions.
- Construct firm's expansion path and show how it relates to the firm's long-run cost structure.
- Apply optimization theory to find optimal input combinations

Analysis

- Examine the structure of short-run production based on the relation among total, average and marginal products.
- List the steps in the strategic management process
- List the steps in the decision making process
- Relate short-run costs to the production function and the basic features of firms' technology.
- Analyze a typical production isoquant and discuss its properties

Synthesis

- Be able to identify the type of market conditions applicable in a business.
- Be able to compare production and cost functions across businesses.
- Identify ways of action and hedging in oligopolistic markets.

Evaluation

- Evaluate the characteristics of different markets.
- Evaluate deviations from profit maximization conditions and correct them respectively.
- Evaluate the power of competitors and their future steps vis-s-vis one's own business.

Subjects covered:

- Basic principles and the consumer theory
- The production theory and Cost Theory
- Perfect competition and Imperfect Competition

Prerequisites: There are no prerequisites for this module.

ERM512 ADVANCED QUANTITATIVE METHODS FOR RISK MANAGEMENT

Module Code: ERM512

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: First (1st)

Language: English

General Description

This Thematic Unit / Module is designed to introduce students to econometric techniques and their applications in economic analysis and decision-making. The main objective of the module is to train students in (i) handling economic data; (ii) quantitative analysis of economic models with probabilistic tools; (iii) econometric techniques, their application as well as their statistical and practical interpretation; (iv) implementing these techniques on any given econometric software.

The module focuses on practical and conceptual issues involved in substantive applications of econometric techniques. Estimation and inference procedures are formally analysed for simple econometric models and illustrated by empirical case studies using real-life data. The module covers sampling, estimation and statistical inference techniques, linear and non-linear regression models.

Learning Outcomes

Upon completion of this module, the students will be able to:

Knowledge

- Exhibit a deep and thorough understanding of statistical concepts underlying sampling and sample statistics, the applications of inferential statistics and the processes of hypothesis testing, and the underlying mechanisms of regression including the assumptions and the estimation process.

Comprehension

- Distinguish among various statistical measures and modelling techniques and classify them with respect to their suitability in analysing empirical data and meeting the objectives of the study.
- Explain the underpinnings of the Hypotheses Testing process, the significance level and the importance of considering the Type I and II errors in testing hypotheses by providing demonstrative examples

- Explain the construct of regression models and it is affected in practice by violation of assumptions and “non-cleaned” data in empirical observations.

Application

- Apply various sampling techniques, describe the processes for defining and selecting sample data, calculate sample statistics and derive confidence intervals for the sample statistics.
- Perform test of hypothesis by properly selecting statistical methodologies defining null and alternative hypotheses determining critical values and interpret the results in context.
- Setup multiple linear regression models and derive and analyse regression results and residuals
- Handle the effect of qualitative indicators in regression, and apply proper transformations in the data to build suitable non-linear regression models
- Use statistical software to handle empirical data, perform statistical analysis listed above, accordingly.

Analysis

- Analyse statistical data properly, in order to identify distribution patterns, possible relationships among data attributes, contingencies, and interaction among various factors.
- Estimate relationships between explanatory and response variables, explain how estimators behave in terms of their probability distributions, test hypotheses on the relation between variables using F-values, t-values and p-values, and measure goodness of fit in a regression
- Analyse the statistical significance of a regression model, the contribution of the explanatory variables and the significance of categorical explanatory variables.
- Consider practical problems that arise in the estimation and analysis of the regression model, including multicollinearity, heteroscedasticity, presence of extreme or missing observations and take proper action to rectify the situation.

Synthesis

- Consolidate and interpret results of statistical analysis of empirical data in context in order to communicate relative information for supporting business decision making.
- Use the results of a regression model to identify and measure the single or interaction effects of independent variables on a dependent variable and interpret the effects in context.
- Select the most appropriate regression model after a comparison among alternatives, and interpret the regression results in context providing insight of potential limitations.

Evaluation

- Appraise the appropriateness of various sampling methods in collecting empirical data for specific purpose and evaluate the adequacy of a sample size, vis-à-vis acceptable sampling error, and desired confidence of the results.
- Describe the basic statistical characteristics of a population, based on evaluation of sample statistics.
- Evaluate relationships and patterns among the data using statistical techniques.

- Evaluate the “fitness” and the predictive power of regression model in making extrapolations
- Evaluate a regression model in terms of statistical significance and conformance with assumptions and detect potential problems with respect to violation of assumptions

Subjects covered:

- Probabilities, Estimation, Sampling, Data analysis
- Statistical Inference: Confidence Intervals Hypothesis Testing
- Linear and Non-Linear Regression, Estimation, Prediction

Prerequisites: There are no prerequisites for this module.

ERM513 RISK AND RISK MANAGEMENT

Module Code: ERM513

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: First (1st)

Language: English

General Description

The Module “Risk and Risk Management”, ERM513, is designed to introduce students to the concept of risk from a global viewpoint, as well as to the fundamental principles of Risk Management.

The main objective of the module is to train students in:

- Implementation of the basic risk management procedure
- Application of principles of Risk Perception
- Taking human factors into account in Risk Management
- Analyzing the Risk Communication process.

The Module focuses on presenting a global understanding of risk and Risk Management in all of its aspects. It starts with the fundamental aspects, parameters and metrics of risk. A separate examination of risks related to human factors follows. The basic issues of the social aspect of Risk Management, namely Risk Communication, Risk Governance and Risk Culture are subsequently presented. Finally, the basic approaches and models of subjective perception of risk forming the “constructivist” approach to risk, are also examined.

Learning Outcomes

Upon completion of this module, the students will be able to:

Knowledge

- Acquire deep knowledge of the notion of risk and its aspects from all points of view, including Mathematical, Psychological, Social and Managerial point of view.
- Exhibit a deep and thorough understanding of the dual nature of risk combining the physical and human components of risk as well as of the different phenotypes of risk.
- Understand in depth the function of Risk Management throughout the organization, as well as the role, possibilities and limitations of a Risk Manager.

Comprehension

- Understand and distinguish between various parameters and metrics of risk, including hazard, exposure, risk shaping factors, as well as probability, severity and risk.

- Understand and distinguish between the notions of Management and Governance, as well as their implications in Risk Management.
- Understand and distinguish between different risk treatment strategies, their selection criteria and implications.
- Comprehend the risk communication process and its parameters and implications.

Application

- Apply the stepwise process of risk management in all contexts, either in quantitative or qualitative situations.
- Apply risk communication cycle in any risk situation and use most common models for risk communication.
- Apply risk perception and human error models to enhance risk assessment.

Analysis

- Analyze and systematically identify all stakeholders/involved parties, their aspects, interests, power and interactions in order to build the picture.
- Systematically identify and analyze risks and their qualitative and quantitative parameters (likelihood, exposure, impact) as well as the risk shaping factors.
- Identify and analyze parameters of the risk communication cycle, as well as their main influencing factors and impact.
- Identify parameters of risks that affect human factors, either through conscious (risk perception) or unconscious (human error) human acts, either in individual or social context.

Synthesis

- Use qualitative and quantitative data and information to perform a systematic assessment and prioritization of risks.
- Identify and combine proper risk treatment strategies to develop a coherent and robust risk treatment plan.
- Combine information and develop a solid and structured risk communication plan, either in managerial or governance context.

Evaluation

- Categorize risks according to their characteristics and available information.
- Evaluate the context for handling risks and select governance or management perspective.
- Globally evaluate risks combining their systematic risk assessment along with psychosocial parameters.
- Evaluate risk communication strategies in terms of effectiveness and coherence

Subjects covered:

- Introduction to Risk and Risk Management
- Human Aspects in Risk Management
- Social Aspects in Risk Management

Prerequisites: There are no prerequisites for this module.

ERM521 MANAGEMENT PRINCIPLES & HUMAN RESOURCES MANAGEMENT IN AN ENVIRONMENT OF RISK

Module Code: ERM521

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Second (2nd)

Language: English

General Description:

This Thematic Unit / Module is designed to introduce students to the foundation topics in management and human resources. This knowledge is important for reaching decisions in everyday business within a riskful environment. The decisions aim to maximize profit and to strategically design and prepare a future for the business that will guarantee the existence and hopefully enlargement of profit in the long run. In fact this module will prepare students to forecast the framework of their business for the next day and thus hedge against business risks. In essence the module aims to prepare students as leaders who build business tactics and they will become a lot more than middle managers who rarely blaze trails in unknown areas and uncertain times such as those that businesses are encountered with nowadays.

Overall the module provides principles to foster the goals of the organization, as well as a better understanding of the external business environment in which an organization operates. In this module, future managers will learn how to apply management and human resource tools that increase company's profitability. The main objective of the module is to train students in: providing students will all the necessary managerial knowledge in an environment of risk, navigating the students through managerial concepts with applications, navigating the students through human resource management tools with applications, acquainting students case studies and real application on these matters. The module will deal with and include basic management principles with a particular focus on the internal organization of the business and the remuneration, reward schemes.

Learning Outcomes:

Upon completion of this module, the students will be able to:

Knowledge

- Exhibit a deep and thorough understanding of how to apply management and human resources principles and tools to run the everyday business with its profit maximization objectives and how to plan for the future in order to maintain and expand profitability within a risk framework.

Comprehension

- Understand the difference between programmed and non-programmed decisions and the decision characteristics of certainty and uncertainty.
- Understand the ideal, rational model of decision making and the political model of decision making.
- Understand the process by which managers actually make decisions in the real world.
- Understand the steps in managerial decision making.
- Understand the biases that drive managers to make bad decisions.
- Be aware of the theories that explain the effect of compensation on individuals.

Application

- Apply and explain fundamental managerial and human resource from simple everyday business problems and more complex and strategic frameworks.

- Recognize various organization schemes within a business and comment on their pros and cons.
- Recommend solutions in applied business life with respect to organization structures and detect what has gone wrong and what can be rectified.
- Employ human resources management to solve real cases. Recommend solution to real problems.
- Recommend remuneration schemes that can keep both the employee motivated and satisfied without hindering the profit maximization orientation of the business.
- Apply techniques for innovative group decision making

Analysis

- List the steps in the strategic management process
- List the steps in the decision making process.
- Analyze the reasons for the controversy over executive pay.
- Analyze the effects of fundamental pay programmes for recognizing employees contributions to the organization's success
- Apply incentive plans in a balanced scorecard.

Synthesis

- Be able to identify the main decision areas and concepts in employee compensation management.
- Be able to compare the major administrative tools used to manage employee compensation.
- Be able to solve problems with job-based pay structures.
- Explain the importance of process issues such as communication in compensation management.
- Identify the major factors to consider in matching the pay strategy to the organization's strategy.

Evaluation

- Evaluate the characteristics of different managerial techniques.
- Evaluate the importance of competitive labor market and product market forces in compensation decisions.
- Evaluate the significance of process issues as communication in compensation management.
- Evaluate the design of pay structures and the regulatory framework for employee compensation.
- Evaluate the advantages and disadvantages of the pay programmes

Subjects covered:

- Principles of Management with respect to Organization and Planning
- Human Resources & Management Principles in an environment of Risk

Prerequisites: There are no prerequisites for this module.

ERM522 PREDICTIVE ANALYTICS IN RISK MANAGEMENT

Module Code: ERM522

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Second (2nd)

Language: English

General Description:

This Thematic Unit / Module is designed to introduce students to a range of applications of advanced analytics that are suitable in risk management context. The module emphasizes more on how predictive analytics can be effective tools in reducing risk rather than the theoretical underpinnings of the models.

In the last decade, the amount of data available to organizations has reached unprecedented levels. Companies and individuals who can use this data together with analytics give themselves an edge over the competition. Predictive analytics is transforming risk management as it helps organizations by informing them what is arriving in the future. The Module covers a wide area of models and techniques from simple visual models and extending to statistical and machine learning techniques as well as some basic financial risk models. The approach is to focus on practical and conceptual issues involved in substantive applications of risk management.

The main objective of the module is to train students in employing methodologies and techniques for extracting information from existing data in order to determine patterns and predict future outcomes and trends, with an acceptable level of reliability, including what-if scenarios and risk assessment.

Students develop in depth understanding of the key technologies in data science and business analytics: data mining, machine learning, visualization techniques, predictive modelling, and statistics.

Through the study of proper case studies, students will be able to identify the inputs and outputs involved in each modelling approach and the suitability of the models to specific instances, gain practical, hands-on experience with statistics programming languages and big data tools through coursework, and practical assignments.

Learning Outcomes:

Upon completion of this module, the students will be able to:

Knowledge

- Develop an understanding of the Data Science field with regard to competencies required in areas such as statistics, data analytics, machine learning, data wrangling, data visualization, communication, business foundations.
- Have a thorough understanding of how analytics are applied to critical tasks facing business decision-making in managing risks.
- Understand the proper use as well as advantages and disadvantages of the techniques employed in predictive analytics such as visualization, regression, clustering, and classification.
- Understand the basic principles of machine learning

Comprehension

- Distinguish between training data, validation data and test data in data analytics.
- Recognize that different models fit and perform better than others, depending on the circumstances, and can measure fit and performance appropriately.
- Explain the underpinnings of logistics and nominal regression models and explain their differences from linear regression models.

- Understand the advantages and disadvantages of Bayesian Learning, complete a Bayesian analysis of a basic problem, and discuss the differences between Bayesian and frequentists models
- Distinguish between supervised and unsupervised machine learning approaches and identify areas where those can be applied efficiently to mitigate risks.

Application

- Apply quantitative modelling and data analysis techniques to the solution of real world business problems, communicate findings, and effectively present results using data visualization techniques.
- Specify and implement models with the following techniques: k-nearest-neighbor, Naive Bayes, Classification and Regression Trees and apply the models in real-world contexts.
- Use the logistical and nominal regression models, KNN and Bayesian classifiers to classify cases in a given data set.
- Formulate simple models to solve problems, and implement them using software appropriate for data science work.

Analysis

- Apply principles of Data Science to the analysis of business problems.
- Define training and validation data sets to develop a model and measure its validity and identify the optimum model to solve a given problem.
- In addition to performing exploratory and inferential procedures, students can fit complex models using dedicated statistical software (e.g., R, Minitab, SPSS).
- Analyse statistical data properly, in order to identify distribution patterns, possible relationships among data attributes, contingencies, and interaction among various factors.
- Analyse the statistical significance of a logistical regression model, and interpret the contribution of the explanatory variables in prediction and classification.

Synthesis

- Integrate data from disparate sources, can transform data from one format to another, and can program data management in relational databases.
- Integrate results from clustering and classification algorithms with qualitative aspects of the problem under consideration in order to provide business solutions.
- Consolidate and interpret results of statistical analysis of empirical data in context in order to communicate relative information for supporting business decision making.

Evaluation

- Compare the performance of multiple methods and models, recognize the connections between how the data were collected and the scope of conclusions from the resulting analysis, and articulate the limitations and abuses of formal inference and modelling.
- Choose appropriate data management strategies, can carry out relevant analyses, can interpret and apply the results to inform understanding and solve specific problems in context, and can communicate the work to a technical audience.
- Evaluate the “fitness” and the predictive power of logistics and nominal regression model in making predictions and classifications.

Subjects covered:

- Visualization Models – Decision Making
- Statistical Models – Logistical & Nominal Regression, Classification models
- Introduction to Machine Learning Algorithms – (Apriori algorithm for Association rule learning, Bayesian classifiers, K nearest neighbor-KNN).
- Financial models – Value at Risk, Portfolio risk assessment, CAPM

Prerequisites: ERM512

ERM523 RISK MANAGEMENT STANDARDS AND TECHNIQUES

Module Code: ERM523

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Second (2nd)

Language: English

General Description:

This Thematic Unit / Module, is designed to introduce students to the application of the most important methods, tools and Standards applied in Risk Management.

The main objective of the module is to train students in (i) internal and external Risk Management reporting, (ii) application of main Risk Management standards, (iii) use of most important methods and tools in Risk Management.

The Module focuses on providing students with a global picture of the technical aspects used in applied Risk Management. It starts with requirements and methodologies for Risk Management reports. The presentation of the three main Risk Management standards and their application follows. Main conceptual models for risk and main tools for risk analysis are subsequently presented. Finally, the basic methods and techniques for Risk Management are presented.

Learning Outcomes:

Upon completion of this module, the students will be able to:

Knowledge

- Acquire deep knowledge of the basic conceptual approaches to risk evolution.
- Exhibit a deep and thorough understanding of how risks are modelled and analyzed and the main principles for risk analysis.
- Understand in depth the organization requirements and structures for Risk Management, as well as the objectives they serve.

Comprehension

- Understand and distinguish between various accident models and conceptual approaches to risk situations.
- Understand and distinguish between the notions of Management and Governance, and their impact on Risk Management structures and standards.
- Understand the main requirements and structure of a risk report.
- Comprehend the main methodologies and tools applied in risk analysis.

Application

- Develop a comprehensive Risk Management report in any context.
- Apply main risk management tools to model and present any risk situation.

- Select and apply the proper Risk Management standard in any context.
- Apply the CORAS method for simple cases of risk management and small enterprises.

Analysis

- Analyze and systematically identify all available information according to the structure and components of each one of the three main Risk Management standards.
- Analyze risks, risk shaping factors and treatment options according to the most widely applied risk models and techniques.
- Analyze quantitative data and perform Monte Carlo simulations.
- Perform PESTLE/SWOT analysis in the Risk Management context.

Synthesis

- Synthesize existing information in order to build the organizational structure according to the most important Risk Management standards.
- Combine existing information to build structures of the most common risk models and tools.
- Select, combine and synthesize information to create a risk management report according to the receiver it is addressed to.

Evaluation

- Select the proper risk model or technique to apply to each context.
- Evaluate compliance of a Risk Management structure to any certain Risk Management Standard.
- Evaluate reliability and relevance of existing information for risk reporting.
- Evaluate economic risks according to “Value at Risk” approach

Subjects covered:

- Risk Management Reporting
- Risk Management Standards
- Risk Management Models and Techniques

Prerequisites: ERM513

ERM611 CRISIS MANAGEMENT

Module Code: ERM611

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Third (3rd)

Language: English

General Description:

Module “Crisis Management”, ERM611, is designed to introduce students to evaluation of implications from Crisis Management decision-making theories, frameworks, approaches, and models for organisations in the Digital Society.

The main objective of the module is to train students in:

- Introduce the concept(s) of crisis, risk evaluation, and risk communication.
- Critically evaluate key stages in a crisis.
- Identify and assess socio-cultural, and other factors shaping a crisis, including the role of digital social media.
- Evaluate models, theories, and emerging professional trends in crisis management.

- Assess the underlying role of ethics in crisis management for the digital age.

The module focuses on cognitive, conceptual approaches and ways to link theory and practice in the evaluation of issues impacting organizational decision-making about Crisis Management in the digital age. Theories are discussed in relation to actual case studies detailing critical events in organisations and implications are drawn out. Case studies are historical in nature, but where appropriate current crisis management events are used to highlight issues and implications of relevance to the module.

Learning Outcomes:

Upon completion of this module, the students will be able to:

Knowledge

- Exhibit a deep and thorough understanding of crisis management concepts decision-making theories, frameworks, approaches and models for organisation in the Digital Society.

Comprehension

- Assess factors shaping a crisis.
- Distinguish and classify different crisis types.
- Explain crisis management processes, strategies, and assessments.
- Explain crisis management concepts, theories, and frameworks.
- Assess the role and effectiveness of different social media for communication during crisis management.

Application

- Apply risk / conflict / crisis management techniques to understand case study material.
- Use crisis management techniques to understand how operational issues and event became a crisis.
- Use models and theories to understand ethical implications in decision-making during a crisis.

Analysis

- Analyse issues and events which lead to crisis and require management.
- Categorise and prioritise crisis factors.
- Create visual assessment and analysis of crisis.

Synthesis

- Assemble information for performing crisis assessment.
- Consolidate and interpret results of research data and information from different sources in context to communicate relative information for supporting business decision making.
- Design crisis treatment strategies and crisis portfolios.
- Select the most appropriate model after a comparison among alternatives and interpret crisis management issues and ethics in context providing insight of potential implications for stakeholders.

Evaluation

- Appraise the appropriateness of various theories, models, and techniques in addressing some crises, ethical responsibilities, and the need for conflict management.

- Evaluate models for their currency in helping us understand the impact of crises in the Digital Society.
- Evaluate factors and stages in the evolution of a crisis including impacts on organisational effectiveness and the need for proactive and positive communications

Subjects covered:

- Concepts of crisis and evaluation of risk and communication of key stages in a crisis.
- Identification and assessment of factors shaping a crisis; role played by social media.
- Evaluate models, theories, trends in crisis management and assess role of ethics.

Prerequisites: ERM513

ERM612 BUSINESS CONTINUITY PLANNING (BCP)

Module Code: ERM612

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Third (3rd)

Language: English

General Description:

This Thematic Unit / Module is designed to advance student knowledge and analytical skills in crisis types, contexts, techniques, protocols, and procedures in Business Continuity Planning (BCP) for Transformational Leadership in the Digital Society.

The Module focuses on practical and conceptual issues in the field of BCP. Context-related challenges are assessed in relation to BCP development and techniques, protocol and procedures are evaluated against specific BCP criteria that fit contextual circumstances, but which also account for standards and good practices in the industry as a whole. Main parts of BCP are presented and the need for exercising, maintaining, and reviewing plans for embedding BCP strategic awareness and action when needed in organisational development of long-term strategy perspectives are discussed. Case studies and published sources are used for analysis and evaluation of organizational contexts and discussions about BCP. Students are also urged to use their own organisation context and/or a specific organizational context they wish to better understand in relation to BCP. An E-Book and research resources are provided to support student learning, but students are also encouraged to engage with research and independent learning under tutor guidance.

Learning Outcomes:

Upon completion of this module, the students will be able to:

Knowledge

- Exhibit a deep and thorough understanding of Business Continuity Planning (CP) concepts, tools, processes, strategies, BCP comprehensive framework and disaster management life cycle in public and private organisations.

Comprehension

- Assess internal and external factors of risk to organisational continuity and impacting BCP.
- Classify crisis types and mitigation strategies in different organisational contexts.
- Identify main parts of a Business Continuity Plan.
- Explain BCP processes, strategies, and assessments.

- Understand the need for planning in relation to prevention, preparedness, response, and recovery (PPRR).
- Assess the role and effectiveness of communication and information support systems during BCP conceptualisation, implementation, and evaluation.
- Understand the need for strategic information policy (SIPs) to guide BCP.

Application

- Apply BCP management techniques to understand case study material.
- Use BCP techniques to understand how operational issues and events are analysed and represented in BCP outputs to ensure continuity in organisational performance.
- Use models and theories to understand coordination and decision-making during BCP.
- Use the BCP Life Cycle in public and private sector organisational contexts.

Analysis

- Analyse internal and external issues and events which require BCP strategies.
- Categorise and prioritise crisis factors impacting BCP.
- Create visual assessment and analysis of crisis for use in BCP activities.
- Analyse steps in the development of BCP prevention, preparedness, response, and recovery.

Synthesis

- Assemble information from diverse sources for use in BCP.
- Consolidate and interpret results of research data and information from different sources in context to communicate relative information for supporting business decision making.
- Design crisis treatment strategies and crisis portfolios for use during BCP and for evaluation of outcomes.
- Select the most appropriate model after a comparison among alternatives and interpret crisis issues and ethics in context providing insight of potential implications for BCP stakeholders.

Evaluation

- Appraise the appropriateness of techniques, protocols, and procedures to address specific crisis events requiring specific BCP criteria.
- Evaluate models for their currency in helping us understand requirements for BCP in the Digital Society.
- Evaluate factors and stages in the evolution and periodic review, update, and maintenance of BCP outputs including impacts on organisational effectiveness and the need for proactive and positive communications.

Subjects covered:

- Introduction to BCP
- BCP Life Cycle in Public and Private Organizational Contexts
- BCP Auditing and Acceptance Challenges in Organisations

Prerequisites: There are no prerequisites for this module.

ERM701A MASTER THESIS I

Module Code: ERM701A

ECTS Credit Points: 10

Module Type: Compulsory

Offered for the academic semester: Third (3rd)

Language: English

General Description:

As part of completing the studies for obtaining a Master's Degree (Master's) in Enterprise Risk Management, students must prepare, present and be assessed in a Master's Thesis. The preparation of the Master's Thesis is one of the most creative challenges of the program as it offers the student the opportunity to demonstrate that he/she has the ability to use the knowledge acquired in the Master's Program and to complete a study on his/her own, with the guidance of the Supervising Professor. In addition, it provides the student with the opportunity to explore a topic of interest in depth by applying the rigorous, systematic and scientific approach to problem solving.

This is the first Thematic Unit of the Master's Theses series, ERM701A.

Prerequisites: ERM512

ERM701B MASTER THESIS II

Code: ERM701B

ECTS Credit Points: 30

Module Type: Compulsory

Offered for the academic semester: Fourth (4th)

Language: English

General Description:

As part of completing the studies for obtaining a Master's Degree (Master's) in Enterprise Risk Management, students must prepare, present and be assessed in a Master's Thesis. The preparation of the Master's Thesis is one of the most creative challenges of the program as it offers the student the opportunity to demonstrate that he/she has the ability to use the knowledge acquired in the Master's Program and to complete a study on his/her own, with the guidance of the Supervising Professor. In addition, it provides the student with the opportunity to explore a topic of interest in depth by applying the rigorous, systematic and scientific approach to problem solving.

This is the second and last Thematic Unit of the Master's Thesis series, ERM701B.

Prerequisites: ERM511, ERM512, ERM513, ERM521, ERM522, ERM523, ERM611, ERM612

Aging and chronic diseases management (Joint Degree)

Joint Degree with the University of Thessaly

Type of Postgraduate Programme

Master of Science, M.Sc.

ECTS of M.Sc.

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this M.Sc. is 120 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Duration of Study

The minimum time required for the completion of the M.Sc. is two (2) years.

Note: From the academic year 2018-2019 and onwards the maximum time required for the completion of the M.Sc. is six (6) academic years.

Language of the M.Sc.

The official language of the M.Sc. is Greek. This means that the language in which all materials content and written assignments is Greek.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0921- Care of elderly and of disabled adults

Admission Requirements

Medicine AEI, Pharmacy AEI, Dentistry AEI, Biology AEI, Biochemistry AEI, Biological Applications & Technologies AEI, Molecular Biology & Genetics AEI, Food Science and Human Nutrition AEI, Biotechnology AEI, Biochemistry & Biotechnology AEI, Nutrition & Dietetics AEI, Special Education AEI, Psychology AEI, Nursing AEI, Physical Education and Sports Science AEI, Physical Education and Sports Science AEI, Social Administration and Political Science AEI, Social Administration AEI, Social Policy AEI, Social and Educational Policy AEI, Sociology AEI, Social Anthropology & History AEI, Social Anthropology AEI, Philosophy – Pedagogy & Psychology AEI, Philosophy & Pedagogy AEI, Philosophy & Social Studies AEI, Food Science & Nutrition AEI, Social Work TEI, Physiotherapy TEI, Health Visitors TEI, Public Health and Community Health – Public Health TEI, Public Health and Community Health – Community Health TEI, Occupational Therapy TEI, Speech Therapy TEI, Nutrition and Dietetics TEI, Medical Laboratories TEI, Nursing TEI, Dental Technology TEI, Radiology TEI.

Graduates of other departments of the higher education institutions of Greece or graduates of recognized similar institutions abroad.

Graduates of corresponding, relevant to the subjects and aims of the program, departments of the T.E.I..

For the successful completion of the programme, a **knowledge of English at B2 level** is required, as part of the teaching material is offered in English.

(see [Annex](#))

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions

with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

It is clarified that holders of a first degree of Higher Education are accepted in the Postgraduate Program.

Contact

Student Registry:

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Practical Training Office:

Tel.: +30-2610 367342 - E-mail: practice@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Course Structure:

1 st Semester		
GXN10	Physiology	(C ¹ , 10 ECTS)
GXN11	Pathology of ageing-Geriatrics	(E ² , 10 ECTS)
GXN12	Psychology – Counselling	(E, 10 ECTS)
GXN13	Social Gerontology	(E, 10 ECTS)
2 nd Semester		
GXN20	Neurological and Psychiatric disorders	(C, 10 ECTS)
GXN21	Respiratory, cardiovascular disorders	(E, 10 ECTS)
GXN22	Diabetes mellitus, renal failure, interstitial anaemia, sickle cell anaemia	(E, 10 ECTS)
GXN23	Chronic pain management – End-of-life support	(E, 10 ECTS)
3 rd Semester		
GXN30	Health Economics	(C, 10 ECTS)
GXN31	Human Rights and Patients' Associations	(E, 10 ECTS)
GXN32	Insurance Institutions – Support Structures	(E, 10 ECTS)
GXN33	Financial Management of Health Care Facilities	(E, 10 ECTS)
4 th Semester		

Notes:**C¹:** Compulsory**E:** Elective**Guidelines for the selection of Modules**

Students must complete the 1st semester modules then they can register for 2nd semester modules up to the 4th semester.

1st semester: Compulsory attendance of the module GXN10 and selection of 2 modules from the: GXN11, GXN12, GXN13.

2nd semester: Compulsory attendance of the module GXN20 and selection of 2 modules from the: GXN21, GXN22, GXN23.

3rd semester: Compulsory attendance of the module GXN30 and selection of 2 modules from the units: GXN31, GXN32, GXN33.

During the process of registering for a module they must first exhaust the modules of previous semesters and then declare the module of the next semester or select the ones they have left from the previous module(s) and complete their selection with the module of the next semester. In the fourth semester, the preparation of the Postgraduate Diploma Thesis presupposes the successful attendance of all nine (9) Modules. The presentation of the Postgraduate Diploma Thesis takes place after the successful completion of the program's Modules.

Students' evaluation per Module: click [here](#).

Module Description**GXN10 Physiology****Code:** GXN10**ECTS:** 10**Type:** Compulsory**Semester where it is available:** First (1st)**Delivery language:** Greek**General description of the Thematic Unit:**

The aim of this course unit GXN10 is to equip students with basic knowledge of the physiological function of the human body. Students will be taught the basic principles and mechanisms regulating the function of the human body, by means of organ and system. Furthermore, the effects of environmental pollutants on the physiology of cardiovascular, respiratory, endocrine, gastrointestinal, central nervous system and urinary system will be analyzed.

Each area is comprised of subsections. More specifically, in the context of these subsections the following chapters will be taught:

- *Cell physiology:*
 - Cell physiology.
- *Systems physiology:*
 - Blood physiology.
 - Physiology of the cardiovascular system.

- Physiology of the respiratory system.
- Physiology of the urological system.
- Physiology of the gastrointestinal system.
- Neuromuscular system physiology.
- Endocrine glands physiology.
- Reproductive system physiology.
- Aging physiology.
- *Environmental health effects:*
 - Effects of the environment in the cardiovascular, respiratory and renal system.
 - Effects of the environment in the central nervous system, in the endocrine system and in the gastrointestinal system.

Learning Outcomes:

This course provides the students basic knowledge and background for understanding the physiological function of the human systems. The course material aims at the integration of the functions of the above systems so that the student acquires a solid background on the positioning and the role of each system in the physiological function of the human body. Furthermore, the course provides the student with the necessary knowledge of the effects of environmental factors to human physiology.

Upon successful completion of the course the students will be able to:

- Basic principles and laws that govern the function of the human body
- Understand basic concepts of physiology at the cellular level
- Understand the basic functions of organ systems under physiological conditions
- Apply knowledge from physiology as reference in other course units
- Correlate environmental effects with dysfunction of physiological systems

Cognitive Objects of the Thematic Unit: This course unit will explore the following fields of physiology:

- Cell physiology
- Systems physiology
- Environmental health effects

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN11 Pathology of ageing – geriatrics

Code: GXN11

ECTS: 10

Type: Elective

Semester where it is available: First (1st)

Delivery language: Greek

General description of the Thematic Unit:

During the present course, students will understand the basic acute and chronic disorders related to aging. Upon completion of the course, the students will be able to describe the causes, diagnosis, treatment and prognosis of the main diseases of elderly. Additionally, students will be able to analyze the differences in the occurrence of diseases in old age, the basic principles of holistic geriatric assessment and syndromes of old age such as frailty.

Finally, the course aims at updating the knowledge on rehabilitation and treatment programmes for elderly or chronically ill patients.

Content of the Thematic Unit:

- Aging and Organization of Geriatric Services
- Clinical Evaluation of elderly patients
- Frailty
- Rehabilitation
- Falls in the geriatric population
- Special considerations in medication use in the elderly
- Disorders of the nervous system- Stroke
- Common infections in the elderly
- Pressure ulcers
- Sexual dysfunction in the elderly
- Balance and Instability - Osteoarthritis - Osteoporosis
- Disorders of the musculoskeletal system (gout, osteomyelitis, chronic pain)
- Peripheral arterial disease - Venous thromboembolic disease
- Diseases of the gastrointestinal system
- Nutritional disorders in the elderly
- Fluid and electrolyte disturbances in the elderly
- Urinary system disorders
- Urinary and fecal incontinence
- Skin disorders
- Ear diseases
- Hematological diseases
- Eye diseases
- Malignancy in the elderly
- Endocrine system disorders (thyroid disorders, adrenal disorders)
- Perioperative management of the elderly

Learning Outcomes:

During the present course, students will understand the basic acute and chronic disorders related to aging. Upon completion of the course, the students will be able to describe the causes, diagnosis, treatment and prognosis of the main diseases of elderly. Additionally, students will be able to analyze the differences in the occurrence of diseases in old age, the basic principles of holistic geriatric assessment and syndromes of old age such as frailty. Finally, the course aims at updating the knowledge on rehabilitation and treatment programmes for elderly or chronically ill patients. Specifically, after successfully completing the course, students will be able to:

- Understand how the natural mechanisms of progression to old age correspond to diseases
- Distinguish between the normal decline of functions from the pathology of aging
- Assess the organic health problems of the elderly
- Recognize urgent pathological conditions in the third age

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN12 Psychology - Counselling

Code: GXN12

ECTS: 10

Type: Elective

Semester where it is available: First (1st)

Delivery language: Greek

General description of the Thematic Unit:

The aim of this unit is to introduce the basic concepts of psychology as a human science with emphasis on existential issues related to life – disease – old age and death. Further, psychological issues of people with symptoms of chronic disease as well as older people are analyzed. Furthermore, counselling interventions for both themselves and their families are approached and therapeutic pathways for such counselling are suggested.

Learning Outcomes:

Upon successful completion of the course the students will be able to:

- Know the theories of humanistic, cognitive and social psychology
- Conceptualize terms such as illness, symptom, death and encapsulate psychological approaches to chronic illness and ageing
- Understand the application of psychological models in old age
- Socialize ideas and reflect on psychological care of patients with chronic symptoms and older persons.
- Apply the principles of counseling in approaching social, cultural and emotional issues related to aging and chronic disease.

Cognitive Objects of the Thematic Unit:

- Psychology of the elderly, chronically ill
- Counselling of the elderly, chronically ill
- Operation of a support group for older people

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN13 Social Gerontology

Code: GXN13

ECTS: 10

Type: Elective

Semester where it is available: First (1st)

Delivery language: Greek

Content of the Thematic Unit:

- Object of social gerontology
- Cultural influences on aging
- Active aging – healthy aging
- Determinants of health in aging – personal, behavioral, social, economic, physical
- Social care
- Health services for the elderly
- Sexuality and the elderly

- Care of the elderly

Learning Outcomes:

Upon successful completion of the course the students:

- Know the epidemiological and demographic aspects of aging
- Understand health determinants for older adults
- Understand healthy – active aging
- Understand the interactions of socio-economic data in relation to the social status and social role of the elderly
- Know the role of care and its particularities in the elderly
- Apply their knowledge to improve interpersonal and intergenerational relationships.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN20 Neurological and Psychiatric disorders

Code: GXN20

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

General description of the Thematic Unit:

The purpose of the course is the study and understanding of psychiatric and neurological nosology and the therapeutic methods used with an emphasis on the elderly and those suffering from chronic diseases.

The thematic section refers to chronic neurological diseases, with an emphasis on neurodegenerative diseases, such as Alzheimer's disease and Parkinson's disease.

It also refers to psychiatric diseases such as depression which is common in the elderly and burdens their general state of health as well as psychotic disorders which are usually observed in the context of neurodegenerative diseases.

Learning Outcomes:

After successful completion of the course, students will be able to:

- Recognize the etiology, diagnosis and therapeutic interventions in neurological and psychiatric disorders
- Understand the incidence of these diseases in the general population and how patients, carers and health systems are affected
- Understand the effects of psychiatric and neurological diseases on the social status and social role of the elderly
- Assess deficiencies in treatment and become familiar with non-pharmacological interventions

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN21 Respiratory, cardiovascular disorders

Code: GXN21

ECTS: 10

Type: Elective

Semester where it is available: Second (2nd)

Delivery language: Greek

Learning Outcomes:

Upon successful completion of this unit, students will be able to:

- Describe and evaluate the diagnostic process, differential diagnosis and therapeutic approach in respiratory and cardiovascular diseases.
- Evaluate and document subjective and objective data relating to the diagnosis and care planning of a patient with a respiratory or cardiovascular disease.
- Recognize and analyze issues related to research, evidence-based practice and improving the quality of care provided to this patient population.

Cognitive Objects of the Thematic Unit:

- Chronic Respiratory diseases
- Heart diseases (heart attack, ischaemic, hyperlipidemia)
- Vascular diseases (stroke, vascular disorders)

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN22 Diabetes mellitus, renal failure, interstitial anaemia, sickle cell anaemia

Code: GXN22

ECTS: 10

Type: Elective

Semester where it is available: Second (2nd)

Delivery language: Greek

Content of the Thematic Unit:

- Familiarization week and introduction to the Thematic Unit - Epidemiology - Diagnosis of DM.
- Pathophysiology of type 1 and 2 DM.
- Chronic vascular complications of DM - Microvascular and macrovascular complications - Diabetic eye disease - Diabetic neuropathy.
- Acute complications of DM.
- General principles of diabetes treatment - Treatment of diabetes with tablets and GLPI analogues - Treatment of diabetes with insulin.
- DM and special conditions - DM and pregnancy - DM and musculoskeletal manifestations - DM and quality of life.
- Pathophysiology - Laboratory investigation - Diabetic Nephropathy.
- Therapeutic management of CKD - Quality of life in patients with CKD.
- Hemoglobin diseases - Epidemiology - Pathophysiology of hemoglobin diseases.
- Clinical Picture of Homozygous β Thalassemia, Sickle Cell Anemia – Complications
- Treatment of Thalassemia - Treatment of Sickle Cell Anemia - Hemoglobin diseases and quality of life.
- Semester work.
- The role of health professionals in chronic diseases.

Learning Outcomes:

Upon successful completion of this unit, students will be able to:

- Recognize the clinical manifestations and complications of diabetes mellitus, CHD and haemoglobinopathies
- Understand the impact of these chronic diseases on the quality of life of patients
- Understand the role of prevention and early diagnosis of the diseases
- Judge the therapeutic interventions in the disease
- Understand the role of health professionals in chronic diseases

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN23 Chronic Pain Management – End-of-life Support

Code: GXN23

ECTS: 10

Type: Elective

Semester where it is available: Second (2nd)

Delivery language: Greek

General description of the Thematic Unit:

The aim of this unit is to study and understand the mechanisms of pain and its management as well as to acquire knowledge of palliative care and end-of-life support.

Learning Outcomes:

Upon successful completion of the unit, the student will be able to:

- To know the basic principles of chronic pain management
- Recognize the basic concepts and philosophy of palliative care and the structures of provision of palliative care
- Understand the impact of chronic pain on the quality of life of patients
- Assess the organic, psychological, social and spiritual palliative care needs of patients and their families throughout the disease and at the end of life.

Cognitive Objects of the Thematic Unit:

- Chronic pain
- Spirituality, psychological support for the chronically ill
- End-of-life support

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN30 Health Economics

Code: GXN30

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

The purpose of this unit is to familiarize the reader with economic concepts concerning the functioning of the health care system, to understand how decisions are made on the quantity of health care services produced, how the prices of health care services are determined, which

factors have a significant impact on the demand and supply of health care services. Among other things, this unit aims to explain to the student why the state intervenes in the health sector, what are the specific characteristics of the health commodity, what are the determinants of health expenditure, how health services are financed, what are the effects of health expenditure on the economy, what is the structure of the health system, how efficiently are the resources of the health system allocated and utilised and what is the relationship between efficiency and social justice in the health sector. Having completed the health economics unit, you will be able to know and think in economic terms about how the health services sector works.

Learning Outcomes:

Upon completion of the unit, students will be able to know:

- What is health and what are health services
- The reasons for state intervention in health
- What is the phenomenon of moral hazard and induced demand
- How to determine the demand and supply of health services
- How are the prices of health services determined
- What is the structure of the health care system
- How is the health care system financed
- How is efficiency linked to social justice
- What is the impact of health expenditure on the economy
- How is the efficiency of hospitals affected

Cognitive Objects of the Thematic Unit:

- State intervention and the health system
- The role of primary care
- The role of secondary care

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN31 Human Rights and Patients' Associations

Code: GXN31

ECTS: 10

Type: Elective

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

The purpose of this unit is to familiarize the reader with the concept of human rights, the discrimination of rights, their historical development and the way they are constituted, as well as with the concepts of self-help, self-advocacy and the role of the patients' association. In particular, this unit consists of two distinct subsections. The first subsection, which covers eight teaching weeks, deals with the way human rights are constituted and developed in the European and global context, the analysis of discrimination of rights, the safeguarding of fundamental (individual) rights, the concept of social and health rights, and bioethics. The second subsection deals with the importance and role of the patients' association. In particular, it presents and analyses the concepts of self-organisation and self-help,

empowerment, advocacy and self-advocacy, how citizens can participate in decision-making regarding health policies and the promotion of population health, as well as the role of the patients' association.

Learning Outcomes:

Upon completion of the unit, students will generally be able to know:

- What are human rights and what is their importance for a fairer and safer world for people in general and for patients in particular.
- What are the health rights of patients protected by the welfare state.
- The role and importance of state institutions and NGOs as well as international organizations for the protection of patients' rights.
- How can patients help themselves.
- How can citizens and patient associations participate in health decision-making.

Cognitive Objects of the Thematic Unit:

- Delimitation, Human Rights History, and International Organizations
- Fundamental rights (individual, economic, political and social)
- Self-help and Patients' Associations (Self-help, Rights of the elderly, sick and chronically ill, good practices of patients' associations)

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN32 Insurance Institutions – Support Structures

Code: GXN32

ECTS: 10

Type: Elective

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

Insurance institutions play an important role in addressing so-called insurance and social risks. Both public insurance bodies (social insurance) and private insurance bodies (private insurance companies) contribute directly to the management of social and insurance risks. Health risk is one of the most important risks that, if it occurs, the impact on both the individual and society can be so significant and irreversible if it were not for the collective response. The objectives of this module are to analyse the concept of social and insurance risks by focusing its analysis on the risk of illness/illness and the risk of accidents. It will analyse the form of the market for insurance services, the way in which insurance institutions (public and private) manage social and insurance risks, how they make decisions on the services offered and how they are priced, the way in which the services offered are financed and the control exercised by the state and the competent institutions. Among other things, the module aims to analyze how consumers are protected and the basic principles of management of both public and private insurance providers.

Learning Outcomes:

Upon completion of the unit, students will generally be able to know:

- What is social and insurance risk
- What is the structure of the insurance market

- What is the role of private insurance carriers
- What is the role of social insurance
- The causes of state intervention in the health sector
- The role of rehabilitation centers and their relations with insurance companies and social insurance
- The structure of the insurance market
- The pricing process for insurance services
- The way in which insurance and social risks are managed
- The ways in which insurance undertakings are managed
- The way in which consumers are protected
- The ways in which insurance undertakings are controlled

Cognitive Objects of the Thematic Unit:

- Philosophy and structure of social security
- Philosophy and structure of private insurance
- Rehabilitation centers

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXN33 Financial Management of Health Care Facilities

Code: GXN33

ECTS: 10

Type: Elective

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

The aim of this unit is the study and in-depth financial management of health care facilities with emphasis on the presentation and evaluation of the financial situation, the planning of operations based on cost data and the evaluation of investment proposals.

Learning Outcomes:

Upon successful completion of the course the students:

- will know the framework for the preparation of the Financial Statements of health care facilities
- Understand the content of the Financial Statements
- will know the most important indicators and their categorisation
- will be able to apply the techniques of financial statement analysis
- Understand the concepts of costs and revenues
- Know the different categories of costs
- Will be able to identify the break-even point of health care facilities.
- will understand the time value of money
- will know the most important parameters of business investment decisions
- will be able to apply the most important techniques for evaluating investment projects with reference to the health services industry.

Cognitive Objects of the Thematic Unit:

- Financial information

- Use of cost data for planning and decision making
- Evaluation of investment projects

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

GXNDT Postgraduate Diploma Thesis

Code: GXNDT

ECTS: 30

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

General description of the Thematic Unit:

The postgraduate thesis is meant to combine and utilize the knowledge students have acquired over the course of their studies.

Students may propose a topic of their choosing for their Postgraduate Diploma Thesis, taking into account a special list of topics drafted by the Director and the Module Coordinators. This list is drafted based on the wider subject matter of the postgraduate studies program, as well as those of the individual Modules.

Indicative topics for research:

- Physiology
- Pathology of ageing – geriatrics
- Psychology – Counselling
- Social gerontology
- Neurological, psychiatric disorders
- Respiratory, cardiovascular disorders
- Diabetes mellitus, renal failure, interstitial anaemia, sickle cell anaemia
- Chronic pain management – End-of-life support
- Health Economics
- Human Rights and Patients' Associations
- Insurance institutions – Support structures

Learning Outcomes:

Upon completion of their Postgraduate Diploma Thesis, students will be able to:

- Apply the theoretical knowledge they acquired during their studies while dealing with a modern problem in the Aging and chronic diseases management.
- implement a literature review
- Combine quantitative and qualitative methods to approach complex problem related to the supply chain.
- Utilize critically and responsibly primary as well as secondary data sources.
- Effectively and creatively utilize internet/digital tools/media to draft/edit/distribute their texts.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: Students must have successfully completed the Modules of the first three semesters before they can start their postgraduate diploma thesis.

Module Delivery Method: Distance Learning

Sports Studies: Sociology, History, Anthropology

Objective – Purpose

The objective of the postgraduate program titled "Sports Studies: Sociology, History, Anthropology" (ASK) is to provide specialized knowledge regarding issues of social and cultural history, sociology, anthropology, and cultural studies of sports and athletic practices, through the integration of theoretical knowledge and research practice.

More specifically, the proposed postgraduate program aims to educate researchers in the field of Social and Human Sciences and the Science of Physical Education and Sports, through both theoretical and empirical/research-oriented sociological, historical, and anthropological approaches to sports and athletic practices. Upon completion of their studies, graduates of the program will have acquired the theoretical and methodological background as well as the necessary skills for the interdisciplinary social and cultural investigation of sports.

In addition to its research focus, the program also seeks to specialize sports executives, sports media professionals, and educators, bringing them into contact with new theoretical and methodological trends in the field of social, historical, and cultural studies of sports. The objective is to promote a new culture regarding the social and cultural dimensions of sports and athletic practices, so that through their critical connection with broader social and cultural structures and processes, dominant stereotypes and prejudices in public discourse and corresponding practices can be overcome. Furthermore, it aims to utilize sports as a means of socialization, social inclusion, and intercultural reflection.

Learning Outcomes

Upon successful completion of the program, students will be able to:

- Understand the fundamental concepts, theories, and methods, as well as the research fields (topics) of history, sociology, anthropology, and cultural studies of sports.
- Comprehend the complex historical, social, and cultural dimensions of contemporary sports.
- Critically investigate the historical and social processes of production and consumption of sports practices, sports spectacles, and sports products.
- Be aware of the social, political, and economic conditions, as well as the scientific advancements of late modernity that contributed to the renegotiation of the body and social gender.
- Understand the significance of physical education in shaping sports culture, athletic identities, and the social uses of sports and athletic practices.

- Describe emerging trends in the sports industry within the context of the professionalization and globalization of sports.
- Critically examine the structure, organization, and functioning, as well as the broader social and cultural role of sports institutions and practices, as well as fan communities.
- Be aware of the different forms, complex causes, and multiple consequences of deviant behavior and social control in sports contexts.
- Critically assess the institutional framework and policies implemented in the field of sports.
- Understand the main axes of theoretical discourse and the corresponding research agenda of the social sciences on the body and social gender, based on relevant Greek and international literature.
- Be familiar with ethnographic and micro-sociological examples that demonstrate the multiple and complex social and cultural meanings (gendered, class-based, ethno-cultural, racial) associated with the body and social gender, their performances, and transformations.
- Be familiar with ethnographic and micro-sociological examples that demonstrate the body and social gender as fields of political claims and conflicts.
- Assess the importance of physical education in the educational context.
- Understand the role, influence, and significance of sports in contemporary Greek society and education.
- Design and implement empirical social research in the field of sports and physical education.
- Design and implement social intervention and development programs through sports and physical education at the local, regional, and national levels.
- Design and implement physical education programs in the educational context.

Type of Postgraduate Programme

Master of Science, M.Sc.

ECTS of M.Sc.

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this M.Sc. is 120 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Duration of Study

The minimum time required for the completion of the M.Sc. is two (2) academic years.

Language of the M.Sc.

The official language of the M.Sc. is Greek. This means that the language in which all materials content and written assignments is Greek.

Admission Requirements

The following shall be admitted:

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0388 - Interdisciplinary programmes and qualifications involving social sciences, journalism and information

- 0314 Sociology and cultural studies
- 0312 Political sciences and civics
- 0222 History and archaeology
- 0114 Teacher training with subject specialisation

Course Structure:

The Master's Degree Programme "Sports Studies: Sociology, History, Anthropology" (ASK) is structured in four (4) academic semesters, which include nine (9) Modules and a Master's Dissertation. The minimum period of study is two (2) years and the total number of credits (ECTS) required for the Master's degree is 120 ECTS (30 ECTS per semester). In detail, the structure of the MSc is as follows:

1st Semester: 30 ECTS		
ASK50	Social and Cultural History of Sports	(C ¹ , 10 ECTS)
ASK51	Sociology and Anthropology of Sport: theory and method	(C, 10 ECTS)
ASK52	History of Physical Education	(C, 10 ECTS)
2nd Semester: 30 ECTS		
ASK53	Social and Political Function of Physical Education	(C, 10 ECTS)
ASK54	Fans and their Worlds I: the social organisation and evolution of fan communities	(C, 10 ECTS)
ASK55	“Deviance” and “Violence” in Sport Context	(C, 10 ECTS)
3rd Semester: 30 ECTS		
ASK60	Fans and their Worlds II: fan identities and culture	(C, 10 ECTS)
ASK61	Issues of Social Control in Sports Arenas	(C, 10 ECTS)
ASK62	Sociology and Anthropology of the Body and Gender	(C, 10 ECTS)
4th Semester: 30 ECTS		
ASKDE	Master’s Dissertation	(C, 30 ECTS)
<u>Note:</u>		

C¹: Compulsory

Guidelines for the selection of Modules

You may select from one (1) to three (3) Modules per semester.

During the procedure of declaring a Module, you must first exhaust the Modules of the previous semester and then declare the Modules of the next semester or select at the same time the ones you have left (from the previous semester).

The preparation of the Master’s Dissertation presupposes the successful attendance of all nine (9) Modules. The presentation of the Master’s Dissertation takes place after the successful completion of the program's Modules.

Successful completion of all the Modules and the successful completion and presentation of the Master’s Dissertation are required for the completion of the programme.

Students’ evaluation per Module: click [here](#).

Contact

Student Registry:

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General Information for candidates:

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Module Description

ASK50 Social and Cultural History of Sports

Code: ASK50

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

General description of the Thematic Unit:

According to the prevailing notion, sport activities consist a “universal” and “intertemporal” phenomenon; its genealogy can be traced back in the pre-neoteric forms of physical activity. However, as contemporary research has shown, the generation of sports activities as they are known today is related to broader social, cultural, economic and political processes that took place in the Western industrial countries.

In this context, at first, the contemporary sports are introduced in England in the 18th and 19th centuries more by a process of rupture than by synergy with previous forms of physical activity. The feature that consists their main distinction is the introduction of regulation, that among other facts allows the control of violence, their intensely competitive nature, as well as their independence from broader religious and ritual routines; this fact promotes the “pleasure” they offer to the participants as their only aim.

Starting from the case of modern and contemporary Greece, the TU develops along two interconnected thematic lines. The first concerns the historical processes for the formation, propagation and institutionalization of sports activities. The second is related to the social, cultural and political-ideological aspects that prevail at various periods in the field of sports.

Learning Outcomes:

After the end of the unit, students are expected to:

- Examine the place of sport and athletics in the context of contemporary historical research,
- Distinguish the main scientific paradigms of historical research on sport and sports,
- Identify the main theoretical and empirical strands of historical research into sport and sporting activities,
- Explore the historical processes of formation, dissemination and institutionalization of sport and modern sports in the context of modernity,
- Assess the importance of sport and sports in shaping modern societies.

Cognitive Objects of the Thematic Unit:

- The place of sport and sports in the context of historiography
- The historical processes of the birth of modern sports

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK51 Sociology and Anthropology of Sport: theory and method

Code: ASK51

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

General description of the Thematic Unit:

Sport as a significant leisure activity in modern society is connected to a network of cultural practices and commoditized relations through which identities are performed and particular symbols and meanings become objects of negotiation and appropriation. The Thematic Unit examines the social contexts of sports institutions and activities and the interrelationships between society, economy and sports in modern society. Furthermore, it highlights the conditions for the evolution of traditional games into institutionalized sports, the conditions

for the formation of sociology, and later anthropology, of sports as distinct disciplines within the social sciences. The Thematic module also presents the theoretical background of the most important schools of sociological thought in the field of sports: the structural-functional perspective of sports, the theory of formations (figurational approach) of Elias, the Marxist approach, post-structuralism, the approach of the biopower of sports, feminist criticism etc.

Learning Outcomes:

After the end of the unit, students are expected to:

- Be aware of the multiple and complex social, cultural, economic and political dimensions of sport and sports and their interconnections
- Know the main axes of theoretical reflection and the corresponding research agenda of the social sciences on sport and sports, based on the relevant Greek and international literature
- Know the basic methods of sports social research, the connection of each of them with individual research questions and the corresponding sources of research material
- Be able to design and implement social and historical micro-research related to sport and sports.

Cognitive Objects of the Thematic Unit:

- Issues of sociology and anthropology of sport and sports
- Sport and sports: methods and techniques of social field research

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK52 History of Physical Education

Code: ASK52

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

General description of the Thematic Unit:

The development of gymnastics and sport, despite their parallel course, had a different ideological and social scope. The values of discipline and collectivity, which exercising promoted, as opposed to the liberal ideology and individualism promoted by sport, gave it a quick acceptance by lower classes, and it was used primarily as a means of moral education. Goal of the T.U. is to make students understand how prevailing social, cultural, political and economic conditions have influenced the processes of shaping Physical Education in education. With the term Physical Education, we refer to physical exercise-gymnastics as a distinct cognitive subject and part of the educational process at all educational levels, but also at educational institutions training gymnasts.

The T.U. focuses mainly on the theoretical and methodological approaches that highlight the multiplicity of the field and the interdisciplinary nature of the central epistemological issues, terms and concepts that concern the history of Physical Education. In order to approach these multi-aspect dimensions, the module develops into two corresponding thematic axes. The first axis begins with the introduction to historiographical approaches to the evolution of

physical education. The second attempts a historical review of the forms and conditions of integration of physical education into Greek educational system.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Connect the processes of physical education evolution with different historical periods
- Examine the role, influence and importance of physical education and sport in modern Greek society and education
- Recognize the close interconnection of Physical Education with the educational, social and political processes of each period
- Distinguish the multiple and complex conceptual relationships between the meanings of "Gymnastics", "Physical Education" and "Physical Education"
- Evaluate and exploit research findings.

Cognitive Objects of the Thematic Unit:

- Historiographical Approaches to Physical Education
- History of Physical Education in Educational system

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK53 Social and Political Function of Physical Education

Code: ASK53

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

General description of the Thematic Unit:

Analyzing the social role of physical education highlights its important political functions, contributing to the definition of social values and standards in modern society.

The T.U. purpose is to make students understand how the prevailing social, cultural, political and economic conditions have functioned so as to shape physical education in school.

In order to comprehend these multifaceted dimensions, the module develops along two thematic axes. The first axis examines physical education in the context of educational reforms (education policy, legislation, curricula, modernization and teacher education). The second axis examines the ideological influences that shaped educational practices in physical education.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Examine the role, influence and importance of physical education and sport in modern Greek society and educational system
- Recognize the close interconnection of the field of physical education with the educational, social and political processes of each historical period
- Research and critically analyze the processes of shaping policies for physical education and sport
- Evaluate research findings

Cognitive Objects of the Thematic Unit:

- Physical education and educational reforms
- Physical education: construction of identities

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK54 Fans and their Worlds I: the social organisation and evolution of fan communities

Code: ASK54

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

General description of the Thematic Unit:

The complex and multifaceted social dimensions of sport do not only concern the institutions and the social organization of sport, but also the subjects, collectives and communities of fans and followers. In modern societies, communities of fans and organized fans shape special meaning systems, ways of thinking and behavior.

The specific Thematic Unit aims to investigate, on the one hand, the terms of formation, the forms of organization and the social relations and practices that develop in the worlds of fans and, on the other hand, their interaction with the wider socio-cultural context in which they emerge.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Be aware of the historical formation processes of fan communities
- Be aware of the differences in the social and cultural characteristics of the audiences of different sports
- Be aware of the historical, social and cultural foundations of the opposition between 'fan' and 'supporter'
- To be aware of the processes of historical formation of supporters in popular team sports, especially football
- To be familiar with the forms of organisation, structure and function of organised supporters' associations
- To be aware of the importance of the media in the development of supra-local, imaginary and imaginary fan communities

Cognitive Objects of the Thematic Unit:

- Historical and social dimensions of the collective organisation of fans and supporters
- Aspects of the organisation and functioning of organised fan communities: the social constitution of modern fanhood

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK55 "Deviance" and "Violence" in Sport Context

Code: ASK55

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

General description of the Thematic Unit:

In public discourse, the field of the sports enthusiasts and especially of organized fans has mainly been related with 'social deviance' and violence. In accordance with the agenda of Mass Media and other related institutions a big part of the academic literature on sports is tackling with similar issues.

In spite of that, modern theoretical approaches indicate a more complex relation between sports, fans and 'deviant behavior', highlighting the role of sport institutions, athletic associations and athletes themselves in cases of events of 'deviance' in sport related spaces. The aforementioned conclusions are valid even more so due to the instrumentalization of sports in the context of the dominant social, political and economic system.

Based on all the above, the goal of this T.U. is the critical examination of the phenomena of 'deviance' in athletic spaces. More specifically, this course will investigate issues regarding the varying forms and dimensions of such social practices, their hegemonic and counterhegemonic representations and the different theoretical propositions that have articulated to account for their social and cultural interpretation.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Distinguish between different forms of 'deviance' between sport fans
- Recognize the potential role of athletes and sport officials in case of 'athletic deviance' and especially violence
- Examine dominant and alternative representations of 'deviance' in the context of sports
- Compare different theoretical approaches on the issue
- Plan and implement relevant research on the issue

Cognitive Objects of the Thematic Unit:

- Forms of 'deviance' in sport spaces
- Representations and interpretations of 'deviance' and 'violence' in sport context

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK60 Fans and their Worlds II: fan identities and culture

Code: ASK60

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

Sport fans' worlds constitute a multidimensional and dynamic social field within which changing forms of identification are expressed. The aim of the Thematic Unit concerns how fans identities are constructed and to make sense of the cultural practices and rituals through which they are performed.

In particular, the Thematic Unit is developed in two theoretical and research lines of reasoning. The first deals with how fans' identities are related to the historically contingent social, class and cultural realities which frame their communities. The second focuses on both the cultural material and the performative dimension of fans' identities by emphasizing, on the one hand, on the various forms of cultural expressions which are enacted in the life-worlds of sports and, on the other, on how confrontation rituals shape these identities.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Know the importance of fan engagement in building a sense of self and community
- Be aware of the relationship between fandom and other forms of social, cultural and political identity
- Be aware of the importance of sport as a field of popular cultural creation and as a source of inspiration for artistic production
- To design and implement a corresponding empirical research project

Cognitive Objects of the Thematic Unit:

- The social and cultural content of fan identities
- Collective action, values and symbols in fan communities

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK61 Issues of Social Control in Sports Arenas

Code: ASK61

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

The hegemonic representations and interpretations of 'delinquency' and 'violence' in sports venues aspired and aspire to determine the design and implementation of corresponding legislation or policies of 'preventive', but mainly repressive social control. The purpose of the Thematic Unit is the critical investigation of the forms of social control in the field of sports. In particular, issues such as the legal-institutional, but also the informal operating framework of the bodies involved in the event and/or dealing with them and the corresponding policies that have been proposed and implemented from time to time are investigated.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- Be aware of the institutional-legal and informal framework of the constitution and operation of organised supporters' associations
- Be familiar with the legal-institutional framework for dealing with sports violence
- Be aware of the individual bodies involved in dealing with sports violence
- Be aware of the different policies that have been proposed and/or implemented in Greece and internationally to address sports violence
- Be aware of the relationship between 'theoretical' approaches to 'sports violence' and 'deviance' and the corresponding policies and practices

- Design and implement relevant research

Cognitive Objects of the Thematic Unit:

- The institutional-legal framework for the operation of organised fans' associations in Greece and Europe
- Bodies and policies for dealing with sports violence in Greece and internationally

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASK62 Sociology and Anthropology of the Body and Gender

Code: ASK62

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

General description of the Thematic Unit:

In the context of the revised theoretical approaches of the past decades at the field of social sciences, an increasing number of sociological and anthropological studies underlined the "body" and the "sex" as important and interrelated areas of research. The excessive focus of study of sociologists and social anthropologists to the processes of social and cultural construction of the body and sex is not exclusively related to theoretical fermentations.

It also reflects broader socio-political and economic transformations as well as specific scientific and technological developments that characterize the later modernity. In this aspect, the interest of the researchers focuses on body analysis in relation to the construction of gendered subject, timely action, power relations, identity, difference, etc.

In order to comprehend these multifaceted dimensions, the module develops along two thematic axes. The first axis examines theoretical contribution of social sciences in relation with the processes of social, cultural and political production of body and sex. The second axis examines the importance of sport and physical education as a field of sex-based physical practices.

Learning Outcomes:

It is expected that upon successful completion of the module, students will be able to:

- To know the main axes of theoretical reflection and the corresponding research agenda of the social sciences on the body and social gender, based on the relevant Greek and international literature
- Be familiar with the social, political and economic conditions, as well as the scientific developments of late modernity that contributed to the rethinking of the body and social gender
- Be familiar with ethnographic and microsociological examples that demonstrate the multiple and complex social and cultural meanings (gender, class, ethno-cultural, racial) associated with the body, social gender, their performances and transformations
- Be familiar with ethnographic and micro-sociological examples that demonstrate the body and gender as fields of political claims and conflicts

- Be aware of the importance of sport and sports in the processes of social production of the body and gender

Cognitive Objects of the Thematic Unit:

- Body and gender in the social sciences
- Sport, body and gender

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

ASKDE Master's Dissertation

Code: ASKDE

ECTS: 30

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

General description of the Thematic Unit:

The preparation of the Master's dissertation takes place after the successful completion of all nine Thematic Units of the program. Its duration is one academic semester. The dissertation can be based on primary empirical research or an original critical review of the relevant literature and address issues related to the Thematic Units and the individual axes that make them up. Its topic is proposed by the student and is formed in its final form in collaboration with the supervising professor-advisor.

Learning Outcomes:

Upon completion of the Dissertation (DE), the student is expected to:

- Is able to conduct original social research on issues related to sport and physical education,
- Recognizes, applies and combines the different methods and techniques of the social sciences (ethnographic research, archival research, discourse and content analysis, quantitative social research) in the study of sports and physical education,
- Knows and observes the principles and rules of ethics of social research.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: The oral support of the dissertation requires the successful completion of all nine (9) Units of the 1st, 2nd and 3rd semesters of the Program.

Module Delivery Method: Distance Learning

Contemporary Journalism Studies

Type of Postgraduate Programme

Master of Arts, M.A.

ECTS of M.A.

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this M.A. is 120 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Admission Requirements

The following shall be admitted:

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Duration of Study

The minimum time required for the completion of the M.A. is two (2) academic years.

Language of the M.A.

The official language of the M.A. is Greek. This means that the language in which all materials content and written assignments is Greek.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0321-Journalism and reporting

Course Structure:

1st Semester: 30 ECTS		
SDS50	Journalism and Communication in the Contemporary World	(C ¹ , 15 ECTS)
SDS51	Principles and Techniques of Contemporary Journalism	(C, 15 ECTS)
2nd Semester: 30 ECTS		
SDS52	Journalism Ethics and Codes of Conduct	(C, 15 ECTS)
SDS53	Web Journalism	(C, 15 ECTS)
3rd Semester: 30 ECTS		
SDS60	Contemporary Journalism Specializations I	(C, 15 ECTS)
SDS61	Contemporary Journalism Specializations II	(C, 15 ECTS)
4th Semester: 30 ECTS		
SDS62	Dissertation	(C, 30 ECTS)

Note:

C¹: Compulsory

Guidelines for the selection of Modules

Students may select from one (1) to two (2) Modules per semester.

Students who only select one Module in the first semester must select SDS50.

Students must then select in order of priority the Module(s) that belong to the following semesters if they have completed all the Modules of the previous semester, or if they also select all the Modules that they have not yet successfully passed from the previous semester. The preparation of the Dissertation presupposes the successful attendance of all six (6) Modules. The presentation of the Dissertation takes place after the successful completion of the program's Modules.

To complete the program, students must successfully attend all the Modules and successfully prepare and present their Dissertation.

Students' evaluation per Module: click [here](#).

Contact

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General Information for candidates:

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Module Description

SDS50 Journalism and Communication in the Contemporary World

Code: SDS50

ECTS: 15

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim:

- The transition from mass communication to digital communication
- New forms of journalism
- Problems and requirements of intercultural communication
- The challenges of journalism in a globalized world

Learning Outcomes:

Upon completion of SDS50 the students will be able to:

- Comprehend the basic characteristics of the new communication landscape that emerged from the development of online/web and digital media
- Discern the variety of participatory, communitarian and alternative forms of journalism that have developed in the digital age
- Perceive the new roles that journalists are called upon to develop in the digital age
- Analyze the phenomena and processes that characterize global communication and intercultural communication
- Understand and develop an awareness of the significance issues such as citizenship, race, sex, human rights and national cultural identity have on contemporary journalism
- Evaluate the role of the media and journalism on the problems of today's globalized world (wars, environment, terrorism, crises)
- Contribute usefully to social intercultural communication, political and cultural diversity, mutual understanding between societies and the resolution of conflicts

Cognitive Objects of the TU:

- Theory of New Media
- Alternative and participatory media
- Intercultural communication
- Crisis Journalism

Prerequisites: There are no prerequisites for this Thematic Module.

SDS51 Principles and Techniques of Contemporary Journalism

Code: SDS51

ECTS: 15

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim:

- The definition, mission and historical development of contemporary journalism
- Political, economic, social and cultural roles in practicing journalism
- Techniques of investigative journalism

Learning Outcomes:

Upon successful completion of the course students will be able to:

- Comprehend the basic historical stages, as well as the political, social, economic and technological factors that defined the development of contemporary journalism
- Perceive the role and contribution of journalism to democratic public spheres
- Discern and evaluate the basic roles and practices of journalism

- Acquire and understand the basic techniques of investigative journalism

Cognitive Objects of the TU:

- History and Theory of journalism
- Techniques of investigative journalism

Prerequisites: The selection of the Modules is made in the order that the program structure follows.

SDS52 Journalism Ethics and Codes of Conduct

Code: SDS52

ECTS: 15

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim:

- Journalism standards, ethics and codes of conduct
- Case studies of ethical issues and standards from the Greek or international media

Learning Outcomes:

Upon completion of SDS52 the students will be able to:

- understand the nature of debates and discussions about media ethics, deriving from the challenges for the journalistic profession across times and cultures, but also in the context of digital cultures
- acknowledge and understand the vital part that codes of conducts and media ethics have in national and international contexts and across cultures, in shaping news and journalism cultures, but also in regulating the profession and the conduct of the professional
- combine journalism practice with complying with professional ethics and codes of conducts

Cognitive Objects of the TU:

- Journalistic Ethics - Journalistic Codes of Practice

Prerequisites: The selection of the Modules is made in the order that the program structure follows.

SDS53 Web Journalism

Code: SDS53

ECTS: 15

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim:

The unit's themes and key angles are:

- Forms and techniques of investigative journalism and production on the web
- Content confirmation techniques on the social media
- Data Journalism
- Audiences of online/web media: surveillance, monitoring, participation and

interaction

Learning Outcomes:

With the completion of SDS53 the student is expected to:

- understand the new ways of research and work that journalists are required to develop in the digital age
- compose multimedia reports/texts for online sharing/dissemination
- utilize social media effectively
- check the reliability of information coming from social media
- develop meaningful interaction with the public
- design/disseminate informational material that responds to the new manners of using informational online media

Cognitive Objects of the TU:

- Theory and practice of web journalism
- Data Journalism
- Content confirmation techniques produced by web users

Prerequisites: The selection of the Modules is made in the order that the program structure follows.

SDS60 Contemporary Journalism Specializations I

Code: SDS60

ECTS: 15

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim:

The Thematic Unit SDS60 is a compulsory course of the Contemporary Journalism (SDS) postgraduate study program, with (a) emphasis on two (2) main specialization areas of modern journalism: International/European issues/politics, and Science, Technology, Health, Environment.

Learning Outcomes:

With the completion of SDS60 the students are expected to:

- Comprehend the distinctive cognitive skills of contemporary journalism on the institutions and politics of international and European organizations and societies, as well as the problems and challenges of science, technology, health and the environment in a globalized world
- Enrich the knowledge and investigative skills that the practice of journalism demands in these specializations
- Develop a professional portfolio of original investigative reports on the above-mentioned areas/specializations
- Develop the cognitive-research background that is required for the preparation and submission of a post-graduate dissertation

Cognitive Objects of the TU:

- Global and European Journalism
- Science Journalism (Technology, Health and Environment)

Prerequisites: The selection of the Modules is made in the order that the program structure follows.

SDS61 Contemporary Journalism Specializations II

Code: SDS61

ECTS: 15

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim:

- The study of two (2) basic specializations of contemporary journalism: Urban-City Journalism/Quality of life/Culture, and Local Communities/Development/Tourism
- Plan, preparation and submission of investigative journalism reports in these two areas

Learning Outcomes:

The successful completion of the thematic unit enables those who have followed it systematically:

- Comprehend the distinctive cognitive skills of contemporary Urban-City Journalism/Quality of life/Culture, and Local Communities/Development/Tourism
- Enrich the knowledge and investigative skills that the practice of journalism demands in these specializations
- Develop a professional portfolio of original investigative reports on the above-mentioned areas/specializations
- Develop the cognitive-research background that is required for the preparation and submission of a post-graduate dissertation

Cognitive Objects of the TU:

- Urban-Cultural Journalism
- Journalism of Local Communities, local-regional development and tourism

Prerequisites: The selection of the Modules is made in the order that the program structure follows.

SDS62 Dissertation

Code: SDS62

ECTS: 30

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

Module Aim:

The postgraduate thesis is meant to combine and utilize the knowledge students have acquired over the course of their studies.

Students may propose a topic of their choosing for their Postgraduate Diploma Thesis, taking into account a special list of topics (with detailed descriptions) drafted by the T.U. Coordinators. This list is drafted based on the wider subject matter of the postgraduate studies program, as well as those of the six individual T.U.s. Students must prepare the final topic and description of the Postgraduate Diploma Thesis in collaboration with the counselor.

Indicative topics for research:

- The transition from mass to digital media.
- New forms of journalism
- Internet and the public sphere
- History and evolution of media/journalism
- Media systems, journalistic modes
- Principles and techniques of investigative journalism
- Ethics and models of ethical journalism
- Consequence of digital journalism on the politics and economic operation of the media
- Convergence journalism
- Digital Journalism and internet
- International News & Journalism
- Science Journalism
- Multicultural journalism
- Narrative Journalism
- Community Journalism

Learning Outcomes:

Upon completion of their Postgraduate Diploma Thesis, students will be able to:

- Carry out original journalistic research on a wide variety of topics of public interest,
- Research, compile, verify, and critically assess information, and effectively organize and present it
- Adhere to the principles and rules of journalistic ethics and standards
- Know the public mission and social responsibility of the journalist
- Effectively and creatively utilize internet/digital tools/media to draft/edit/distribute their texts
- Critically and responsibly utilize both primary and secondary sources

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: The viva exam of the Dissertation presupposes the successful completion of all Modules of the Program.

Social and Solidarity Economy

Objective – Purpose

The Post-Graduate Studies Program in “Social and Solidarity Economy” (henceforth SSE) is multidisciplinary, combining the majority of the social sciences, namely Economics, Sociology, Political Science, Law, Geography, and Psychology. Its objectives are twofold, both academic and practical. It offers specialized theoretical and research knowledge in a field that is rapidly growing globally, in addition to specialized practical and applied skills.

The PSP aims to produce graduates with the necessary knowledge and skills to either contribute to theoretical and empirical scientific research or directly implement the principles, values, and practices of the Social and Solidarity Economy by initiating new social and solidarity economy ventures or enhancing already existing ones, through counsel to anyone interested in establishing them, planning the local development of Social and Solidarity Economy or staffing the local, regional and central administration / government and the support structures of the social and solidarity economy.

Learning Outcomes

Upon completion of the Social and Solidarity Economy (Henceforth SSE) PSP, graduates will have learned:

- The content, history, and foundations of the concept of SSE.
- The basic theoretical – epistemological assumptions and central arguments of the contemporary approaches to SSE.
- To identify the diverse types of SSE enterprise, rewards for labor, finance, and transactions.
- To critically approach contemporary theories regarding the commons.
- The technologies and practices based on or focused on the commons.
- To research the commons through an interdisciplinary, multi-faceted approach, combining theoretical study and discussion with practical and participatory learning procedures.
- The opportunities and challenges arising from the emergence of new collaborative models of production of commons.
- The various approaches to development policies and their spatial dimensions.
- The various approaches to social innovation.
- To plan the organization and development of the SSE, at the community level, either local or regional.
- The objectives and political stakes of public policies as well as the factors that shape them in specific countries.
- To assess relations, historically and critically, between the state and the SSE.
- The historicity of the political debate that is evolving centered on the SSE.
- How to plan and implement public SSE policies.
- To assess the relation, historically and critically, between social movements and the SSE.
- To identify and evaluate business "opportunities" and innovative perspectives in SSE.
- The recent economic – technological developments and evaluating their impact on the SSE.
- To develop and coordinate SSE venture management and function strategies.
- To develop the appropriate strategies for product and service placement and diversification.
- The terms and necessary prerequisites for the creation of different types of teams, in addition to their stages of development.
- The factors that influence team dynamics.

- To plan and implement communication models between those involved in SSE ventures.
- To suggest means of resolving inter-team conflicts.
- To plan reflective and self-evaluation processes for team projects.
- The variety of management models across SSE ventures.
- To support team members of SSE ventures in planning and implementing decision-making and management models.
- To organize the management functions of an SSE venture.
- To collectively coordinate SSE venture employees.
- To program and oversee the implementation of production processes.
- To identify and determine the funding/financial requirements of SSE ventures.
- The national and European policies in place for funding SSE ventures, in addition to the management and financial positions of said ventures.
- To identify and evaluate the available sources of alternate funding for SSE ventures.
- To assess the possible risks of alternative sources of funding for SSE ventures and fulfill their individual objectives.
- To make decisions in conditions of uncertainty and risk, ensuring the investment readiness of an SSE venture.

Type of Postgraduate Programme

Master of Science, M.Sc.

ECTS of M.Sc.

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the completion of this M.Sc. is 120 ECTS. Students can select to study Modules whose ECTS adds up to no more than 30 ECTS per semester.

Duration of Study

The minimum time required for the completion of the M.Sc. is two (2) academic years.

Language of the M.Sc.

The official language of the M.Sc. is Greek. This means that the language in which all materials content and written assignments is Greek.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological

Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0318 – Inter - disciplinary programmes and qualifications involving Economics, Political Sciences and Civics, Psychology, Sociology and Cultural Studies.

Course Structure:

1st Semester: 30 ECTS		
KA050	Concepts and theories of Social and Solidarity Economy	(C ¹ , 10 ECTS)
KA051	Organizational forms and types of the Social and Solidarity Economy	(C, 10 ECTS)
KA052	The Commons: an alternative paradigm	(C, 10 ECTS)
2nd Semester: 30 ECTS		
KA060	Spatial development, social innovation and the Social and Solidarity Economy	(C, 10 ECTS)
KA061	Public policies and legal framework for Social Solidarity Economy	(C, 10 ECTS)
KA062	Social Movements, State and the Social and Solidarity Economy	(C, 10 ECTS)
3rd Semester: 30 ECTS		
KA070	Social and Solidarity Economy Business Planning	(C, 10 ECTS)
KA071	Social Project Management	(C, 10 ECTS)
KA072	Financial Management and Financing of Social and Solidarity Economy enterprises	(C, 10 ECTS)
4th Semester: 30 ECTS		
KAODT	Post-Graduate Diploma Thesis	(C, 30 ECTS)

Note:

C¹: Compulsory

Guidelines for the selection of Modules

Students may select one (1) to three (3) Modules per semester.

In the first semester, if students select only one (1) T.U., they are required to select KAO50. If they select two (2) Modules, they are required to select KAO50 and KAO51. If they select all three, the third shall be KAO52.

In the following two semesters, students may select any of the Modules available in each semester, under the condition that they also select any Modules that they had not selected from the previous semester. For better comprehension of the Cognitive Objects, the following selection orders are suggested: KAO62-KAO61-KAO60 for the 2nd Semester and KAO71-KAO72-KAO70 for the 3rd semester. The preparation of the Post-Graduate Diploma Thesis presupposes the successful attendance of all nine (9) Modules. The presentation of the Post-Graduate Diploma Thesis takes place after the successful completion of the program's Modules.

Students' evaluation per Module: click [here](#).

Contact**Student Registry:**

Tel.: +30-2610 367321 - E-mail: kao@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Module Description**KAO50 Concepts and theories of Social and Solidarity Economy**

Code: KAO50

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim: The T.U. aims to introduce students to the field of the KAO. It is thus organized into two sub-sections: in the first the theoretical foundations and substance of the KAO are discussed and compared to similar concepts. The second comprises an overview of the basic, classic, and contemporary approaches to the KAO, and aims to introduce students to the relevant scholarly discussions.

Learning Outcomes: Upon successful completion of KAO50, students will have learned:

- The content, history, and theoretical foundation of the concept of the KAO and its distinction from similar concepts.
- The content of concepts often encountered in the study of the KAO.
- The history of the theoretical discussion on the KAO and the significance of previous approaches to the issue on the modern discussion.

- The fundamental theoretical and epistemological assumptions and central arguments of the modern approaches to the KAO

Cognitive Objects of the TU:

- Conceptual clarifications of the Social and Solidarity Economy.
- Classic and modern approaches to the Social and Solidarity Economy.

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO51 Organizational forms and types of the Social and Solidarity Economy

Code: KAO51

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim: The T.U. aims to show how the different types of KAO, overcoming the strict profit logic, serve principles that promote the coverage of social - environmental needs and at the same time cover the whole range of needs that arise in the different phases of the economic cycle. The structure of the module is divided into 3 parts related to forms / types of businesses, remuneration of work and transactions. At the same time, examples are listed that help students to understand the wide range of projects that KAO includes.

Learning Outcomes: Upon successful completion of KAO51, students will be able to:

- Distinguish the multiple forms and types of businesses included in the KAO.
- They understand how the work provided under the KAO is remunerated.
- Understand the multiple types of transactions within the KAO.

Cognitive Objects of the TU:

- Forms and types of enterprises of the Social and Solidarity Economy
- Forms and types of labor remuneration in the Social and Solidarity Economy
- Forms and types of transactions in the context of the Social and Solidarity Economy

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO52 The Commons: an alternative paradigm

Code: KAO52

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim: The module aims to introduce students to the theories, practices and contemporary studies of 'commons' as an alternative paradigm of social organization in the economy, governance, political praxis, culture and communication.

Commons incorporate a number of concepts, including 'common-pool resources' (Ostrom, 1990), 'commons-based peer production' (Benkler and Nissenbaum, 2006) or simply the 'common' (Hardt and Negri, 2012) or 'commun' (Dardot and Laval, 2015). In plain terms it

refers to goods or resources that are collectively owned, produced, managed or shared by a community of people.

These common goods/resources are of many different types: natural common-pool resources, such as pastures, fisheries, forests, irrigation infrastructures, etc., common means of production, such as capital assets of worker cooperatives, and digital commons, such as open-source software and wikis. In all these cases the members of the community have equitable access to the common good/resource, whereas the overall access terms and conditions to non-members might be quite different from one common to another, ranging between complete exclusion to outsiders and full open access to everybody. The commons community develops institutions of collective governance to manage the common good/resource, where all members participate on an equal footing. These institutions give rise to alternative forms of organization that go beyond the dominant structures of state (public/state ownership, bureaucratically managed) and market (private ownership, profit-oriented).

This module will outline the contemporary studies of commons to explore whether, and if so how, commons offer sustainable and constructive ways upon which social organization and social entrepreneurship can be built today, based on social values like sharing, equal cooperation, democratic participation, self-organization, solidarity, openness, community pluralism, sustainable development or degrowth.

Learning Outcomes: Upon successful completion of the module students are expected to:

- Be familiar with the contemporary literature of commons;
- Have sufficient knowledge of the contemporary theories and practices of commons as well as the governance structures that give rise to commons enterprises;
- Approach all the above in an interdisciplinary and multifaced way, combining theoretical knowledge with experiential and participatory learning processes;
- Perceive the opportunities and challenges emerging for the new cooperative models in the provision of common goods;
- Have adequate knowledge of the main theories of commons as a political concept, as well as the democratic principles and bases of governance that distinguish commons as an alternative paradigm;
- Be capable of critical thinking and critical analysis of the contemporary theories and approaches to commons.

Cognitive Objects of the TU:

- Fundamental principles and theories of the commons.
- Digital commons and networks: technologies, governance, economy, and innovation.
- Political theories of the commons.

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO60 Spatial development, social innovation and the Social and Solidarity Economy (SSE)

Code: KAO60

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim: The thematic unit focuses on the relationship between the SSE, local/community development, and spatial development at all levels. Concurrently, the unit aims to demonstrate the social innovation that SSE enterprises cause as a primary factor in the aforementioned relations. For this reason, the unit is divided into three sub-sections. The first is a critical overview of a series of approaches to development, with emphasis on its spatial aspects. The second critically analyzes social innovation approaches. The third examines the interaction between the aforementioned factors and the SSE. Teaching in all three sub-sections includes examples.

Learning Outcomes: Upon successful completion of KAO60, students will have learned:

- The various approaches to development and their spatial parameters.
- The various approaches to social innovation.
- The relationship between spatial development, social innovation, and the SSE.
- To plan at the community level and above the organization of SSE ventures, aimed at producing social innovations.

Cognitive Objects of the TU:

- Alternative approaches to spatial development and their relationship with the Social and Solidarity Economy.
- Approaches to social innovation and their relationship with the Social and Solidarity Economy and spatial development.
- Spatial aspects and planning of the Social and Solidarity Economy for the production of social innovation within the framework of spatial development.

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO61 Public policies and legal framework for Social Solidarity Economy

Code: KAO61

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim: Social and Solidarity Economy (SSE) has been present in the public policy agenda by actors with often contrasting political standpoints and practices, such as, for example, the European Commission, national governments from across the political spectrum, and anti-austerity social movements. Why is SSE such an attractive prospect to representatives of such disparate politics? Is support for SSE an ideologically neutral position, as the public discussion often suggests? Are there competing reasons and different public policies for the promotion of SSE? What is the impact of SSE public policies? The present unit aims to utilize the experiences other states have gained over the course of the ongoing financial crisis in promoting SSE, in order to enrich graduates with the necessary knowledge and skills in contributing to the development and planning of KAO public policies in Greece. The comparative analysis of public policies attempts to deconstruct the perception of ideological neutrality that is often connected with the promotion of SSE, to denote the differences of experience in particular fields of development and implementation of public policy, and to

demonstrate that scholarly disagreements regarding the definition of the field and the terms utilized to describe it (social and solidarity economy, social entrepreneurship) are not mere academic scholasticism, but instead encapsulate different visions and policies.

Learning Outcomes: Upon successful completion of KAO61, students will have learned:

- To discern the different political orientations of public policies planned and implemented in particular states.
- The factors that shape public policy, in addition to their objectives.
- To contribute to the planning and implementation of public policy regarding the KAO.

Cognitive Objects of the TU:

- Legal frameworks for Social Solidarity Economy
- Welfare policies for Social Solidarity Economy
- Employment and social protection policies and Social and Solidarity economy

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO62 Social Movements, State and the Social and Solidarity Economy

Code: KAO62

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim: The objective of TU is to connect the phenomenon of social and solidarity economy (SSE) with the wider social and political environment within which it has been historically developed. At the same time, it aims to study SSE in relation to the power relations on the one hand and to the processes of social change on the other.

For these purposes, the TU examines the relation between SSE and social movements and the state, both theoretically and historically. The element that connects these two factors is the question of power relations, which concerns a significant part of the literature on SSE. On the one hand, there is the state, as the pure form of power, which sometimes limits the possibilities of alternative ventures, sometimes strengthening or integrating them and sometimes suppressing them, and on the other hand social movements, which challenge various forms of power and seek social change.

Learning Outcomes: Upon successful completion of the thematic unit, students will have learned:

- The commonalities and differences between social movements and social solidarity economy ventures in reference to the strategies for social change.
- To use conceptual and methodological tools drawn from the field of social movements to better understand social and solidarity economy.
- To critically analyze the various ways that took state policies about social and solidarity economy in different places and times.
- The history of the political discussion about social and solidarity economy.

Cognitive Objects of the TU:

- Social Movements and the Social and Solidarity Economy
- State and the Social and Solidarity Economy

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO70 Social and Solidarity Economy Business Planning

Code: KAO70

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim: The T.U. KAO 70 seeks to provide students with the necessary planning skills and mind-set to identify and evaluate KAO-related business “opportunities”. Students are thus encouraged to familiarize themselves with business planning and analysis through teamwork, by forming teams developing a business idea. Concurrently the T.U. discuss various issues of entrepreneurship and innovation management.

Learning Outcomes: Upon successful completion of KAO70, students will have learned:

- To recognize and evaluate “opportunities” for entrepreneurship and innovation.
- The latest technological advances and their impact.
- To analyze project issues and organize the appropriate management strategies.
- To categorize consumers into individual groups through market segmentation methods.
- To develop and promote the appropriate strategies for product and service placement and diversification.
- To implement strategic analysis and planning models.
- To transfer business ideas into concrete social enterprise projects.

Cognitive Objects of the TU:

- The nature of the business idea in the Social and Solidarity Economy – Methods of producing original ideas
- The business models of Social and Solidarity Economy enterprises
- Product development and market research – Marketing
- Business function planning
- Development of Social and Solidarity Economy enterprise business plans.

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO71 Social Project Management

Code: KAO71

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim: The primary components for the sustainable development of KAO enterprises are the composition of the founding members, their internal functions, and their democratic management. On the one hand, given the lack of other forms of capital, relations of trust between the founding members of a team have increased importance. On the other, KAO

enterprises must balance various different functional principles and pressures (market competition, state regulation and oversight), while concurrently reinforcing the relations of trust between team members and their wider environment.

The objective of the present unit is three-fold: First, to explain how teams are formed and function. Second, to familiarize students with the plethora of decision-making models, practices, and methods of facilitating internal functioning. Third, to familiarize students with the management principles that apply to KAO enterprises.

Learning Outcomes: Upon successful completion of KAO71, students will have learned:

- The various types of teams, the terms and preconditions for team formation, and the stages of team development.
- To identify issues connected with team dynamics (inclusiveness, team structure, inter-member relations).
- To promote effective models of communication between team members.
- To promote dispute resolution methods and reflective and self-evaluation proceKAOs for the team.
- To plan proceKAOs for the formation of collective and solidarity teams and enterprises.
- The variety of management models within a single KAO enterprise.
- To support KAO enterprise team members in planning and implementing decision-making and management models.
- To support KAO enterprise team members in the implementation and function of decision-making proceKAOs that facilitate the function of each enterprise, by evaluating the positive and negative aspects of individual choices.
- To train the members of KAO enterprises and consult them regarding the facilitation of inter-group functions.
- To organize the various management functions of a KAO enterprise.
- To collectively coordinate KAO enterprise employees.
- To program and oversee the implementation of production proceKAOs.

Cognitive Objects of the TU:

- Team dynamics in Social and Solidarity Economy enterprises.
- Models of democratic management, decision-making models and proceKAOs, methods of facilitating the internal function of Social and Solidarity Economy enterprises.
- Human resource management in Social and Solidarity Economy

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAO72 Financial Management and Financing of Social and Solidarity Economy enterprises (SSE enterprises)

Code: KAO72

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim: The T.U. aims to introduce students to the objectives of effective capital budgeting, to advance the goals of SSE enterprises. The unit aims, in particular to discuss methods of financial management with emphasis on capital investment budgeting, along with the management of SSE enterprise financial operations and financing, to introduce students to financial statements, investment budgeting and analysis, and overall financial management of SSE enterprises, as well as to explain the particularities of the products and services of social finance and financial management of SSE enterprises.

In contrast to the approaches corresponding to conventional business and financial instruments, the SSE approach regarding financial analysis and financing of business ventures emphasizes maximizing social impact (as opposed to maximizing profit).

Learning Outcomes: Upon successful completion of KAO72, students will have learned:

- To manage the financial statements and determine the funding/financial requirements of SSE enterprises
- The national and European policies in place for funding SSE enterprises
- To identify and evaluate the available sources of alternative funding for SSE enterprises.
- To assess the possible risks of alternative funding sources and their potential to facilitate SSE enterprises to meet their core objectives.
- To make decisions in conditions of uncertainty and risk, ensuring the investment readiness of a social enterprise.
- To negotiate and propose funding solutions appropriate to the objectives and targets of social enterprises.

Cognitive Objects of the TU:

- Financial reporting
- Use of cost data for planning and decision-making
- SSE enterprise and organization funding
- Socio-Economic evaluation of SSE investments

Prerequisites: There are no prerequisites.

Module Delivery Method: Distance Learning

KAODT Post-Graduate Diploma Thesis

Code: KAODT

ECTS: 30

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

Module Aim: The subject of the post-graduate diploma thesis must relate to the Thematic Units and their individual sub-sections. The thesis may be based on primary research or on an original critical review of the existing literature.

The thesis is meant to combine theoretical and applied aspects of the research field of the OSP, and favors case studies on Social and Solidarity Economy ventures.

Learning Outcomes: Upon completion of the dissertation (DE), the student is expected to:

- Be able to conduct original social research on issues related to Social and Solidarity Economy

- Implement a literature review, which may be original and/or critical
- Recognize, applies and combines the different methods and techniques of the social sciences (e.g quantitative social research by questioners, qualitative social research by semi-structured interviews, discourse and content analysis, etc) in the study of Social and Solidarity Economy,
- Know and observes the principles and rules of ethics of social research.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: The oral support of the dissertation requires the successful completion of all nine (9) Units of the 1st, 2nd and 3rd semesters of the Program.

Module Delivery Method: Distance Learning

Criminological and Penal Law perspectives on corruption, economic and organised crime

Type of Postgraduate Programme

Master of Arts, M.A.

ECTS

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the postgraduate degree in "Criminological and Penal Law perspectives on corruption, economic and organised crime" is 120 ECTS (30 ECTS per semester).

Duration of Study

The minimum time required for the completion of the M.A. is two (2) academic years.

Language of the M.A.

The official language of the M.A. is Greek. This means that the language in which all materials content and written assignments is Greek.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions

with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0388- Inter-disciplinary programmes and qualifications involving social sciences, journalism and information

0388 - Interdisciplinary programme on the sectors:

0314 - Sociology and cultural studies

0421 – Law

Course Structure:

1st Semester:		
PED50	Crime, social control and Penal Supression	(C ¹ , 10 ECTS)
PED51	The Criminology of economic crime and corruption	(C, 10 ECTS)
PED52	The penal confrontation to corruption and economic crime	(C, 10 ECTS)
2nd Semester:		
PED53	Public Law Perspectives on Corruption and economic crime	(C, 10 ECTS)
PED54	Organized Crime and corruption: criminological approach	(C, 10 ECTS)
PED55	Penal repression of Organized Crime: international, European and national dimensions	(C, 10 ECTS)
3rd Semester		
PED60	Controls, investigation and inquiry on corruption, financial and organized crime	(C, 10 ECTS)
PED61	Confronting economic and organised crime	(C, 10 ECTS)
PED62	Crime policy: trends, models, evaluation and planning	(C, 10 ECTS)
4th Semester		
PED63	Interdisciplinary workshop	(C, 10 ECTS)
PEDPT	Postgraduate Thesis	(C, 20 ECTS)
Note:		

C¹: Compulsory

Guidelines for the selection of Modules

Students can choose from one (1) to three (3) Modules in each semester. The selection of the Modules is made in sequential order and therefore follows the numbering of the subjects in the programme. Consequently, if in the first semester students choose one Module, they must choose Module PED50 “Crime Social Control and Criminal Supression”; if they choose two Modules, they must choose Module PED50 “Crime, social control and Penal Supression” and Module PED51 “The Criminology of economic crime and corruption” offered in the same semester. If they wish to choose all three Modules, they will also choose Module PED52. In the process of declaring a Module, the Modules of the previous semesters should be exhausted first and then, the Module of the following semesters should be declared. In case students have not completed some Modules from a semester, then they select the remaining Modules from the same semester and can also select the necessary number of units from the next semester to complete the total of 3 Modules.

Attendance in the four semesters of the programme is also determined by the following prerequisites:

- a) The attendance of the Interdisciplinary workshop (PED63) requires that students have successfully completed the Modules of the first and second semester and have the right to participate in the examinations of at least two Modules of the third semester. In other words, it is required that either all the Modules of the programme have been completed, or that up to two (2) Modules of the third (3rd) semester only remain for examinations.
- b) The preparation of the Postgraduate Thesis presupposes the successful attendance of all nine (9) Modules. The presentation of the Postgraduate Thesis takes place after the successful completion of the program's Modules.

Students’ evaluation per Module: click [here](#).

Contact

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Course Modules

PED50 Crime, Social Control and Penal Supression

Code: PED50

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim:

The course's object consists of the concepts and socio-historical conditions of creation, enforcement and violation of rules, the constitution and operation of criminality, the social control of crime (informal and, in particular, formal).

Specifically, this section examines: the relationship between social rules and legal rules (with emphasis on criminalization processes); the relativity of crime as a social and penal phenomenon; and the connection between crime and subordinate, dangerous classes, the selective function and discriminatory application of criminal law in relation to the over-representation of conventional/common crimes and the under-representation of economic crimes and criminals of the powerful; the role, distributions and consequences of social and criminal stigma; the basic principles of the foundation of criminal law.

It also briefly examines: the institutions and function of the criminal-suppressive system, the importance of criminal standardization, the elements of the structure of crime (wrongfulness, imputation) and their function in substantive criminal law, the characteristics and purposes of punishment and the types of criminal sanctions, the basic features of judicial sentencing and the fundamental principles of serving sentences, the basic aspects of procedural criminal law, in particular the rights of suspects and accused persons, the concept of fair trial, with emphasis on those points where there are divergences in the institutional framework for the criminal repression of corruption, economic crime and organized crime.

The course is structured in five different basic parts, in the context of which the following are examined:

- The concept of crime, the creation of norms and theories of social control.
- The functions and trends of formal social control.
- The selective function of the agents of official social control, the processes and consequences of criminalization and criminalization, with special reference to the criminalization of the actions of powerful economic and political actors.
- The structure and operation of the criminal justice system and the general principles of substantive and procedural criminal law, in particular as guarantees for the protection of the rights of accused and convicted persons and cases of derogation from these guarantees.
- Social research into the institutions of criminal justice and its administration.

Learning Outcomes:

Upon completion of the unit students are expected to:

- understand and approach with theoretical and methodological competence the social causes of crime;
- develop a theoretical understanding of, and relate to real-life situations, the processes of criminalisation;
- understand and analyse the legal phenomenon of standardisation of crime and its distinction from the corresponding social phenomenon of offence against goods belonging to others;
- relate and critically analyse the theory, functions, transformations, limits and focus of formal social control, particularly in contemporary eras;
- understand and compare the functional relationship between the criminological and criminal approaches to the penal phenomenon;

- understand the importance of the fundamental principles of criminal law and protected fundamental rights in the context of penal repression;
- understand the basic methods for the correct attribution of factual data to the jurisprudential forms (objective and subjective substance) of crimes under the CC and specific criminal laws, in general and in the fields of interest of the postgraduate study programme;
- understand the importance of procedural rules and the framework set by these rules in order to handle cases under their responsibility and on the basis of these rules;
- understand the importance of respect for human rights in the context of penal repression;
- understand the range of social research and the basic principles of research methods.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED51 The Criminology of Economic Crime and Corruption

Code: PED51

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim:

The unit is structured in four individual core modules, in the context of which it is examined:

a) The extent, causes and aspects of financial crime and corruption. This section describes and analyses the conditions of appearance and development of economic crime and corruption in the context of each historical context, delineates the concept of the above crimes and comparatively analyses the criminological considerations on the causes and social construction of economic crime and corruption and systematically explains the various typologies and categories of economic crimes.

b) The social organization and the way of action. It examines the cultural dimensions, social organisation and branches of activity of economic crime and corruption, their relations with organised crime, legality, and the legal economy. The techniques and modus operandi are also examined, with an emphasis on corruption, political corruption, offshore companies, the role of banks, money laundering, tax evasion and tax avoidance and the financing of other illegal criminal activities.

c) The impact and organisation of the official social reaction. The various consequences and implications of the spread of these crimes for society and the State are analysed, and the structure, dimensions, problems, functions and trends of the official social response (institutional framework, services and institutions, etc.) are critically examined.

d) The scientific research, disclosure and analysis of these phenomena. It examines the methods that criminological research has favoured for investigating the extent and qualitative characteristics of crimes such as those examined here, and critically presents the current trends that prevail.

Learning Outcomes:

After the completion of the T.U. the students will have broadened their cognitive background and will have acquired theoretical processing and analysis skills so that they can:

- understand the theory in depth and utilize it for the analysis of social reality and social organization of economic crime and corruption and the conditions that favor their spread;
- relate the theory to real events and social practices, so as to understand the diversity of economic crime and corruption, with the aim of both prevention and assessment / evaluation of measures;
- to systematically understand and analyze the malfunctions and problems faced by the authorities to detect, stop and suppress illegal practices;
- to approach critically and evaluate with qualitative criteria the logic that governs the measures and the policies to deal with these crimes, their essential effectiveness and limits;
- to choose the appropriate research and study tools for these phenomena in the different sectors and at the various levels of their occurrence;

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED52 The penal confrontation to corruption and economic crime

Code: PED52

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: Greek

Module Aim:

Content of the TU: The module is structured in six parts.

The *first part* introduces the concept of economic crime in criminal law as opposed to the traditional criminal law of protection of property and assets.

The *second part* develops the concept of corruption as a concept in criminal law and, on the one hand, analyses its significance in its broader economic, legal and political context and, on the other hand, highlights the problems arising from the excessive emphasis on corruption in the criminal discourse.

The *third part* is devoted to corruption as a subject of criminal law at the supranational level. Particular emphasis is placed on the treatment of the phenomenon in the EU context.

The *fourth part* analyses corruption in Greek substantive criminal law. A large part of the section is taken up by the realisation of the core concept of corruption, namely bribery and corruption, while newly introduced related concepts, such as bribery in the private sector, are also examined. Crimes related to service, influence peddling. Finally, this section analyses the criminal sanctions provided, with an emphasis on confiscation and the trend towards its expansion.

The *fifth part*, the procedural part, analyses the legislation on interrogation in corruption cases, while the *sixth part* summarises and critically assesses the problems that arise at the legal-political level in the criminal treatment of corruption.

Learning Outcomes:

With the completion of T.E. the student is expected to:

- understand correctly and fully the current Greek institutional framework for the criminal suppression of corruption, including the international and European texts that have influenced it,
- work autonomously and with a critical spirit to incorporate real data in the legal forms of the relevant crimes,
- to contribute to the correct procedural course of a case, by applying the knowledge they have acquired in practice, and
- to critically evaluate the current institutional framework as a whole, in addition to the narrow interpretation of the current provisions, thus formulating proposals to remove any problems and improve it.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED53 Public Law Perspectives on Corruption and Economic Crime

Code: PED53

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim:

The objective of this unit is the study of the phenomenon of corruption in the Public Administration from the perspective of Public Law. The aim is to study the concept, forms and causes of the phenomenon of corruption in the public sector, the measures for dealing with it in the field of public law, as well as the public control mechanisms for its prevention and suppression. The unit is structured in four sub-sections.

The first sub-section of the thesis is of an introductory nature and includes the teaching of the concept of Public Administration in Greek administrative law, the presentation of the basic elements that constitute the Greek administrative system (organization by ministries, decentralized administration, local government, legal persons under public law, etc. etc.), the analysis of the concept of corruption with reference to the organization and operation of the Public Administration, and the research of the factors that facilitate the phenomenon of corruption in the Greek administrative system. Among these factors, emphasis will be placed on the specific characteristics of the Greek system of “party government”, which are directly linked to the development of the phenomenon of administrative corruption.

The second sub-section of the unit deals with the analysis of the constitutional principles that constitute the foundation of the legislation on the fight against administrative corruption (democratic principle, principle of the rule of law, principle of transparency, principle of equality, principle of neutrality and impartiality of the public administration, principle of meritocracy, article 103 (1) Constitution, etc.), as well as the analysis of the constitutional problem of <<political money>> (political parties and corruption, financing of political parties, criminal liability of ministers, etc.).

The third sub-section of the unit deals with the auditing bodies of the Public Administration (APSEP, Citizen’s Advocate, Γ.Ε.Δ.Δ., Σ.Ε.Ε.Δ.Δ., Independent Public Revenue Authority, etc.,

internal audit services, e.g. the ELAS, the Hellenic National Police, the Hellenic Ministry of Health), as well as the financial control of public expenditure by the Court of Auditors, and the disciplinary control of public officials.

The fourth sub-section of the unit will focus on tackling corruption in the field of public procurement, which is a high-risk area for corruption.

Learning Outcomes:

Upon completion of the unit, the student is expected to acquire the necessary knowledge for understanding

- the structure of the Greek administrative system
- the phenomenon of administrative corruption,
- its causes and effects, as well as for dealing with it at the level of the Constitution and administrative legislation and practice.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED54 Organized Crime and Corruption Criminological Approach

Code: PED54

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim:

The criminological theoretical approach and the analysis of organized crime as a social phenomenon and as a criminal justice issue and the analysis of organized crime relationship with the phenomenon of corruption and their treatment is the subject of the thematic unit PED 54.

In particular, the real conditions regarding the social causes of organized crime rise and expansion and the social and economic relations on which it is founded are examined by the basic theoretical perspectives of Sociological Positivism and of Critical Criminology. The social construction, the extent, the organizational typologies, the social organization and the changes within organized crime, its social consequences and the factors of its operational facilitation are systematically analyzed. Furthermore the phenomenon of corruption is explored particularly in connection with organized crime. By this perspective, the general directions and policies' orientation in order to prevent, control and suppress organized crime are studied: Specifically the content of the concept of criminal organization and its criminalization are examined. In addition, the criminal justice system administration in relation to organised crime in Greece is examined. Finally, the theoretical perspective of Critical Criminology in relation to organized crime and corruption, the challenges, the possibilities and the limits of scientific research on these issues are analyzed.

WPA 54 is structured in four parts. *The first part* (1st-5th week) examines the concept of organized crime as a legal and social event, the theories about organized crime and its causes. The basic theoretical criminological approaches to organized crime, gangs, the mode of action are analyzed and the study of specific theories is deepened. *The second part* (6th-7th week) examines organized crime, its evolution and response in Greece. *The third part* (8th-11th

week) analyzes the life of individuals as gang members, the processes and rituals of joining criminal organizations, with the example of mafia-type organizations. In this context, the changes that have occurred in the organizational structures, the value system and the aspirations of the members of the OE are investigated. Particular focus is given to the mafia phenomenon, the relationship between organized crime, corruption and the politics / political system and in general, to the processes of development and organization of social relations within and with organized crime groups. *The fourth part* (12th – 13th week) describes the spread of organized crime in the present historical conjuncture, the institutional reaction to it, in particular the extralegal factors that influence the implementation of the criminal reaction, the reasons for the institutionalization of specific policies and the criticism that is made.

Learning Outcomes:

Upon successful completion of the thematic unit, students will be able to:

- explain and substantiate on the basis of theory the social causes of organised crime and related corruption;
- distinguish qualitative differences between different types of criminal organisations;
- understand, analyse and correlate real events and social practices with the diversity of organised crime and corruption; both at the level of risk assessment and at the stage of ex ante controls;
- systematically understand and analyse the functional relationship between organised crime and corruption;
- analyse the wider implications of such phenomena for the enjoyment of fundamental rights and be able to propose preventing their collateral effects;
- understand the limits of policies; the measures of the means of combating organised crime and to be able to identify factors or parameters of cover-up or disorientation of the authorities;
- formulate qualitative criteria for assessing the effectiveness of measures to address it;
- to choose the appropriate investigative tools suitable for studying these phenomena in the different sectors and at their varying levels of occurrence, and
- to respond; then to the requirements of the thematic.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED55 Penal repression of Organized Crime: international, European and national dimensions.

Code: PED55

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: Greek

Module Aim:

The subject of the PED 55 is the systematic presentation of the Greek penal legislation regarding organized crime. The unit focus on those manifestations of organized crime related

to economic crime in the public sector and to corruption. Special emphasis is given on the interpretation and application of the relevant penal law framework. In particular, the concept of organized crime and its criminalization is explained, the basic characteristics of criminal organizations and the reaction of penal law to their rise are analyzed. Furthermore, the legal criteria for defining organized crime in comparison to terrorism and terrorist organizations are highlighted. In addition, the procedural peculiarities accompanying the criminal suppression of organized crime, which have also been adopted for the suppression of corruption, are examined. Finally, an overall evaluation of the institutional framework is attempted, both in terms of its effectiveness and in terms of its conformation to the rule of law principles.

Learning Outcomes:

With the completion of T.U. the student is expected to:

- correctly understand the applicable penal law provisions against organized crime,
- understand the forms of interconnection of the concrete crime with other forms of crime (financial crime, terrorism, corruption) and the penal dispositions which rule them,
- work autonomously by a critical perspective in order to apply in every case the proper law provisions concerning organized crime,
- contribute to the penal process of a case by applying the knowledge they have acquired in practice, and
- critically evaluate the current institutional framework and formulate proposals for its improvement.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED60 Controls, Investigation and Inquiry on Corruption, Financial and Organized Crime

Code: PED60

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim:

Object of Thematic Unit PED 60 is the examination and analysis of the institutional framework, procedures and means of control and investigation, provided for the disclosure, control and detection of cases of corruption, economic and organized crime.

The system and organizational structure of the services that conduct preventive controls and investigations at all stages of the police and of criminal justice procedure are described; the institutional framework and the rules for conducting controls, investigations and the collection of investigative material at the preliminary stage of criminal justice process in Greece are examined; the standards of the control systems' and services' structure are critically analyzed; the differences and institutional specificities that apply to each category of crime (corruption, financial, organized) are compared.

PED 60 is structured in three parts:

In the *first*, introductory part, the overview of the criminal procedural provisions of the Greek CPP, the fundamental principles of criminal justice investigation and inquiry and modern trends are briefly examined in the justice system.

The *second part* deals with the development of the investigative process. Issues related to the agencies and the organization of the interrogation, the collection and utilization of evidence, the factors that influence the progress of the inquiry and the role of the inquisitor are examined, with an emphasis on the perspective of international organizations. The formal and informal factors that influence the effectiveness of the investigation are analyzed (contradictions, organizational problems, trends of impunity etc).

Finally, the *third part* examines modern trends and techniques during interrogation, witness examination especially on crimes of the powerful (e.g. use of ethnographic research, investigative interviewing, techniques for detecting suspicious financial flows, the protection of witnesses and whistleblowers etc). This section emphasizes the perspective of the professionals.

In particular, the third part examines the individual practical conditions, rules, techniques, procedures and problems and limits of conducting controls, investigations, collection of evidence, police and judicial interrogation for investigation of crimes of corruption, economic and organized crime in practice. A specific reference is also made to the informal part of the interrogation, i.e. to the informal rules, the professional attitudes, the challenges and the qualifications associated with the effective investigative process for the specific categories of crimes.

Learning Outcomes:

After the successful completion of the Thematic Unit PED 60, students are expected to be able to:

- react adequately to investigations, audits and investigative proceedings related to economic crime, corruption and organized crime. In particular, it is expected that they will know in depth the institutional framework that governs the investigative process, audit and inquiry; they will understand the limits within which they can act, if they have the relevant responsibility, they will be able to ensure the investigation and carry out investigations, audits, inquiries in criminal justice and investigative interviews of suspects and defendants in an efficient and safe manner for the rights of those involved with criminal justice system.
- They will be able to reliably collect investigative material and evidence and correctly assess the case under the legal framework, compare and analyse data and evidence of cases.
- They will be able to organize investigation and inquiry scenarios, cooperate with other experts, and other authorities, in order to plan targeted witness protection.
- In addition, they will be able to understand the general operation and structure of financial transactions and plan financial investigations or cooperate with special experts, so as to lead to the investigation of crimes.
- Also, they will have the knowledge to perceive and react to problematic situations of illegality and abuse of power and to organizational problems, challenges and dilemmas that the nature of some professions creates.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED61 Confronting Economic and Organised Crime

Code: PED61

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim:

The subject unit PED 61 has as its object, firstly, the interdisciplinary and targeted approach of certain crimes, which are operationally and organizationally linked to corruption, financial and organized crime, and secondly, the analysis of the ways to deal with them. In particular, the causes, the conditions of creation and the treatment of certain individual crimes which frame corruption, financial and organized crime, and are found in all three categories of crimes, are investigated and analyzed. In this context, individual institutions, measures, problems and challenges related to the disclosure and treatment of these crimes are also systematically examined, especially in the field of gathering information proactively as well as after their disclosure.

Both asset laundering and certain crimes that "surround" it and their variability are analyzed and critically examined from a criminological point of view. A key issue, however, is the understanding of the functioning of tax secrecy and their relationship with money laundering. First, the historical development of the idea of hiding money from state control and its transformation into the idea and establishment of tax secrecy, its essential function and its relationship with the creation of tax havens are examined. The role of the state itself in the protection of hidden assets and the functionality of tax secrecy in state-private relations are analyzed. Also, usually hidden aspects of the action of international organizations on money laundering, such as the FATF, are examined and the various functions of money laundering and its social construction as the most important risk internationally are explored.

Furthermore, certain versions of crimes of the powerful and the common crime, which in various ways feed the laundering and are connected to wider legal and political issues, such as the illegal financing of political parties, aspects of the corruption of judicial officials or the process of jumping entrepreneurs from the legal in the illegal economy.

Finally, the policies and measures that are currently dominant to deal with money laundering, tax evasion and tax avoidance and their consequences are examined.

In more detail, T.E. is structured in three parts.

In the *first*, the issue of tax secrecy and tax havens is analyzed in detail, their social construction, their relationship with money laundering and their treatment internationally in the light of the war against tax havens, while the point of view about the sham nature of this war is analyzed.

In the *second part*, aspects of the flow of black money and money laundering as a normal (usual) process, in the context of a globalized hegemony and the market economy, are examined critically and from the perspective of Critical Criminology. Money laundering is approached in terms of social construction, the structure of the social structure and power relations, and on the one hand, differences in treatment in relation to organized crime and

corporate crimes are highlighted, and on the other hand, the function of money laundering as a more general process of accumulation of wealth and power, while critically examining the its control institutions, such as the FATF and its more specific role. Then, versions of corruption related to money laundering needs are examined such as the illegal financing of political parties, the corruption and extortion of judicial officials, the phenomenon of the transition to illegality of former legal entrepreneurs.

The *third part* explores institutional responses and official policies to address money laundering alone or in relation to tax evasion/avoidance and critically examine anti-avoidance/tax evasion policies, tax information sharing, beneficial owner identification and tracing of assets, the ways of hiding assets, the institutional framework for asset recovery, the protection of public interest whistleblowers and the gathering of information from them.

Learning Outcomes:

Upon completion of the module, students are expected to be able to:

- critically analyze and relate the phenomena of tax and banking secrecy and money laundering as part of wider social processes involving systems of corruption and power •
- identify and analyze the relationship between the political and legal legitimizing basis of the institutional framework for money laundering and how systems of power are involved •
- understand the various dimensions and functions of the "war on corruption" and "anti-tax evasion" and its selective function •
- to relate the gaps in the Greek institutional framework to the way of action of criminal organizations and elites who commit crimes •
- to know and relate to wider social conditions and processes, the social organization and the methods of bypassing legality that are used mainly by elites and power groups, especially in the field of corruption in justice, the financing of political parties and the transition of legal illegal entrepreneurs •
- to know the institutional framework and issues involved and the wider function of anti-tax evasion policies and measures, tax information exchange, asset recovery •
- to be aware of the institutional framework and the more general problematic concerning the protection of witnesses of public interest and the protection of witnesses •
- specify how persons under the authority of the authorities or under protection must be treated in a lawful and appropriate manner •
- critically and systematically evaluate the current national, international and European institutional framework.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED62 Crime policy: trends, models, evaluation and planning

Code: PED62

ECTS: 10

Type: Compulsory

Semester where it is available: Third (3rd)

Delivery language: Greek

Module Aim:

The course consists of the study of the ideological standards, policies and measures, the organisation and development of crime policy at national, European and international level to combat corruption, economic and organised crime and in the context of the present historical situation, as well as the functions of institutions and services, their comparative approach, their effectiveness, the consequences of the implementation of specific policies, the related problems and the changes that arise, especially in the criminal justice system.

More specifically, the course is structured in five parts:

The *first part* examines the theoretical ideological references of crime policy to theoretical approaches to the nature of crime and to legal-political considerations of social order.

The *second part* systematically classifies, correlates and compares the patterns, policies and measures that are institutionalised for penal and social prevention, deterrence, suppression and control of crime (in summary) and economic, organised crime and corruption (in detail).

The *third* analyses the specificities and consequences of differentiated criminal responses, in particular in terms of the level of sanctions imposed on the perpetrators of these crimes, the specificities to be taken into account when treating them in custody and the protection of witnesses in custody.

The *fourth part* also critically examines the tools and methods for measuring the risk, the extent and qualitative characteristics of the crimes under consideration, as well as the methods and tools for evaluating the policies for dealing with them, in a multidimensional approach, i.e. in isolation, in relation to general crime, but also in relation to their impact on social relations and the criminal justice system.

Finally, the *fifth part* develops the guiding principles, standards and criteria to be taken into account for the design and evaluation of crime policy programmes.

Content of the TU:

The course is developed in 13 study weeks, as follows;

- Crime Policy principles and ideological models I
- Crime Policy principles and ideological models II
- Crime Policy, policy and crime prevention
- “Informal” reactions of formal social control towards serious economic criminality and their consequences
- Shadow banking, dirty money and dirty economy: some more functions of the formal reaction
- Vulnerability and corruption aspects in police services
- Corruption in justice. Dysfunctions, denial practices, concealment and inertia
- Mainstream and alternative approaches of policies against corruption
- Retributive or utilitarian penal sanctions in cases of economic crimes and criminal organizations
- International trends and axes of crime policy and their evaluation
- Methods and assessment tools of policies against corruption and international organized crime
- Planning and evaluation of crime policy programmes I
- Planning and evaluation of crime policy programmes II

Learning Outcomes:

Upon the successful completion of the course, students are expected:

- to have acquired theoretical knowledge of the patterns, trends and the legal-political foundation of crime policy strategies and measures at the level of social and penal prevention and suppression of corruption in economic and organised crime,
- to be able to carry out a comparative analysis of the policies pursued in the European and national international environment,
- to understand the limits and problems of official measurement and evaluation tools.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

PED63 Interdisciplinary Workshop

Code: PED63

ECTS: 10

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

Module Aim:

The Interdisciplinary Workshop is a distinct Thematic Unit, mainly interactive, which is carried out through the elaboration of a case/ scenario by each student, and the presentation of the results orally during a Seminar.

The goal of the Interdisciplinary Workshop is for students to apply the knowledge they have acquired during their studies and to understand the importance of interdisciplinary perspective. The Workshop has the same duration as the thematic units of the MA, it is structured in phases and the realization of a Seminar towards the end of the teaching period. The Seminar is implemented and coordinated by the Teaching Staff members of THE PED 63 and is open to other students and academics to participate. During the Seminar, the students of PED 63 present the case they have undertaken to work on.

In particular, within the framework of PED 63, the students:

- a) They undertake to elaborate the elements and parameters of a case - scenario which is part of the subjects, which have been taught in the previous Thematic Units.
- b) At the beginning of the teaching period, a series of cases - scenarios are announced and the students choose one to work on.
- b) When working on the case, they apply knowledge acquired in the previous thematic units of the MA and
- c) They present their work orally at the Interdisciplinary Seminar. The Interdisciplinary Seminar is the second phase of the Interdisciplinary Workshop.

The Interdisciplinary Seminar is interactive and interdisciplinary in nature, it takes place over a two-day or three-day period depending on the number of students (total duration 24-32 hours).

The students prepare for their participation in the Interdisciplinary Laboratory (THE PED 63) based on a predetermined general topic and specific case(s) they have chosen, which they work on.

The thematic unit PED 63 is structured in three stages concerning the processing and analysis of each specific case:

1. The stage of preparation,
2. The stage of processing the material - elements and data, in the context of which the progress of the processing is presented of the case first with the Interim Report and then with the Final Report which are discussed in the 2nd and 3rd Group Counseling Meeting,
3. The stage of presenting the results - Interdisciplinary Seminar.

Learning Outcomes:

With the completion of PED 63 students are expected to be able to utilize the appropriate sources and tools of research, study and technology, in order to correctly apply every time the institutional framework on different cases etc., to solve problems related to the subjects of the MA.

Prerequisites: To attend the Interdisciplinary Workshop, students must have successfully completed the units of the first and second semesters and be eligible to participate in the examinations of at least two subjects of the third semester. In other words, it is required that either all the subjects of the program have been completed or that up to two (2) subjects of the third (3rd) semester only remain for examinations.

The Interdisciplinary Workshop is held at a specific time during the 4th semester. Participation in it is independent of the program thesis, takes place in parallel with it, is graded independently and, in addition, the completion of the participation in the unit is prior to the completion of the post-graduate thesis. Finally, performance equal to or above the pass mark (5) is considered successful.

Student assessment: Students are graded for their overall attendance, participation, and placements during the workshop, based on specific criteria that are known, which are defined and announced along with the topic of the workshop, by the A.E.E.

PEDPT Postgraduate Thesis

Code: PEDPT

ECTS: 20

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: Greek

Module Aim:

The postgraduate thesis aims to direct students to combine and utilize the knowledge they have acquired during their studies.

Students may propose a topic of their choosing for their Postgraduate Diploma Thesis, taking into account a special list of topics (with detailed descriptions) drafted by the Head of the Postgraduate Studies Program and the Academic Teaching Staff -Coordinators of the Thematic Units. This list is drafted based on the wider subject matter of the postgraduate studies program, as well as those of the Thematic Units. The list is posted on the HOU website, before the start of the period for submission of the relevant statement by the students. Students must prepare the final topic and description of the Postgraduate Diploma Thesis in collaboration with one Supervisor (Teaching Staff).

Since the first operation of the Program, the following themes of Thesis per semester have been announced, among others:

- THEORY AND REALITY AND CRIMES OF THE POWERFUL.
- SOCIAL CONSTRUCTION OF CRIME.
- THE DEVELOPMENT OF THE CRIMES OF THE POWERFUL.
- RELATIONSHIP BETWEEN LEGALITY AND ILLEGALITY.
- SOCIAL ORGANIZATION OF SERIOUS CRIME.
- THE NEW PENAL CODE.
- RELATIONSHIP BETWEEN PENAL CODE AND SPECIAL SPECIAL LAWS.
- PUBLIC CONTRACTS.
- PUBLIC CONTRACTS AND POLICIES OF BYPASSING LEGALITY IN SPECIFIC AREAS.
- THE PRACTICES OF MISDIRECTION OF AUTHORITIES.
- RETALIATION.
- DIFFERENTIAL CRIMINAL JUSTICE REACTIONS AND CRIMES OF THE POWERFUL.
- SOCIAL CONTROL AND SELECTIVITY OF THE CRIMINAL JUSTICE SYSTEM
- STATE CORPORATE CRIME
- PENAL REACTION AGAINST OF CORRUPTION: SPECIFIC ISSUES
- MONEY LAUNDERING: TRENDS IN CRIME POLICY
- ORGANIZED CRIME IN GREECE OVER THE LAST DECADE
- LEGALITY VERSUS FEASIBILITY AND CRIMES OF THE POWERFUL
- PRACTICES OF HIGH CORRUPTION IN THE GREECE AND THE EFFECTIVENESS OF ITS ADDRESS.
- RULE OF LAW AND CORRUPTION IN GREECE.

Learning Outcomes:

Upon completion of the MDE, students are expected to:

- are able to conduct primary qualitative and quantitative research in the subjects and sub-fields taught during their studies
- be able to collect, elaborate and correlate - and effectively present research data and critically elaborate and compare theoretical issues
- conform to the principles and rules of scientific research and ethics
- be aware of the public mission and social responsibility of the criminologist as social scientist
- use online/digital tools/media effectively and creatively to write/edit/distribute their texts
- handle both primary and secondary sources of research critically and responsibly

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: The undertaking of the Master's Thesis requires the successful completion of all the topics of the programme. The completion and submission of the Master's thesis requires the completion of the Interdisciplinary Workshop. Further details are described in the Regulations of Studies of the H.O.U.

Program Aim

The Program aims at providing specialized high-quality studies in Supply Chain Management, leading to a postgraduate degree. The main purpose of the Program is to equip students with tools and know-how to develop leadership skills in supply chain management in order to be able to evaluate and analyse external and internal data in any operational environment to implement the required decisions.

Learning Outcomes

Upon the successful completion of the program, graduates will be able to:

- Understand in-depth basic principles of supply chain and logistics
- Strengthen their strategic thinking on issues of supply, production and distribution
- Approach and solve complex problems with a systemic way of thinking
- Understand in depth the modern challenges stemming from the design of products and services to the final consumer
- Develop data analysis techniques for integrated decision making
- Acquaint themselves with complex decision-making tools
- Become the leaders of supply chain management

ECTS

The total credit units (ECTS) required for the postgraduate degree in "Supply Chain Management" are 120 ECTS (30 ECTS per semester).

Type of Postgraduate Program

Master of Science (M.Sc.)

Classification according to UNESCO's ISCED-2011

- Based on the level of Education: 7

Classification according to UNESCO's ISCED-2013

- Based on the field of Education: 0413 - Management and administration

Program Duration

The minimum time required for the completion of the Program is two (2) academic years, or four (4) semesters.

Program Language

The official language of the Program is English. All content, written assignments, thesis project and oral presentations is in English.

Study Material

The study material content, which includes both the main study guides and any supplementary reading material, is available to students through a dedicated online platform only.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas holding a B2 certification in the English language. The programme is offered in English.

The knowledge of an extra foreign language except the language of the programme and good computer-Internet skills would be useful for the successful participation in the programme.

(see [Annex](#))

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Library

All students have access to the research literature through the HOU Library. For more information, please see: <http://lip.eap.gr>.

Contact Information

Student Registry:

Tel.: +30-2610 367302 - E-mail: dea@eap.gr

General Information for candidates:

Tel.: +30-2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

Program Structure

The MSc Program Supply Chain Management (SCM) is structured in four (4) academic semesters, including nine (9) modules (six compulsory and up to four electives depending on the preferred by the student specialization) and the successful completion of a thesis project. The minimum duration of study is two (2) years. Students are eligible to proceed to their project after the successful completion of all nine (9) modules. Students are awarded with the MSc Degree, upon the successful completion of nine (9) modules and the thesis project.

1st Semester	
SCM01 Quantitative Methods for Supply Chain Management	(C ¹ , 10 ECTS)
SCM02 Logistics Systems	(C, 10 ECTS)
SCM05 Supply Chain Strategies and Risk Management	(C, 10 ECTS)
2nd Semester	
SCM04 System Dynamics	(C, 10 ECTS)
SCM06 Case Studies in Supply Chain Management	(C, 10 ECTS)
SCM03 Supply Chain Finance	(C, 10 ECTS)
Specialization A: «Transportation and Distribution Logistics»	
3rd Semester	
SCM11 Maritime Logistics	(C, 10 ECTS)
SCM12 Transportation Systems Management	(C, 10 ECTS)
SCM41 Forecasting	(E ² , 10 ECTS)
SCM42 Real Options	(E, 10 ECTS)
SCM43 Leadership and Human Resource Management	(E, 10 ECTS)
SCM44 Industry 4.0 Technologies in Supply Chain and Logistics	(E, 10 ECTS)
Specialization B: «Energy Systems»	
3rd Semester	
SCM21 Oil & Gas Dynamics	(C, 10 ECTS)
SCM22 Energy Economies	(C, 10 ECTS)
SCM41 Forecasting	(E, 10 ECTS)
SCM42 Real Options	(E, 10 ECTS)
SCM43 Leadership and Human Resource Management	(E, 10 ECTS)
SCM44 Industry 4.0 Technologies in Supply Chain and Logistics	(E, 10 ECTS)
Specialization C: «Procurement Systems»	
3rd Semester	
SCM31 Procurement Management	(C, 10 ECTS)
SCM32 Negotiation Strategies	(C, 10 ECTS)
SCM41 Forecasting	(E, 10 ECTS)
SCM42 Real Options	(E, 10 ECTS)
SCM44 Industry 4.0 Technologies in Supply Chain and Logistics	(E, 10 ECTS)
4th Semester	
SCM07 Thesis	(C, 30 ECTS)
Notes:	
C ¹ : Compulsory	
E ² : Elective	

Module Selection Guidelines

Students are eligible to enrol in at least one (1) and up to three (3) modules per Semester (30 ECTS per semester). The Program Structure indicates the module enrolment sequence. Students are required to have completed most of the modules offered in preceding Semesters before moving on to the following ones. For example, a student who has successfully completed one (1) module offered in the first Semester, is not allowed to skip the remaining two modules offered in the first Semester and enrol in all three (3) modules offered in the second Semester. In order to proceed and comply with the maximum three module enrolment policy, the student is obliged to enrol in the two (2) remaining modules offered in the first Semester and in one (1) module offered in the second Semester.

The preparation of the Thesis presupposes the successful attendance of all nine (9) Modules. The presentation of the Thesis takes place after the successful completion of the program's Modules.

The Program has a minimum duration period of two (2) years.

The Degree in MSc In Supply Chain Management is awarded only upon the successful completion of nine (9) modules and the Thesis.

Students' evaluation per Module: click [here](#).

Module Description

SCM01 Quantitative Methods for Supply Chain Management

Code: SCM01

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: English

Module Aim: The purpose of the module is to familiarize participants with key decision-making tools such as descriptive statistics, regression analysis, probabilities and linear programming. These tools are the basis for any decision process in the modern business environment.

Learning Outcomes: Upon the successful completion of the module, students will be able to:

- Analyse complex problems by using modern methods
- Understand in depth the use of probability, linear programming, regression and other statistical methods
- Use tools like EXCEL to solve problems

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM02 Logistics Systems

Code: SCM02

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: English

Module Aim:

The module presents issues related to the production and distribution of products. These include forecasting, demand analysis, production planning, processes management, transportation, distribution and inventory management.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- analyze the processes of managing distribution systems
- apply forecasting models, optimal inventory policies, warehouse management techniques, supplier selection and location selection models to meet distribution requirements,
- identify the different modes of transport and handling of products

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM05 Supply Chain Strategies and Risk Management

Code: SCM05

ECTS: 10

Type: Compulsory

Semester where it is available: First (1st)

Delivery language: English

Module Aim:

The module examines and analyzes problems faced by companies implementing geographic diversification strategies with their supply chains. Among the topics negotiated by the module are the choice of location and distribution, supplier selection, 3PL and transportation options and others.

Learning Outcomes:

Upon the successful completion of the module students will be able to:

- Understand the difficulties faced by global supply chains
- Manage uncertain conditions in an effective way
- Design effective supply chains at global scale

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM04 System Dynamics

Code: SCM04

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: English

Module Aim: The module introduces students to systems theory and systems thinking. Using simulation modelling participants are guided on methods and frameworks which enable them to document, analyze and solve supply chain related problems following a holistic approach.

Learning Outcomes: Upon the successful completion of the module, students will be able to:

- Think and solve problems in a systemic way
- Understand the dynamics of each production and transport system

- Manage complex problems

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM06 Case Studies in Supply Chain Management

Code: SCM06

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: English

Module Aim: The module presents and negotiates a series of problems related to strategic, tactical and operational decisions within the supply chain. Such problems concern inventory, transport, distribution, production planning, forecasting and more.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Understand specialized supply chain issues
- Understand the challenges from different countries and markets
- Think strategically and realize the role of the supply chain within an organization

Prerequisites: There are no prerequisites for this module.

Module Delivery Method: Distance Learning

SCM03 Supply Chain Finance

Code: SCM03

ECTS: 10

Type: Compulsory

Semester where it is available: Second (2nd)

Delivery language: English

Module Aim: The module focuses on understanding basic principles of financial management within the supply chain context. With the use of case studies students are exposed to decisions related to the financial implications supply chain strategies have on the overall performance of the business and the supply chain.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Understand basic concepts of financial theory
- Analyse in depth the financial implications associated with supply chain decisions

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM11 Maritime Logistics

Code: SCM11

ECTS: 10

Type: Compulsory in Specialization A

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module aims at reviewing and understanding the field of maritime logistics and transportation supply chains through the presentation of different maritime strategies

and models. Among the issues negotiated within the module are the role of ports, the characteristics of different goods and products transported, the impact of trade agreements and more.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Understand the basic characteristics of ocean transportation
- Analyse and optimize the stages and processes of different maritime systems
- Design strategies for supply chain harmonization and mode selection

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM12 Transportation Systems Management

Code: SCM12

ECTS: 10

Type: Compulsory in Specialization A

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim:

The module analyzes the key components of transportation systems. It presents the concepts of equilibrium between supply and demand of transportation services, passenger and freight transportation and forecasting methodologies to predict volumes for transportation. It analyzes the concepts of traffic flows, design of processes, queuing, pricing and evaluation of transportation services.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Understand the basic characteristics of transportation systems
- Analyse complex problems of freight flows
- Evaluate the selection of transport modes based on product characteristics

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM21 Oil & Gas Dynamics

Code: SCM21

ECTS: 10

Type: Compulsory in Specialization B

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module focuses on the oil market and its dynamics. It outlines the structure of the oil and gas supply chain, from mining to the final consumer, highlighting the strategic challenges supply chain executives face at strategic and tactical level via practical examples and case studies. The module applies supply chain theory in practice.

Learning Outcomes:

Upon the successful completion of the module students will be able to:

- Understand the dynamics of the oil market
- Analyse the relationship between supply and demand of oil and its products
- Be aware of the main trades of oil and products and the geopolitical challenges

- Understand current and future challenges the oil and gas market is faced with (technology, environment, economic, financial, etc)
- Master scenario design and analysis for the oil and gas markets

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM22 Energy Economies

Code: SCM22

ECTS: 10

Type: Compulsory in Specialization B

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module presents the basic principles of energy market economics through theory and case studies. Reference is made to both traditional and renewable forms of energy.

Learning Outcomes:

Upon the successful completion of the module students will be able to:

- Understand the market dynamics of different forms of energy.
- Analyze the supply and demand of different energy sources.
- Know the trade routes and the geopolitical balances that govern them.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM31 Procurement Management

Code: SCM31

ECTS: 10

Type: Compulsory in Specialization C

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module tackles decisions related to modern procurement issues. By using modern methods and tools, students will be able to design and implement procurement strategies consistent with the objectives of the business or organization.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Carry out contracts with multiple parties.
- Create and maintain relationships with suppliers.
- Conduct pricing and invoicing using modern tools.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM32 Negotiation Strategies

Code: SCM32

ECTS: 10

Type: Compulsory in Specialization C

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module presents the basic principles of negotiation supply chain managers should be equipped with. Through theory, case studies and simulations, students are exposed in a number of cases and are called upon to make decisions while managing contracts.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Plan and execute a negotiation
- Process negotiations with many Parties
- Manage difficult situations through self-control

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM41 Forecasting

Code: SCM41

ECTS: 10

Type: Elective offered in all specializations

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module presents prediction techniques in order to familiarize students with basic forecasting principles and models which improve the forecasting accuracy for new and existing products. With the use of tools such as EXCEL and case studies these models are applied to practical problems.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Approach methodological forecasting issues
- Use forecasting tools on demand issues
- Obtain a deep knowledge of forecasting models

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM42 Real Options

Code: SCM42

ECTS: 10

Type: Elective offered in all specializations

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The module discusses issues related to the design of flexible production systems. By using probabilities, scenarios along with economic and financial variables, investment evaluations are made among choices related to the design and implementation of modern supply chain strategies.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Approach complex problems under conditions of uncertainty
- Design flexible production and distribution systems

Prerequisites: There are no prerequisites for this module.

Module Delivery Method: Distance Learning

SCM43 Leadership and Human Resource Management

Code: SCM43

ECTS: 10

Type: Elective offered in specializations A & B

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: The purpose of the module is to analyze the conceptual background as well as modern theories and practices of Human Resources Management. Emphasis is given on leadership issues and methods on managing groups within the supply chain management context.

Learning Outcomes: Upon the successful completion of the module students will be able to:

- Understand the functions of human resource management
- Understand the need to develop tools and methods that will contribute to the satisfaction of human resources and the achievement of the goals of enterprises and organizations
- Adapt the theoretical tools and concepts of the science of human resource management in the context of supply chain management teams

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM44 Industry 4.0 Technologies in Supply Chain and Logistics

Code: SCM44

ECTS: 10

Type: Elective offered in all specializations

Semester where it is available: Third (3rd)

Delivery language: English

Module Aim: This module explores the transformative impact of Industry 4.0 technologies on supply chain and logistics operations. It provides students with a comprehensive understanding of digital innovations like the Internet of Things (IoT), Artificial Intelligence (AI), Robotics, Blockchain and Big Data Analytics and their applications in creating smart, efficient and responsive supply chains.

Learning Outcomes: Upon successful completion of this module, the students will be able to:

- Explain the key concepts, technologies and principles of Industry 4.0 and articulate their relevance to modern supply chain and logistics systems, especially in globalized supply chain networks.
- Critically analyze how IoT, AI, robotics, blockchain and big data analytics are transforming supply chain operations management focusing on real-world applications and case studies.
- Design a digital transformation strategy for supply chain management, integrating relevant Industry 4.0 technologies to improve performance, visibility and responsiveness.
- Evaluate the potential benefits and limitations of adopting Industry 4.0 technologies, including their impact on efficiency, transparency, agility and sustainability.
- Apply data-driven decision-making techniques, using AI and big data analytics tools, to solve complex supply chain and logistics challenges.

- Assess the organizational, legal, ethical and security implications of implementing smart technologies in supply chain networks.

Prerequisites: There are no prerequisites for this Thematic Module.

Module Delivery Method: Distance Learning

SCM07 Thesis

Code: SCM07

ECTS: 30

Type: Compulsory

Semester where it is available: Fourth (4th)

Delivery language: English

Module Aim:

The aim of the thesis project is to enable students tackle modern supply chain problems via combining theory with practice. Students are expected to apply the knowledge they have acquired during their studies and experiment with data driven decision-making models and frameworks using quantitative and qualitative data sources.

The postgraduate thesis is meant to combine and utilize the knowledge students have acquired over the course of their studies.

Students may propose a topic of their choosing for their Postgraduate Diploma Thesis, taking into account a special list of topics drafted by the Director and the Module Coordinators. This list is drafted based on the wider subject matter of the postgraduate studies program, as well as those of the individual Modules.

Indicative topics for research:

- Management of the logistics system
- Forecasting logistics requirements
- Reverse Logistics
- Humanitarian Logistics
- Location of facilities
- Supplier selection
- Inventory Management
- Supply Chain Financial Management
- System Dynamics Modelling of Supply Chains
- Supply Chain Strategies
- Management and Organization
- Human Resources Management
- Performance Analysis and Improvements in Supply Chains
- Maritime Logistics
- Management of Transportation Systems
- Maritime Transport
- Supply Chain Management Issues in the Oil and Gas Industry
- Strategic Issues in Procurement
- Supply Chain Risk Management
- Sustainable Procurement
- Procurement Marketing

- Negotiation in Supply Chain Management
- Forecasting in Supply Chain Management
- Demand/Supply Integration
- Design Flexibility
- Blockchain applications in supply chain
- Supply chain traceability
- Supply chain technology applications
- Decision Making under Uncertainty in the Context of Supply Chain Management

Learning Outcomes:

Upon completion of their Postgraduate Diploma Thesis, students will be able to:

- Apply the theoretical knowledge they acquired during their studies while dealing with a problem in the management of modern supply chains.
- Combine quantitative and qualitative methods to approach complex problem related to the supply chain.
- Utilize critically and responsibly primary as well as secondary data sources.
- Effectively and creatively utilize internet/digital tools/media to draft/edit/distribute their texts.
- Make decisions at strategic as well as at tactical level in situations related to the organization and management of the supply chain.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: Students must have successfully completed the Modules of the first three semesters before they can start their postgraduate diploma thesis.

Sport Management

Type of Postgraduate Program

Master of Science (M.Sc.)

ECTS

The total sum of ECTS (European Credit Transfer and Accumulation System) required for the Postgraduate Degree in "Sport Management" (SPM) is **90 ECTS** (30 ECTS per semester).

Duration of Study

The minimum time required for the completion of the Program is one and a half (1 ½) academic years, or **three (3) academic semesters**.

Language of the Program

The official language of the Program is Greek. This means that the language in which all materials content and written assignments is Greek.

Classification according to ISCED-2011 of UNESCO:

Based on the level of Education: 7

Classification according to ISCED-2013 of UNESCO:

Based on the field of Education: 0488 Inter-disciplinary programmes and qualifications involving business, administration and law.

Admission Requirements

The Post-graduate Programme accepts graduates or higher institution diplomas. The Programme is offered in Greek. The knowledge of a foreign language and good computer, e-mail and Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

MSc in Innovation Management and Entrepreneurship

Objective – Purpose

Skills directly related to innovation include specialized knowledge and cognitive skills, the so-called 'soft skills', such as social, emotional and behavioral skills, as well as special skills associated with entrepreneurship and leadership. Although some of these skills are cultivated from an early age through the formal curriculum in science, technology, engineering and mathematics (STEM), others must be acquired through other forms of formal education. The

growing recognition of the importance of these broader skills has led many OECD countries to adjust their education systems in order to equip young people with the skills required to meet the challenges of innovation in the workplace and in society at large.

In this context, the MSc "Innovation Management and Entrepreneurship" aims to enhance the knowledge and skills of participants to take advantage of unexplored opportunities and innovate in an existing organization, in a family business or in their own business venture as aspiring entrepreneurs. This is an innovative programme by Greek and international standards, designed according to best practices of similar programmes offered abroad, and including attracting topics for the contemporary labour market, such as Innovation Management, New Venture Creation, Digital Transformation, Design Thinking, etc.

Learning Outcomes

Upon successful completion of the programme, graduates will be able to:

- Understand the basic principles of innovation and entrepreneurship.
- Analyze organizational processes to enhance innovation.
- Manage the innovation process efficiently and effectively.
- Identify the steps required from the conception of the idea to the creation of innovation and the entry into the market.
- Understand the concepts of "business model" and "open innovation" and design successful business models for their own ideas.
- Think creatively about contemporary business issues.

ECTS credit points

The total number of ECTS credits required for obtaining the Master's Degree Programme in "Innovation Management and Entrepreneurship" is 90 ECTS.

Characterization of the Postgraduate Programme

Master of Science (MSc)

Classification according to the UNESCO Code ISCED-2011

Based on the Level of Studies: 7

Classification according to the UNESCO Code ISCED-2013

Based on the fields of Education and Training: 0413 Management and administration

Language of instruction

The language of instruction of the programme, as well as of the Master's Thesis, is English.

Duration of the programme

The minimum period of study for the completion of the programme is one and a half (1 ½) academic years, i.e. three (3) academic semesters.

Admission Requirements

The following shall be admitted:

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines holding a B2 certification in the English language. The programme is offered in English.

The knowledge of an extra foreign language except the language of the programme and good computer-Internet skills would be useful for the successful participation in the programme.

(see [Annex](#))

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Programme structure

The Postgraduate Programme "MSc in Innovation Management and Entrepreneurship" is structured in three (3) academic semesters and includes six (6) compulsory Thematic Modules (TM), four (4) elective Thematic Modules (TM) and a Postgraduate Dissertation (MSc Dissertation). The minimum period of study is one and a half (1 ½) academic year. The award of the Postgraduate Degree requires either the successful completion of six (6) Thematic Modules and the elaboration of an MSc Dissertation, or the successful completion of nine (9) Thematic Modules.

1 st Semester		
IME50	Introduction to Innovation and Entrepreneurship Theory and Practice	(C ¹ , 10 ECTS)
IME51	Strategic Innovation Management	(C, 10 ECTS)
IME52	New Venture Creation and Business Planning	(C, 10 ECTS)
2 nd Semester		
IME53	New Product Development	(C, 10 ECTS)
IME54	Managing Innovative Projects	(C, 10 ECTS)

IME55 Technology Commercialization (C, 10 ECTS)

3rd Semester

IME60 Design Thinking (E², 10 ECTS)

IME61 Digital Transformation (E, 10 ECTS)

IME62 Sustainable Innovation & Entrepreneurship (E, 10 ECTS)

IME63 The Human Factor in Innovation (E, 10 ECTS)

IMEDE MSc Dissertation (E, 30 ECTS)

Notes:

C¹: Compulsory

E²: Elective

Guidelines for the selection of Thematic Modules

You may choose from one (1) up to three (3) Thematic Modules (TMs) per semester (30 ECTS). The choice of TMs follows the structure of the programme. Registration in TMs should first exhaust the TMs of the previous semester before registering in the TMs of the next semester. For example, in the first semester, if you wish to select one (1) TM, you must register in IME50. If you wish to select two (2) TMs you must register in IME50 and in IME51. If you wish to select three (3) TMs you must register in IME50, IME51 and IME52. In the third semester, you can select either three (3) of the offered TMs or complete an MSc Dissertation (30 ECTS). The successful completion of six (6) TMs is a necessary precondition for the elaboration of the MSc Dissertation (IMEDE). The oral defense of the MSc Dissertation can only take place after the successful completion of all Thematic Modules of the Programme. The award of the Postgraduate Degree requires either the successful completion of six (6) Thematic Modules and the elaboration of an MSc Dissertation, or the successful completion of nine (9) Thematic Modules.

Students' evaluation per Module: click [here](#).

Contact

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Course Modules

IME50 Introduction to Innovation and Entrepreneurship Theory and Practice

TM Code: IME50

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: First (1st)

Language of Instruction: English

Objective and Scope:

This TM aims to introduce students to key concepts in innovation management such as "technology", "invention", "innovation", "open innovation", "entrepreneurship", "business

model" etc., as well as to identify and discuss the basic types and forms of innovation and their implications in shaping new markets and industries. Through the study of scientific articles and case studies, the TM discusses how and why innovation and entrepreneurship are important for the development and growth of businesses and organizations. Different models of innovation management eminent in the modern business environment are also discussed.

Learning outcomes: Upon successful completion of the module students will be able to:

- Understand key concepts around innovation and entrepreneurship
- Identify the basic types and forms of innovation
- Comprehend the dynamics of innovation in the evolution of industries and markets
- Understand the notion of "business model" and identify different business models in operation
- Comprehend the concept and applications of "open innovation"

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME51 Strategic Innovation Management

TM Code: IME51

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: First (1st)

Language of Instruction: English

Objective and Scope:

The aim of the Thematic Module is to offer students a deeper understanding of the impact of innovation on the competitive position of companies. The module also discusses the strategic management of innovation and the methods to implement these strategies. The module examines how entrepreneurs can shape their strategy to build and introduce innovations to the market. Many of the examples also focus on how well-established companies can become more entrepreneurial in their approach to innovation.

Learning outcomes: Upon successful completion of the module students will be able to:

- Acknowledge an organizational environment that rewards innovation and entrepreneurship
- Design appropriate procedures for promoting innovation
- Manage the internal and external sources of ideas and knowledge for innovation
- Understand the challenges that companies face in their innovation activity and the choices they need to make to address them.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME52 New Venture Creation and Business Planning

TM Code: IME52

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: First (1st)

Language of Instruction: English

Objective and Scope:

The objective of this Thematic Module is to introduce students to modern approaches in creating new businesses. It focuses on identifying, evaluating, developing and exploiting a business opportunity related to a new technology or social innovation. Techniques for evaluating an idea, finding the right technology, identifying benefits for customers, and adapting to potential markets are presented. The Thematic Module also familiarise students to the purpose and development of business planning.

Learning outcomes: Upon successful completion of the module students will be able to:

- Understand the difference between an idea and a business opportunity
- Formulate a value proposition
- Establish an evaluation process to determine the feasibility and viability of a business opportunity
- Understand the importance of business planning and the development of a sustainable business model
- Recognize the stages of development of a start-up

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME53 New Product Development

TM Code: IME53

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: Second (2nd)

Language of Instruction: English

Objective and Scope:

The aim of the thematic module is to present the basic stages of the new product development process. The changing nature of today's market has created an environment where flexibility, innovation and collaboration have become the cornerstones of an organization's ability to compete. The module explains how increased complexity in product and service design can be addressed by focusing on the characteristics of large (established) firms, as well as of smaller firms and start-ups.

Content:

The module aims to cover the following areas:

- The need for a structured approach to the development of new products and services
- Product and Process Innovation
- The stage gate process
- The stage gate process in an agile world
- Idea Generation
- Evaluating ideas
- Developing ideas
- New product development and openness

- Integrating with the supply chain
- Learning from failure
- Prototyping and Testing

Learning outcomes:

Upon successful completion of the module students will be able to:

- Explain the stages of developing a new product.
- Understand the role of services in the creation of value
- Analyse the role of customers, suppliers and other external stakeholders in the development of new products.
- Implement the tools used in the development of new products, such as the voice of the customer and quality function deployment.
- Understand the challenges in developing new products in different sectors.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME54 Managing Innovative Projects

TM Code: IME54

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: Second (2nd)

Language of Instruction: English

Objective and Scope:

The objective of this thematic module is to present the procedures used in the management of innovation projects characterized by a high degree of risk and uncertainty. The module draws on the innovation processes discussed at IME50 and IME51 and describes how project management techniques can guide a new venture in achieving its strategic goals.

Content:

The module aims to cover the following areas:

- Project Management and Creativity
- Stakeholder Management
- Project Selection
- Scope Management
- The Waterfall Model
- Planning with waterfall Methods
- The Agile approach to managing projects
- Planning with agile methods
- Managing teams and leadership
- The role of the supply chain
- Risk Management

Learning outcomes:

Upon successful completion of the module students will be able to:

- Explain the methods used in developing projects,
- Select the most appropriate approach for different types of projects.

- Understand the various concepts and terms of project management.
- Develop a cohesive plan for the development of innovative projects.
- Implement the principles of managing project for the conversion of an idea to a commercial product/service/process.
- To select and manage the project team.
- Understand the characteristics and challenges in leading a project.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME55 Technology Commercialization

TM Code: IME55

ECTS Credits: 10

Type of TM: Compulsory

Semester offered: Second (2nd)

Language of Instruction: English

Objective and Scope:

The purpose of this thematic module is to present the techniques and mechanisms that an organization can use to generate commercial value from a new technology. Research and Development (R&D) departments, start-ups and universities often create new technologies with significant promise to change business and customer behavior. However, they are often abandoned and fail to reach the market. This section will explore the main pitfalls of these efforts and explore what techniques and mechanisms can be applied to increase the chances of market success.

Learning outcomes:

Upon successful completion of the module students will be able to:

- Understand the basic concepts around the commercial exploitation of technology
- Identify the main obstacles to successful technology commercialization
- Evaluate the technologies that are most likely to support innovations in the market
- Discuss the main techniques and mechanisms for the commercialization of a new technology
- Understand and apply industrial property protection strategies

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME60 Design Thinking

TM Code: IME60

ECTS Credits: 10

Type of TM: Elective

Semester offered: Third (3rd)

Language of Instruction: English

Objective and Scope:

This thematic module discusses the concept of Design Thinking and the tools and techniques associated with it. Design thinking is a systematic and collaborative process that combines observation, synthesis, search and creation of alternatives, critical thinking, feedback, creativity in problem solving and value creation.

Learning outcomes:

Upon successful completion of the module students will be able to:

- Understand the process of design thinking and its application in business
- Identify how to observe, collect information and turn it into useful insights that will guide their endeavors

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME61 Digital Transformation

TM Code: IME61

ECTS Credits: 10

Type of TM: Elective

Semester offered: Third (3rd)

Language of Instruction: English

Objective and Scope:

This thematic module aims to provide an understanding of the importance and processes of Digital Transformation and of the underlying technological changes associated with it. Digital Transformation radically changes the way core businesses are organised and operate, enhancing their competitiveness. Reference is made to digital transformation case studies occurring in critical sectors of the economy, such as shipping, tourism, transport, and banking.

Learning outcomes:

Upon successful completion of the module students will be able to:

- Understand the changes in technology and the way work is organized as a result of digital transformation.
- Understand how digital technologies, such as those used for analytics and for social media, can be utilized for supporting business activity.
- To contribute to the development of digital strategies for the utilization of modern technologies and business models.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME62 Sustainable Innovation & Entrepreneurship

TM Code: IME62

ECTS Credits: 10

Type of TM: Elective

Semester offered: Third (3rd)

Language of Instruction: English

Objective and Scope:

The aim of this thematic module is to introduce students to the principles of sustainable business. The term sustainable business refers to companies whose strategies and practices eliminate or dramatically reduce the negative impact on the environment and on public health. Students will understand the tools, concepts and methods used in developing sustainable business opportunities.

Learning outcomes:

Upon successful completion of the module students will be able to:

- Understand the importance of “green” business planning and the development of “green” business models
- Recognize the complex socio-economic changes required to develop innovation and entrepreneurship in the green economy
- Understand different business strategies in the 'green' economy and the ways they are designed and implemented.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IME63 The Human Factor in Innovation

TM Code: IME63

ECTS Credits: 10

Type of TM: Elective

Semester offered: Third (3rd)

Language of Instruction: English

Objective and Scope:

This thematic module aims to present the key Human Resource Management issues that arise regarding the innovation activity at the individual, team and business level. Innovation more than often requires the establishment of interdisciplinary working groups. In this context, motivating, coordinating, organizing and rewarding participants are important components in fostering innovation in organizations.

Learning outcomes:

Upon successful completion of the module students will be able to:

- Understand the functions and tools of Human Resources Management in the innovation process
- Accommodate Human Resource Management practices to enhance the innovation potential of interdisciplinary teams.

Prerequisites: There are no prerequisites for this Thematic Module.

Method of Instruction: Distance learning using the Distance Education Platform of HOU and conducting online Group Tutorial Meetings (on-line TMs).

IMEDE MSc Dissertation

TM Code: IMEDE

ECTS Credits: 30

Type of TM: Elective

Semester offered: Third (3rd)

Language of Instruction: English

General Description:

The elaboration of an MSc Dissertation is one of the most creative challenges of the IME Programme and aims to synthesize the knowledge acquired during the Thematic Modules. It offers students the opportunity to demonstrate that they have the ability to apply the knowledge gained during their studies and to conduct in-depth research on a topic of their choice and interest related to the objectives of the program, under the guidance of a supervisor. The purpose of the MSc Dissertation should be clear and should revolve around the following questions:

1. Why is the chosen topic important from an academic point of view?
2. Why is the subject of practical interest?
3. What are the expected results and/or benefits?

The MSc Dissertation of the Postgraduate Program "Innovation Management and Entrepreneurship" must be written in English.

The MSc Dissertation is meant to combine and utilize the knowledge students have acquired over the course of their studies.

Students may propose a topic of their choice for their MSc Dissertation, based on the wider subject matter of the postgraduate studies program. Students must prepare the final topic and description of the MSc Dissertation in collaboration with the counselor.

Indicative topics may combine two or more of the following broad thematic research areas:

- Innovation and Entrepreneurship: Theory and Practice
- Strategic Innovation Management
- New Venture Creation and Business Planning
- New Product Development
- Managing Innovative Projects
- Technology Commercialization
- Design Thinking
- Digital Transformation
- Sustainable Innovation & Entrepreneurship
- The Human Factor in Innovation

Learning outcomes:

Upon completion of their Postgraduate Diploma Thesis, students will be able to:

- Synthesize the knowledge acquired during the Thematic Modules
- Demonstrate that they have the ability to apply the knowledge gained during their studies and to conduct in-depth research on a topic of their choice and interest
- Research, compile, verify, and critically assess information, and effectively organize and present it
- Effectively and creatively utilize internet/digital tools/media to draft/edit/distribute their texts
- Critically and responsibly utilize both primary and secondary sources

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Prerequisites: The presentation/defence of the MSc Dissertation takes place after the successful completion of all the six compulsory thematic modules of the IME Programme.

Public Administration and E-Governance

M.Sc. Aims and Objectives

The Study Program deals with the national and supranational systems of governance, the distribution of responsibilities at the levels of administration within them (local and regional self-government), the effects of the policies practiced on citizens, the formation of electoral politics and strategy of the collective subjects inside the institutions.

The program focuses, for each level of administration, on the parameters that describe its operation referring to its institutional composition, internal operation, economic and development issues, tools and methods for the use of technological tools.

Particular importance is given to electronic (and now digital) governance, which improves the efficiency and quality of public services and has shaped a new environment for citizens' interaction and communication with the public administration. Parameters highlighted by e-governance are citizen-centered services, information as a public good, new skills, labor relations, the acceptance by the employees of the new conditions as well as the emergence of new models of accountability and management.

M.Sc. Learning Outcomes

Graduates of the postgraduate program will be able to support administrative decisions and political initiatives

- to plan interventions inside the institutions
- address the flow of policy initiatives from top to bottom and vice versa;
- understand the division of powers between supranational organizations and the state, and between the state and its sub-national units
- to face the growing challenges.
- to fully understand the possibilities offered by e-government,
- propose and implement e-government solutions.

ECTS Credits Programme of Studies

The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 120 ECTS.

Characterization of the Postgraduate Program

Master of Science (M.Sc.)

Classification according to the UNESCO ISCED-2011 code

Based on the level of study: 7

Classification according to the UNESCO ISCED-2013 code

Based on the education sector: 0413 – Management and Administration

Language of instruction

The language of instruction of the programme, as well as of the Dissertation, is Greek.

Duration of study

The minimum duration of study is two (2) academic years, i.e. four (4) academic semesters.

Admission Requirements

The following shall be admitted:

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Structure

The minimum duration of studies is four (4) academic semesters (2 academic terms). The total number of academic credits (ECTS) required to earn the Master's Degree are 120 ECTS.

1st Semester

DMD50	Research Methodology in Public Administration	(M ¹ , 10 ECTS)
DMD 51	The constitutional organization of the Greek state	(M, 10 ECTS)

DMD 52	Introduction to Governance	(M, 10 ECTS)
2nd Semester		
DMD 53	Administrative Acts and Administrative Procedure	(E ² , 10 ECTS)
DMD 54	Information Systems in Electronic Governance	(E, 10 ECTS)
DMD 55	Human Resource Management in Public Administration	(E, 10 ECTS)
DMD 56	E-Governance, E-Democracy	(E, 10 ECTS)
3rd Semester		
DMD 60	Data analytics, semantic web and APIs	(E, 10 ECTS)
DMD 61	Decision Making theory and policy making	(E, 10 ECTS)
DMD 62	Political Marketing	(E, 10 ECTS)
DMD 63	Economic and development planning	(E, 10 ECTS)
4th Semester		
DMD 64	Digital Transformation	(E, 10 ECTS)
DMD 65	Public Sector Marketing	(E, 10 ECTS)
DMD 66	Leadership and Public Communication	(E, 10 ECTS)
DMD 67	Modern Accounting in the Public Sector	(E, 10 ECTS)
DMD DE	Dissertation	(E, 30 ECTS)

Notes:

M¹: Mandatory

E²: Elective

Module Selection Instructions

Students may select from one (1) to three (3) Modules per semester (30 ECTS).

When selecting Module, students must first select all the available Modules that belong to the previous semesters and then select Module belonging to the next semester. For example, students in the second semester who have successfully completed one (1) first-semester Module and wish to select three (3) Modules, must select the two (2) remaining first-semester Modules and then one (1) from the second semester, etc.

Students in the fourth semester may select either three (3) of the four (4) available 4th-semester Modules., or prepare a Dissertation.

Students may only prepare their Dissertation after successful completion of nine (9) Modules (three for each semester).

Students may only present their Dissertation after successful completion of all the Modules belonging to the Master's Degree. (Three for each semester)

To obtain the Master's Degree, students must: either successfully complete nine (9) Modules belonging to the first three (3) semesters -three (3) of those available in each of the three (3) first semesters, and successfully prepare and present their Dissertation, or successfully complete twelve (12) Modules -three (3) of those available in each of the four (4) total semesters.

Students' evaluation per Module: click [here](#).

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Course Modules

DMD50 Research Methodology in Public Administration

Code: DMD50

ECTS Credits: 10

Type: Mandatory

Semester in which offered: First (1st)

Language of instruction: Greek

Aims and Objectives: The module "Research Methodology in Public Administration" aims to introduce and familiarize students with the research methods used in areas of social interest such as Public Administration. Through this specific module, students will be introduced to the basic principles of epistemology, so that they will be able to understand the difference between different methodological approaches (inductive, deductive, comparative, case study, etc.) and apply qualitative and quantitative methodology, carrying out the design and the completion of an autonomous research on subjects of interest to the Public Administration. In addition, in the context of this module, students will focus further into the use of basic quantitative methods of data analysis, in order to scientifically investigate social, political and economic phenomena.

The module is structured around three main axes:

- Epistemology of the social sciences and individual methodological approaches and research methods
- Elaboration of research (forming a theoretical framework and hypotheses, searching for sources, writing an academic paper)
- Deepening in quantitative data analysis methods

Learning Outcomes:

Upon successful completion of the Module, students are expected to:

- Recognize the basic principles of epistemology and the individual methodological approaches in social research
- Apply the principles of methodology to their research and work
- Distinguish qualitative from quantitative methodology and understand which methodology to apply in each case
- Perform archival research in primary and secondary sources
- Document and critique their sources
- Write a scientific paper
- Carry out qualitative and quantitative field research
- Formulate research questions
- Collect, organize and analyze data
- Understand descriptive statistics
- Interpret and also produce visualized data such as graphs, tables, etc.
- Perform univariate analysis
- Apply the appropriate method for bivariate data analysis

- Apply the appropriate method for s multivariate data analysis

Subjects covered:

- Research Methodologies and Methods in Public Administration
- Design and Development of research in Public Administration
- Quantitative Data Analysis Methods

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD51 Constitutional organization of the Greek state

Code: DMD51

ECTS Credits: 10

Type: Mandatory

Semester in which offered: First (1st)

Language of instruction: Greek

Aims and Objectives: The module refers to the organization of the Greek state as a national state, as a member state of the European Union and as a member of international organizations, especially the Council of Europe.

It focus on the organizational structure of the unitary state, its political structure, its institutions and competences. It also examines the division of competences between the national state and the European Union, on the one hand, and between the central state and the regions and municipalities on the other, as well as the system of sources of law and the relationship between them.

The module examines:

- the organization of the state in the light of the democratic and the rule of law principles
- the institutions who exercise competences, in the light of the classical principle of the separation of powers but also concerning their de facto intersection, a phenomenon that is intensified due to further transfer of competences to the EU.

Accordingly, the national public administration (and the civil servant) forms part of a multi-level system of governance. In this context, the functional duplication of the public administration is emphasized, as the latter is called upon to carry out also the competences of the European Union. Furthermore, the organization of the central and decentralized administration, as well as the local and substantive self-government, is presented.

The approach is mainly an ideal-typical / normative one (based on the Constitution, laws and international treaties) but also an ontological one, with the use of the findings and principles of administrative science as they have been extracted through the analysis of the administrative phenomenon. Special emphasis is attributed to the management role of the State, especially the organization, function and transparency of governance, of the governmental organs and of the central public administration.

Finally, the module focuses on the combination of democracy and efficiency of the state in the age of globalization and the multiple and complex risks.

Learning Outcomes:

Upon successful completion of the module, students are expected to:

- familiarize themselves with fundamental concepts, such as multi-level governance, the democratic and the rule of law principles, the distribution of competences
- understand that the public administration (and the civil servants) form part of a multi-level governance, resulting in their functional transformation, as they also become organs of the European Union
- acquire knowledge and form their own opinion about the administrative phenomenon, its historical development and its organization in the context of the state and, secondarily, in the private sector,
- learn about the meaning, importance and content of the managerial state
- adopt an interdisciplinary approach to the organizational structures of the state, compare and analyze them,
- critically examine the strengths and weaknesses of the multi-level organization of public power
- understand the possible transformation of the organizational structure of the public administration based on modern conditions
- reflect on the relationship of the administration with the democratic principle and the relationship of the latter with the effectiveness

Subjects covered:

- Constitutional Law (Greek, European)
- Management Science

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD52 Introduction to Governance

Code: DMD52

ECTS Credits: 10

Type: Mandatory

Semester in which offered: First (1st)

Language of instruction: Greek

Aims and Objectives: The module is designed to introduce students to the genealogy, central concepts, antinomies, subjects, issues, types, contemporary manifestations and challenges of governance.

The following are analyzed:

- the central concepts of governance with an emphasis on contemporary practices where these are applied,
- changes in state-market relations and new forms of governance,
- states and international regimes in their historical development,
- the involvement of civil society and social movements in governance processes,
- the concepts and practical manifestations of democratic and good governance, as well as the interconnection of the latter with growth,
- the central points of criticism of the functioning of governance and
- the new facts and information from the latest political and economic developments worldwide.

Finally, the module will examine the case of European governance as a prominent case of multi-level governance, in which the dynamics of Europeanization occupy a central position.

Learning Outcomes:

Upon successful completion of the Module, students are expected to:

- have acquired an introductory critical knowledge of the concept, types, functions, the practical aspects, the problems and the contemporary governance challenges,
- have understood and to be able to explain and apply the theoretical framework of the module on a range of practical issues in both analytical and synthetic ways,
- know the transformation of the political, social and economic foundations on which governance systems are formed,
- be able to participate in an exchange of views on the individual sub-sections of the module and
- have acquired the methodological, analytical and compositional abilities required to produce an substantial, critical work

Subjects covered:

- From Government to Governance
- Public Policy and Governance
- Globalization and Governance

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD53 Administrative Acts and Administrative Procedure

Code: DMD53

ECTS Credits: 10

Type: Elective

Semester in which offered: Second (2nd)

Language of instruction: Greek

Aims and Objectives: The Module discusses:

1) Administrative acts:

i.e., declarations of intent by administrative bodies, which unilaterally introduce a regulation through the exercise of public authority and serve a public interest, and may be divided into various categories (e.g. administrative regulations, individual administrative acts, individual acts of general application, etc.), and, as contrasted to the former, acts issued by the administration that are not administrative acts (acts that lack external enforceability or that cannot be challenged by applications for annulment, e.g. Circulars, government acts)

2) The administrative procedure:

i.e., the procedure that the administration must adhere to in order to fulfill its role, in accordance with the Code of Administrative Procedure

3) Administrative bodies,

i.e., the institutional actors through which public administration serves its purposes and fulfills its mission, and which are subject to administrative procedures, and entrusted with issuing administrative acts and executing administrative actions

Learning Outcomes:

Upon successful completion of the Module, students are expected to:

- possess in-depth knowledge of the concept, characteristics, and categories of administrative acts
- understand which administrative acts require documentation and which do not (acts of general application, automated acts, favorable acts, acts issued under reserved powers, etc.)
- understand the concept of administrative bodies and their competences
- be able to express clear, concise, and adequate documentation for administrative acts, and recognize the consequences of inadequate or non-existent documentation
- be familiar with the process of withdrawing administrative acts
- understand the most important provisions of the Code of Administrative Procedure
- understand the process, significance, and various types of publication for administrative acts (Code of Administrative Procedure, article 18)
- fully understand the fundamental principles according to which administration must function

Subjects covered:

- Administrative bodies
- Administrative acts
- Administrative procedure

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD54 Information Systems in E-Governance

Code: DMD54

ECTS Credits: 10

Type: Elective

Semester in which offered: Second (2nd)

Language of instruction: Greek

Aims and Objectives: The purpose of the module “Information Systems in E-Governance” is the in-depth familiarization with Information Systems (IS) and the technologies that support them, putting special emphasis on applications of E-Governance.

The module covers the following:

- Information Systems.
- Design and Analysis of Information Systems.
- Data Modeling.
- Databases.
- Electronic Governance Information Systems (EGIS).
- Acceptance and success of EGISs.
- EGISs and public services.
- Interoperability issues

Learning Outcomes: Upon successful completion of the module, students are expected to:

- understand what an Information System is and its central role at enterprises and organizations,
- understand the specialized characteristics of EGISs that differentiate them from other Information Systems,

- perform system modeling by using UML,
- perform design of entity relationships models for databases,
- acknowledge the importance of the ease of use of interfaces, of having guarantees for proper operation, and privacy preservation,
- understand the available options that on demand scalability technologies offer without exceeding budget limits,
- analyze options for developing EGISs and evaluate already developed EGISs,
- participate in the development of EGISs,
- understand and propose new ways that public services can be offered through EGISs,
- understand interoperability among EGISs and its special role in the successful application of electronic governance

Subjects covered:

- Information Systems in the Public Sector
- E-Governance Information Systems
- Interoperability of E-Governance Information Systems

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD55 Human resource management in public administration

Code: DMD55

ECTS Credits: 10

Type: Elective

Semester in which offered: Second (2nd)

Language of instruction: Greek

Aims and Objectives: The Module discusses the following topics:

- Concept and significance of Human Resource Management in the public sector.
- Characteristics of Human Resource Management in Public Administration.
- Staffing policy. Job analysis.
- Staff selection and recruitment procedures in Public Administration.
- Staff evaluation in the public sector.
- Staff education and professional development in the public sector.
- Leadership and motivation in the public sector.
- Workplace ethics and staff commitment in the public sector.

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- possess knowledge and skills relevant to the best organization and administration of human resources in the public sector,
- understand the fundamental role of human resources in public service efficiency,
- recognize the importance and particularities of human resource management in the public sector,
- understand the processes of attracting, staffing, selecting, and hiring public-sector personnel,
- understand the benefits and challenges of personnel evaluation in the public sector,
- recognize the importance of staff education and development in the public sector,
- understand the concept of public sector Leadership,

- recognize the importance of workplace ethics in the public sector.

Subjects covered:

- Human Resource Management in Public Administration
- Evaluation, Training, and Development in Public Administration
- Leadership and Workplace Ethics in Public Administration

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD56 E-Governance, E-Democracy

Code: DMD56

ECTS Credits: 10

Type: Elective

Semester in which offered: Second (2nd)

Language of instruction: Greek

Aims and Objectives: The purpose of this module is to investigate the utilization of information technology, multimedia technology, social networking platforms and the world wide web, (in short ICT: Information Technologies and Communications) for the benefit of both governance as well as democracy. In particular: ICT can contribute to the direction of deliberative and participatory democracy, offering opportunities for citizens to express their opinion and will in a direct and targeted way, and to participate in the planning, implementation and evaluation of public policies. Increasing citizen participation through mechanisms based on the use of new technologies can enrich and deepen democracy with the collaborative production of public policies and the creation of collective solutions to collective problems.

Citizen participation has become a critical stake in most modern democracies considering the low percentage of citizens participating in the election process. The looming issue of legitimacy which is reflected in voter abstention, but also the crisis of party functioning and the relative discrediting of parliamentary democracy can be addressed to a large extent through the promotion of electronic consultation methods and the recording of citizens' choices and preferences in view of the implementation of political decisions that are of decisive importance for their short- and long-term future.

This initiative will attract the interest of the citizens, favor the increase of transparency in their planning, the recovery of the trust of the citizens towards the governance mechanisms, give a new vision to the policy and strengthen the decision-making processes. At the level of governance, ICT can and has already contributed to the facilitation of some processes by changing the face of public administration and its relationship with citizens. At the same time, of course, new concerns are raised, especially related to the exclusion of the electronically functionally illiterate, especially the poor, the elderly, etc., as well as personal data protection. Increasing citizen participation through mechanisms based on the use of new technologies can enrich and deepen democracy through the collaborative production of public policies and the creation of collective solutions to collective problems.

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- acquire knowledge and skills in e-governance,

- understand the operation of public sector information systems (e.g. information systems for internal support, provision of electronic information to citizens, electronic transactions between citizens and the state, electronic democracy, participation and consultation, utilization of social networks (social media), open government data, interoperability, etc.).
- be able to manage information systems projects in public sector bodies.
- acquire communication, collaboration and task management skills through teamwork, group presentations and other collaborative forms of study and work.
- exploit and use electronic voting and electronic consultation programs and systems

Subjects covered:

- Definitions and Concepts
- Electronic Consultation, Electronic Participation
- Case Studies, Practices and Reorganization

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD60 Data Analytics, Semantic Web and APIs

Code: DMD60

ECTS Credits: 10

Type: Elective

Semester in which offered: Third (3rd)

Language of instruction: Greek

Aims and Objectives: The purpose of the module “Data Analytics, Semantic Web and APIs” is the familiarization of students with what data analytics, semantic web and Application Programming Interfaces can contribute in developing systems that exhibit “intelligent” behaviour. In particular, the module covers the following:

- Data analytics for business intelligence, decision support systems and strategic planning.
- The role of descriptive analytics, predictive analytics, and prescriptive analytics.
- Identification of problems amenable to data science.
- Techniques of approaching machine learning problems.
- Semantic Web.
- The language SPARQL.
- Connected data.
- Open data.
- Interoperability support through APIs.

Learning Outcomes: Upon successful completion of the module, students are expected to:

- Identify opportunities for applying analytics for building intelligent systems.
- Implement solutions for regression problems
- Implement solutions for classification problems
- Implement solutions for clustering problems
- Understand the value that the Semantic Web adds in attaching meaning to data that are used by applications

- Use the language SPARKQL for submitting queries to databases that store data in RDF format
- Understand concepts of ontology
- Understand the family of OWL languages for registering semantic information
- Understand the importance of open data
- Identify sources of open data
- Make available data publicly as open data
- Understand the importance of APIs
- Understand REST APIs
- Use available APIs
- Make data available through APIs
- Apply the principle “once only” in APIs
- Assess the maturity of APIs

Subjects covered:

- Data analytics
- Semantic Web
- APIs (Application Programming Interfaces)

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD61 Decision Making Theory and Policy making

Code: DMD61

ECTS Credits: 10

Type: Elective

Semester in which offered: Third (3rd)

Language of instruction: Greek

Aims and Objectives: The objective of the module is to improve students' decision-making ability, acquire leadership skills and provide strategies for further improvement in the future. It examines the process by which individuals and groups make decisions, and formulate policies to solve problems, individually and collectively.

Public policy is the total of decisions and means used by governments/institutions to respond to the diverse and complex mix of social, environmental, economic and cultural problems, issues and circumstances.

Policy making is associated with a rational, objective and leading process of steps and stages.

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- develop decision-making skills
- understand different styles of decision-making, leadership and the motives behind each style,
- understand how individuals and groups make decisions and shape behaviors and policies;
- understand analysis techniques,
- understand different ways of making decisions, developing processes in groups, integrating factors (e.g. values, biases, expertise, habit and willpower) into decision making,

- manage policy formulation issues and through the process of negotiation and application of game theory.

Subjects covered:

- Game Theory and Strategy
- Negotiations Strategies

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD62 Political Marketing

Code: DMD62

ECTS Credits: 10

Type: Elective

Semester in which offered: Third (3rd)

Language of instruction: Greek

Aims and Objectives: In the Module "Political Marketing" it is presented the development and operation of the basic marketing principles as they are applied in the field of politics as well as in the claim of power during the election campaign, under the format persons-parties-issues. This module offers students not only the theoretical introduction to the concepts and principles of political marketing and communication, but an empirical approach to applied political marketing, both traditional and digital, in three sub-themes:

- Introduction and basic concepts of Political Marketing,
- Analysis of political competition,
- Communication and media.

In addition, the Module will train students to develop a strategic marketing plan for political bodies (with schedule, budget and action plan), either in the context of an election campaign, or management of administration and individual subjects. Finally, students will become familiar with the main models of electoral behavior analysis and the factors influencing voter behavior based on rational choice and the consumer model.

Learning Outcomes: Upon the completion of the module, students will be able to:

- analyze the components of an election campaign
- describe and analyze the political competition
- analyze surveys and election results
- Design and prepare a strategic marketing plan
- use traditional and digital marketing tools
- understand the dynamics and relationships that is developed in the persons-parties-issues relationship
- analyze the electoral behavior of the electorate based on the existing analysis models
- Recognize and apply the basic marketing theory (4P's, market segmentation, audience targeting, etc.) in the field of political competition
- Choose and use the right tools and methods in the field of analysis and planning of a political campaign.

Subjects covered:

- Introduction to the basic context and terms of Political Marketing
- Political Competition Analysis

- Communication and Mass Media

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD63 Economic and Development Planning

Code: DMD63

ECTS Credits: 10

Type: Elective

Semester in which offered: Third (3rd)

Language of instruction: Greek

Aims and Objectives: The Module will introduce students to the modern methodological tools used in the strategic and tactical (re-)planning of public and private sector policy, as well as to the current socio-economic, technological, and political framework in which people in power are called upon to plan strategies and policy for sustainable regional development. In particular, the Module discusses the following topics:

- History of regional development in Greece.
- Presentation of the structure of EU structural policies for regional development and emphasis on the objective of territorial cooperation.

Presentation of the basic programmatic regional development tools.

- Strategic planning - importance and impact on regional and local development.
- Qualitative analysis methodologies: PEST and SWOT.
- Quantitative aspect of planning, implementation and evaluation and re-planning of applied developmental policy - concept, utility and exploitation of quantitative indicators.
- The importance of participatory processes for the preparation of economic and development plans

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- analyze and evaluate strategic and operational plans of public authorities, in particular those of municipalities and regional governments,
- take an active role in economic and development plan preparation groups,
- identify the national and international conditions that have the potential to impact a strategic and operational plan.

Subjects covered:

- Introduction and characteristics of Economic and Development Plans
- Local sustainable development

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD64 Digital Transformation

Code: DMD64

ECTS Credits: 10

Type: Elective

Semester in which offered: Fourth (4th)

Language of instruction: Greek

Aims and Objectives: The purpose of the module “Digital Transformation” is explained below:

- The module starts by analyzing the major new digital technologies and explains how and why they boost digital transformation, and the ways that digital transformation can be a threat and an opportunity for public administration.
- The module focuses on the design and implementation of a schedule for digital transformation, by citing steps, methodologies, and required tools, by using specific examples.
- Also, the module, presents implications from new technologies that are examined from a financial, political, and social aspect and aims at broadcasting good practices that can be applied to actual digital transformation scenarios.

Learning Outcomes: Upon successful completion of the module, students are expected to:

- understand the concept of digital transformation and its role in public administration,
- understand technologies of storing data and information and the concept of Distributed Ledger Technologies (blockchain),
- understand the Internet of Things and relevant applications,
- participate in designing digital transformation initiatives,
- identify the potential that Big Data technology offers,
- identify opportunities offered by smart cities at providing new services to the citizens,
- understand the importance of digital health records, and its role in providing personalized medicine, while always preserving patient’s privacy.

Subjects covered:

- Introduction and concepts of Digital Transformation
- Applications of Digital Transformation

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD65 Public Sector Marketing

Code: DMD65

ECTS Credits: 10

Type: Elective

Semester in which offered: Fourth (4th)

Language of instruction: Greek

Aims and Objectives: The aim of this module is to understand basic marketing principles and apply them in the new environment of the public sector. The marketing mix, steps in developing a marketing plan for public services, research techniques in the public sector, and examples of successful marketing program implementation are analyzed and discussed.

The development and digitization of services in recent years reinforces the customer-centric character of the public sector and makes it necessary to train both executives and public sector employees in marketing and communication issues.

There are many types of public sector organizations, local and regional organizations, public benefit organizations, charities that aim to improve the everyday lives of citizens and advance their cause. The non-profit nature of these organizations significantly differentiates their organization and operation and makes their study necessary.

Students are required to develop basic knowledge and skills in the field of marketing and public sector communication that will enable them to meet the challenges and add value to public organizations that now operate in one dynamic environment.

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- develop effective Marketing management skills,
- be able to work together properly in today's changing conditions in the Public sector,
- manage the new communication tools in the public sector,
- offer, in collaboration with superiors and their subordinates, a high level of teamwork and work results.

Subjects covered:

- Marketing of Public Sector Services
- Public Sector Communication

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD66 Leadership and Public Communication

Code: DMD66

ECTS Credits: 10

Type: Elective

Semester in which offered: Fourth (4th)

Language of instruction: Greek

Aims and Objectives: This module aims to develop knowledge and understanding of the key areas of leadership and organizational behavior, an understanding of the key marketing principles and their application in the new public sector environment. A leader is a person who inspires confidence and makes others follow him. It is not promoted, not imposed but highlighted. At the same time, the leader's point of contact with his audience is the communication and the strategy that will be developed and implemented, with focus on targets and measurable results. The marketing mix, the steps in developing a marketing plan for public services, research techniques in the public sector, and examples of successful marketing programs are discussed. Students are expected to develop basic knowledge and skills in the field of marketing and public sector communication that will enable them to face the challenges and add value to public organizations that are now operate in a dynamic environment.

Learning Outcomes: Upon the completion of the module, students will be able to:

- understand the characteristics of effective leadership,
- develop effective communication skills in the context of exercising leadership in the public sector,
- they can work properly in today's changing conditions in the public sector, considering organizational behavior approaches
- manage the new communication tools in the public sector,
- offer, in collaboration with their superiors and subordinates, a high level of teamwork and teamwork results

Subjects covered:

- Leadership

- Management of Organizations
- Communication and Marketing

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMD67 Modern Accounting in the Public Sector

Code: DMD67

ECTS Credits: 10

Type: Elective

Semester in which offered: Fourth (4th)

Language of instruction: Greek

Aims and Objectives: The present Module aims to instill students with the knowledge and understanding of basic aspects of Accounting in the public sector, the recent international developments and their application.

Students will become familiarized with the content and process of preparing Public-Sector financial statements and the special provisions of international practices, EU policy, and the requirements of public institutions that are called upon to apply Accounting for more transparency *vis a vis* the citizen body.

Students are expected to acquire the necessary modern Public-Sector Financial Reporting knowledge and skills to deal with increasing challenges and demands, by understanding the utility of the dynamically evolving field of Accounting.

Learning Outcomes: Upon successful completion of the Module, students are expected to:

- understand the characteristics of Public Sector Accounting and the differences between accounting systems (cash basis - accrual accounting),
- apply the provisions of the International Public Sector Accounting Standards,
- be able to evaluate the costs and benefits of various different accounting approaches, in accordance with the limits set by the accounting standards,
- understand the importance of the budgeting process,
- draw up budget reports and interpret deviations from the budget,
- understand the differences between the individual economic units within the Public Sector and the variation in accounting needs,
- draw up financial reports on the performance of Public Sector organizations,
- be able to communicate financial information to their supervisors and subordinates in an understandable manner, so as to work and cooperate effectively in the current, variable conditions of the public sector.

Subjects covered:

- Public Sector Accounting
- International Public Sector Accounting Standards

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

DMDDE Dissertation

Code: DMDDE

ECTS Credits: 30

Type: Elective

Semester in which offered: Fourth (4th)

Language of instruction: Greek

General Description: The Dissertation refers to the levels of governance in Public Administration (National, Local Government) and the parameters that describe their operation. The use of electronic sources and procedures in Administration is an important modern parameter. Particularly:

- It specializes in the concept of hegemony and the necessary adjustments to the political system, democratic renaissance and necessary institutional changes, digital transformation as well as participation issues.
- It studies the political subjects and persons who are active and the context in which the political competition within the institutions evolves
- It studies changes brought about by the integration of E-Government applications in public administration, examining their technological and social dimensions.
- It also studies the utilization of existing ones but also of emerging technologies with the goal to provide unified public services with focus on the citizen.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

Prerequisites: The presentation of the Dissertation takes place after the successful completion of the program's Modules.

Gender Studies: Methodologies, Theories, Policies

Subject of the programme

The programme includes the main theoretical and methodological approaches to gender as developed in the context of gender studies internationally. It critically examines the main issues and concepts related to gender relations and gender equality in the field of public policies and social movements. Emphasis is placed on the analysis of gender in areas of social, economic, political and cultural life such as the educational system, the labour market, the political system, cultural practices, sexuality and migration.

Programme Aim

The aim of the programme is to equip students to understand the concepts, theories and academic debates on gender relations, while linking them to contemporary social practices and aspects of inequality between men and women.

In order to achieve this aim, the programme will adopt an interdisciplinary approach by offering modules by qualified scholars from different disciplines that will highlight interdisciplinary aspects of gender relations in contemporary societies. In this context, students will be given the opportunity to acquire knowledge and become familiar with feminist methodologies and interdisciplinarity, theories of gender identity and sexuality, as well as gender equality and anti-discrimination policies.

They will also be given the opportunity to delve into more specialised areas, studying topics such as gender in education, gender-based violence, work and care, gender in politics, migration and interculturalism, and gender in cultural theories and practices.

The programme covers a wide range of social issues and debates that have come to the fore in recent years in Greece and globally, due to the rise of feminist and LGBTQ issues and movements. In this context, the programme highlights the intersectional dimensions of gender inequalities by exploring the different approaches to inequalities between men and women and the ways in which gender intertwines with the social categories of race, nation, social class, and sexuality.

By combining theoretical analysis and the findings of contemporary research with teaching, the programme contributes to deepening the analysis and response to social issues that are increasingly at the forefront of public discourse and public policies.

Learning Outcomes

The learning outcomes of the MA will be the following:

- Acquisition of specialised knowledge on gender inequalities, as well as policies on gender equality and women's rights which are critical especially in disciplines such as social policy, administration, social work, education, and media in both the public and private sectors.
- A deeper theoretical immersion in the theories, debates and methodologies of gender studies in different disciplines
- Development of critical thinking on cutting-edge social issues such as gender violence, feminist, migration and LGBTQ movements, gender stereotypes and norms, gender inequalities in education, and their interdisciplinary dimensions.
- Familiarisation with the use of the interdisciplinary methodological and analytical tools offered by gender studies
- Developing skills related to oral and written language (presentations, writing papers, developing arguments, collecting and commenting on literature) and cultivating communication skills in an environment of tolerance and respect for diversity.

ECTS Credits Programme of Studies

The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (MA) is 120 ECTS.

Characterization of the Postgraduate Program

Master of Arts (MA)

Classification according to the UNESCO ISCED-2011 code

Based on the level of study: 7

Classification according to the UNESCO ISCED-2013 code

Based on the education sector: 0314 Sociology and Cultural Studies

Language of instruction

The language of instruction of the programme, as well as of the Postgraduate Dissertation, is Greek.

Duration of study

The minimum duration of study is two (2) academic years, i.e. four (4) academic semesters.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines. The programme is offered in Greek.

The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Structure

1 st Semester		
FYL50	Feminist methodologies and intersectionality	(C ¹ , 10 ECTS)
FYL51	Gender and education	(C, 10 ECTS)
FYL52	Gender theories, sexualities and identities	(C, 10 ECTS)
2 nd Semester		
FYL53	Gender-based violence	(C, 10 ECTS)
FYL54	Gender and culture	(C, 10 ECTS)
FYL55	Gender, rights, politics	(C, 10 ECTS)
3 rd Semester		

FYL60	Gender equality policies	(C, 10 ECTS)
FYL61	Gender, migration and interculturalism	(C, 10 ECTS)
FYL62	Gender, care, work	(C, 10 ECTS)

4th Semester

FYLDE	Postgraduate Dissertation	(C, 30 ECTS)
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Note:

C¹: Compulsory

Instructions for the declaration of units

The Master of Arts "Gender Studies: Methodologies, Theories, Policies" is structured in four (4) academic semesters.

Four (4) semesters of four (4) semesters, comprising nine (9) units and a Postgraduate Diploma Thesis. The minimum period of study is four (4) academic semesters (2 academic years).

The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 120 ECTS. You may choose from one (1) to three (3) units per semester (30 ECTS).

The selection of the 1st, 2nd and 3rd semester units can be chosen from one (1) to three (3) units per semester (30 ECTS) regardless of the order. In the process of declaring a unit, the units of the previous semester must be exhausted first and then register the units of the following semester. For example, if you have successfully completed one (1) units from the first semester and in the second semester you wish to select three (3) Theses, you must necessarily register two (2) units from the first semester and one (1) from the second semester, and so on.

The completion of the Dissertation (Dissertation) requires the successful completion of the nine (9) units. The oral support of the thesis requires the successful completion of all the units of the Programme.

For the award of the Postgraduate Degree, the successful completion of nine (9) units is mandatory, as well as the successful preparation and presentation of the Diploma Thesis.

Students' evaluation per Module: click [here](#).

Contact

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General Information for candidates:

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Course Modules

FYL50 Feminist Methodologies and Intersectionality

Code: FYL50

ECTS Credits: 10

Type: Compulsory

Semester in which offered: First (1st)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to familiarise students with the basic concepts and approaches in the epistemology and methodology of gender studies. Within this broad field, particular emphasis is placed on the study of feminist issues, which constitute a theoretical and empirical starting point for the adoption of gender as an analytical category in social science research.

In this light, the central questions raised by feminist thought challenge traditional science, the epistemological and methodological premises of the positivist tradition in the social sciences, and introduce new objects in social research, ethical and political issues on power relations in research and knowledge production, and, finally, new challenges posed by the deconstruction of gender in the context of postcolonial, and interdisciplinary critiques. The ThU follows the evolution of the debate on gender epistemology and methodology from a historical perspective.

Learning Outcomes: After the successful completion of this ThU, students are expected to:

- Know how the conceptualisation of gender develops in the context of the two-way relationship between the feminist movements and feminist theory and research since the 1970s
- Understand basic epistemological concepts and principles of feminist critique in traditional science, as well as the particular debates raised in the social sciences. In particular to understand the problematic of feminist empiricism and the attempts to 'correct' science, the problematic of the feminist standpoint, and the problematic of situated knowledge and 'partial perspective'.
- Become familiar with the critiques of positivist social research, as well as the debates on the new methodologies and fields of research related to the study of gender discrimination and inequalities in the context of social institutions and relations, both historical and contemporary.
- Learn about the qualitative methodologies of feminist research, which focuses on the experiences, subjectivities and practices (discourses) related to the construction of gender difference, as well as the new objects of research that emerge in interpersonal relationships, everyday life, diversity, power relations, the body, sexuality and emotion.
- Learn about the critique of the theoretical and research principles of the "gynocentric" feminist approach, and the deconstruction of the social category "woman", under the influence of the postmodern critique in the conceptualization and study of gender.
- Understand the importance of interdisciplinary and post-colonial critiques, which introduce issues related to the complexity of discrimination and of social hierarchies, as well as the intertwining of systems of oppression (colonialism, racism, heteropatriarchy), and the theoretical, methodological and political questions that the focus on the resistances of the oppressed brings to social research
- Understand the importance of sexuality in the construction of gender and otherness, through the critique of queer approaches to the dominant dichotomous representation of gender in social science

- Understand the issue of self-reflection, co-construction, empowerment and ethics of care in the context of the research process, where the relationship between researchers and research participants is recognised as crucial in the production and control of scientific knowledge

Cognitive Objectives:

- Theoretical approaches to gender relations. Feminist theories
- Aims and methods of gender studies
- Epistemology and methodology of feminist research

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL51 Gender and Education

Code: FYL51

ECTS Credits: 10

Type: Compulsory

Semester in which offered: First (1st)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to explore the relationship between gender and education, i.e., how gender is structured and expressed in the education system, to highlight the network of gender inequalities and discrimination associated with it and finally, to examine the importance of gender policies based on holistic approaches in order for education to become a key pillar for the promotion of gender equality.

Indicative content of the ThU includes the following issues:

- The school as a cultural context for the construction of gender identities and as a privileged field of intervention for the removal of sexism.
- The role of the teacher and gender, educational leadership and gender / Gender dimension in teacher education - teacher training.
- The "hidden" curriculum and gender / Integration of the gender perspective in classroom organisation and educational practices / Feminist approaches to pedagogy.
- Sexism in language / The importance of overcoming sexism in language for a modern and inclusive education
- Play - the curriculum of the early years of children's life / The impact of the gendered dichotomy of toys on children's educational prospects and future career choices
- The gender dimension of the curriculum / Curricula for all children.
- Gender and teaching materials / Identifying and critically addressing sexism in teaching materials / Developing anti-sexist pedagogical materials.
- Research approaches to gender in education.
- Gender perspectives in different disciplines / Gender and STEM Sciences/ Strategies to promote gender equality in disciplines.
- Policies to promote gender equality in education at national, European and international level
- Gender-based discrimination and violence, sexual orientation, identity, gender expression and gender characteristics in education / Creating safe, non-violent and inclusive learning environments for all children.

- Guidelines for the management of LGBTQ+ issues in education / Policies for LGBTQI inclusive education Sexuality education at school.

Learning Outcomes: After the successful completion of the specific topic, students are expected to have:

- acquired knowledge about the "gendered status" of education, i.e. that education, as an institution, is a space where gender practices are formed.
- Acquire knowledge about how schooling produces, sustains, and reproduces
- gender inequality and asymmetry through curricula, organisation and administration, pedagogical material, the hidden curriculum, vocational guidance, etc.
- understand the gendered production of scientific knowledge and its reproductive practices; familiarise themselves with the issues raised by gender studies in relation to the production and teaching of scientific knowledge
- understand the need to draft a comprehensive Action Plan for the integration of the gender dimension in all levels of education in order to eliminate sexism in schools
- adopt a critical attitude towards their own gender representations and the practices through which they are constructed
- acquire knowledge and skills to promote gender equality in education
- develop a critical attitude towards issues related to the gender dimensions of educational life, increasing awareness of the various forms of gender bias, prejudice and discrimination that they reproduce in the educational process.

Cognitive Objectives:

- Gendered segregation of toys, gender identities and school, safe and inclusive learning environments, sex education
- Teachers, curriculum, pedagogical materials, teaching approaches, language and gender
- Integration of gender perspectives in different disciplines, gender and STEM sciences, gender equality policies in education

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL52 Gender Theories, Sexualities, identities

Code: FYL52

ECTS Credits: 10

Type: Compulsory

Semester in which offered: First (1st)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to introduce some of the basic concepts and theoretical approaches to gender and sexuality. Drawing on an interdisciplinary perspective, a critical analysis of topics such as gender inequalities, sexism, heteronormativity, forms of domestic organisation, sexual identities and the unequal division of labour will be explored. Particular emphasis will be placed on presenting the power relations that underlie the relationship between practices and identities.

Based on the principal gender theories, we will attempt to approach the roles, attitudes, stereotypes associated with the social construction of gender identity. That is, we will treat

masculinity and femininity as categories of analysis historically shaped, which are intertwined, interdependent and related to the power relations that bind individuals and groups. Using specific examples, we will analyse the focal points, variables and attributes that shape multiple gendered relations of subordination.

Indicatively, the ThU. includes the following sub-units:

Basic gender theories

Will be presented, starting from the oppositional schema of "biological" vs "social" gender, and the critiques that have been made of them.

- The social construction of gender
- Liberal Feminism
- Radical and Marxist Feminism
- Ecofeminism
- Gender as performance
- Masculinity studies.

"Women" and "Men" as universal categories of analysis

Approaches that challenge the universal validity of the concepts of the "woman" and the "man" will be examined through a social science lens. As individuals and groups are always placed in networks where different variables such as race, ethnicity, sexuality, social class, artifice, etc. coexist, identities are constituted in historical contexts. The theoretical and methodological conditions that determine masculinities and femininities, as well as the power relations between them, will be analysed.

Theories of sexuality

Sexuality will be analysed as a concept, which is related to and produced by social, historical and cultural contexts.

- The historical dimension of sexuality
- The 'science' of sexology.
- Racial politics of sexuality
- Kinetic practices and sexuality.

Learning Outcomes: After the successful completion of this particular ThE, students are expected to:

- Know the historical formation of gender theories.
- understand that gender theories draw from different social and epistemological contexts from each other.
- know the concepts that have contributed to the formation of gender theories.
- are aware of the processes of production of masculinities and femininities in specific social contexts.
- can analyse aspects of social reality with the tools of different gender theories
- analyse versions of masculinity and femininity that emerge as a result of social consensus or conflict.
- integrate gender theories into broader sociological theory.
- can use gender theories in the design of gender equality programmes.

Cognitive Objectives:

- Basic gender theories
- "Women" and "Men" as universal categories of analysis

- Theories of sexuality

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL53 Gender-based violence

Code: FYL53

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Second (2nd)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to acquire knowledge, raise awareness and develop critical thinking on the issue of gender violence. More specifically, the ThU aims at understanding the basic concepts that are required for the analysis of the phenomenon of gender violence, as well as the different theoretical approaches and methodologies used to investigate it. It also aims to examine the institutional framework in place at national, European and international level to address gender-based violence and the services available to prevent and protect victims.

In the same context, the aim is also to understand the role played historically by the development of feminist and LGBTQ critiques and movements against gender violence. A broader objective is to raise awareness of the multiple types and forms that gender violence takes through an experiential and intersectional approach that challenges gender norms, stereotypes, roles and practices and allows for a broader understanding of gender violence as a social phenomenon that defines gender inequalities.

Learning Outcomes: Upon completion of the module, the following learning outcomes are expected:

- Acquisition of specialized knowledge on the issues of violence against women and LGBTQI people, and on the methodologies for recording and addressing the phenomenon.
- developing critical reflection on the multiple forms of gender-based violence and its intersectional dimensions, as well as on the gender norms, stereotypes and practices that lead to the reproduction of the phenomenon in different social and cultural contexts
- acquiring knowledge of the legal and policy framework against gender-based violence at national, European and international level.
- demonstrate social, professional and ethical responsibility and sensitivity to gender-based violence.

Cognitive Objectives:

- Basic concepts and theories of gender-based violence
- Forms of gender-based violence. Laws and policies for dealing with it
- Feminist and LGBTQ reactions, critiques and movements against gender violence

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL54 Gender and Culture

Code: FYL54

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Second (2nd)

Language of instruction: Greek

Purpose - Description: This Thematic Unit (ThU) offers an overview of the main theoretical, methodological and research trends in the study of the relationship between gender and culture.

Contemporary sociology of culture focuses on the examination of culture and civilization as sites of social differentiation, especially after the so-called information revolution since the end of the 20th century and the further flourishing of the cultural and, subsequently, creative industries. Gender is part of these differentiating factors and acts as a catalyst in all processes of cultural production, distribution, and consumption.

The ThU examines the contemporary field of cultural and creative industries from a gender perspective and is divided into four subsections, each of which focuses on the analysis of gender in a more specific aspect of contemporary cultural and creative industries.

The first subsection draws on feminist cultural studies and analyses contemporary popular culture as a field of emergent gender representations. The second subsection draws primarily from feminist sociology of culture and studies the gendered dimensions of contemporary cultural production, that is, the ways in which gender shapes both access to and employment in the field of cultural production as well as work experience and careers in the field. The third subsection starts from sociological analyses of cultural consumption and focuses on the importance of gender as a factor in shaping the practices of cultural consumption practices and the related patterns of distribution of cultural capital and discrimination. The fourth section turns to the gendered performances of the self in contemporary gaming culture.

Learning Outcomes: After the successful completion of this module, students are expected to:

- Understand the historical conceptual development of feminist analyses of the field of cultural production, distribution, and consumption
- Understand the contribution of feminist approaches and analyses to the development of cultural studies and sociology of culture since the 1970s
- Be able to describe the different theoretical, methodological and research directions developed for the analysis of gendered approaches to contemporary culture
- Be able to apply this knowledge and methodological tools for the analysis of contemporary phenomena and examples from the field of culture to their own work in the context of the Thesis

Cognitive Objectives:

- Feminist cultural studies: representations of gender in contemporary popular culture
- Gendered dimensions of contemporary cultural production and employment in the creative industries
- Gendered dimensions of cultural consumption. Gender and cultural capital

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL55 Gender, Rights, Politics

Code: FYL55

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Second (2nd)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to acquire knowledge and become familiar with the basic concepts, theoretical approaches and empirical analyses of the gender dimension of human rights and politics. More specifically, the course explores the relationship between gender and the development and content of citizenship, democracy and political rights in contemporary societies. It critically assesses the extent to which parliamentary democracy as a political system is representative of all citizens.

The ThU includes considerations of the historical trajectories of the political rights' movement by women's organizations internationally and in Greece and the role played by the separation of public and private space in the "exclusion" of women from politics and decision making centres.

It also examines the contemporary scientific debate on the reasons for the persistence of the gender gap in political decision-making, as well as on the functioning (and deadens) of the institutional mechanisms and policy measures (quota legislation, etc.) that are called upon to address inequalities between men and women in all aspects of political life.

Indicatively, the unit includes the following sub-modules:

I. Women's political rights in Europe

The first texts of women's rights in France and England (Olympe de Gouges, Mary Wollstonecraft, etc.). The most important moments of the suffragette movement for the political right to vote. The struggle for women's suffrage in Greece. Interwar feminism (National Council of Greek Women, League for Women's Rights, etc.).

II. Democracy, citizenship, representation

A critical review of political theory and scholarship of the recognition of gender relations and gender identities in the analysis of democracy and citizenship. Theoretical approaches and conceptual clarifications of the gender dimensions of representation and universality in the functioning of the contemporary political systems. Mechanisms and processes of downgrading women to second-class citizens.

III. Women and gender in decision-making centres

Feminist and intersectional considerations of women's participation in centres of political power. Gendered perceptions of patterns of women's engagement with the public sphere. Sexism in public discourse and political practice. Affirmative action for women. International and European policies to increase participation in the electoral process and political practice. Mapping and assessment of current trends in the field.

Learning Outcomes: After the successful completion of this unit, students are expected to:

- Acquire knowledge of the history of feminist movements for women's political rights
- Understand feminist approaches to the concept of human rights, citizenship and democracy
- Become familiar with the conditions and reasons for the development of gendered patterns of participation in the field of politics and its institutions.

- Identify and analyse the mechanisms of discouragement/exclusion of women from involvement in politics in contemporary Greek reality.

Cognitive Objectives:

- Gendered political rights. The revindication of women's vote in Europe and Greece
- Gender, democracy, citizenship
- Women and gender in political decision-making centres. Contemporary political and electoral practices

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL60 Gender Equality Policies

Code: FYL60

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Third (3rd)

Language of instruction: Greek

Purpose - Description: The aim of the Thematic Unit (ThU) is to acquire scientific and technical knowledge and familiarization with the basic concepts and theoretical approaches and empirical analyses of gender equality policies from the perspective of public policy studies and gender studies. More specifically, the unit analyses and critically assesses the conceptualisations, design strategies, implementation methods and evaluation of gender equality policy outcomes.

The unit will examine the historical trajectory of public policies at the international, European and national levels, the analyses of inequality on which they are based, the strategies and the methods applied according to the objectives set in different fields (labour market, education, politics, anti-violence, culture, etc.). Particular emphasis is placed on the analysis of the resistance encountered when trying to introduce gender equality policies.

Indicatively, the unit includes the sub-units:

Gender in public policies. Design and evaluation

The analysis of policies utilises the theoretical approaches of public policy studies focusing on the phases of the policy cycle, i.e. objectives, design, implementation and evaluation. Regarding the role of policy actors (state institutions, private actors, non-governmental organisations, individual policy makers, etc.), emphasis is placed on the role of institutions at the supranational and national levels, women's and feminist organisations and on individual women policy makers in positions of political responsibility. The module examines key elements of the design, analysis and evaluation of public policies, both those that have gender equality as their primary objective and those that, while having other objectives, significantly affect gender relations in their field of intervention (dual strategy).

International, European, national, local equality policies

Description of key policies such as the policies of the United Nations, the European Union, Greece: International Conventions, The Beijing Platform for Action and Platform, European Directives, European Medium Term Action Plans, European Declarations and Charters, National Action Plans, Local Government Equality Programmes, etc.). Policies that (a) are exclusively targeted at women (affirmative action) and aim to reduce gender inequalities and

eliminate gender-based violence in areas such as the labour market, family, politics, income, social security, access to goods and services, leisure time, etc. and (b) aim to integrate equality into general public policies (e.g. employment policy, research and technology policy, health policy, environmental policy, migration policy, etc.) in order to promote gender equality in the labour market, family life, income, social security, access to goods and services, leisure time, etc.) are analysed.

Policy areas, methods and tools

The critical analysis of the methods that have been applied is based on theoretical approaches developed in the context of gender studies and feminist theory. Emphasis is placed on the use of (a) an interdisciplinary approach to problem analysis, (b) a cross-cultural approach to beneficiaries, and (c) cross-sectoral collaboration to enhance the effectiveness of interventions.

The critical assessment of tools for implementing gender equality policies includes the development and implementation of the legislative and institutional framework, the creation of effective public mechanisms, the adoption of affirmative action for women including quotas, gender mainstreaming, public awareness, targeting /commitment to achieving numerical targets, gender impact assessment, the extension of gender indicators to measure progress, the integration of gender into fiscal policy and public finance (gender budgeting), the introduction of gender mainstreaming into public policy, and the development of gender equality in public administration.

Learning Outcomes: After the successful completion of this unit, students are expected to:

- Understand how the main objectives of gender equality policies are shaped in relation to the inequalities found at specific levels of governance (international, European, national, local) and the interconnection between them
- Know the evolution of gender equality policies, the conditions of their development and the resistances [they have faced in different socio-political contexts.
- Become familiar with the planning methods and strategies chosen in the various fields of public policies as they have developed at international and European level.
- Understand the selection criteria and the usefulness of the tools applied to address gender inequalities in different fields of public intervention.
- Learn about the methods for assessing and evaluating measures and interventions in the different fields in terms of their impact on gender relations and the extent to which equality is achieved.

Cognitive Objectives:

- Gender in public policies. Design and evaluation
- International, European, national, local equality policies
- Policy fields, methods and tools for equality policies

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL61 Gender, Migration and Interculturalism

Code: FYL61

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Third (3rd)

Language of instruction: Greek

Purpose - Description: The aim of this Thematic Unit (ThU) is to familiarize students with basic concepts of gender and migration. Particular emphasis is given to the coupling of the two broad thematic areas discussed in the Module, in order to highlight the gendered character of migration. In this light, the social and cultural relations developed in the context of racial, ethnic and gendered interactions and hierarchies, as they emerge in (post-)migration societies, are examined. The unit follows the logic of interdisciplinarity as developed within critical feminist theory and uses it as a vehicle for understanding the transformations that take place due to and through migrant mobility.

Learning Outcomes: After the successful completion of this unit, students are expected to:

- Critically understand migrant mobility and integrate the phenomena associated with it into the overall understanding of social formations
- Understand and be able to reflect on the coupling of migration and gender, both in terms of reading the gendered character of migration and in terms of using gender for a more comprehensive reading of wider social relations and processes
- Be able to problematise theoretically and empirically the relationships, interactions and conflicts that may result from the encounter of different ethnic groups in a particular social context
- Have acquired interpretative tools for reading hybrid gender identities, positions and performances

Cognitive Objectives:

- The contribution of feminist critique to the interpretation of migrant mobility in combination with postcolonial theory, transnationality, diasporas
- Gender and ethnic division of labour, gender and precarity
- Domestic work, renegotiation of roles within households, transnational households

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYL62 Gender, Care, Work

Code: FYL62

ECTS Credits: 10

Type: Compulsory

Semester in which offered: Third (3rd)

Language of instruction: Greek

Purpose - Description: The Gender, Care, Work unit will focus on:

- the relationship between women's paid work and unpaid care responsibilities, which are gender-biased. In this context, the political and socio-economic dimensions of the reconciliation of professional, personal and family life are examined, as well as the role of the welfare state, the extended family and paid care work (domestic work, childcare for the elderly,
- employment inequalities linked to the unequal distribution of care and to gender norms, stereotypes and practices

- precariousness as a gendered condition in connection with the feminisation processes of broader sectors. Particular emphasis will be placed on highlighting the specificities of the Greek case after the economic crisis.
- structural gender inequalities including the pay gap, the employment and unemployment gap and the gendered (vertical and horizontal) division of labour in relation to the gendered segregation of disciplines in education and the labour market. Emphasis will be placed on gender-based biases in science and technology
- women's entrepreneurship and innovation.
- the equal inclusion of gender and women in the labour market as a strategy to foster growth and innovation

Learning Outcomes: Upon completion of the unit the expected results are the following:

- Gaining knowledge about gender inequalities in the labour market and the multiple causes of them
- Ability to think critically about the gender patterns that determine structural inequalities in the labour market, the pay gap, the employment-unemployment gap from a gender perspective
- Ability to understand the issues arising from the inability to reconcile professional, personal and family life
- familiarity with statistical data on gender inequalities in the labour market and qualitative methodologies for analysing work and care from a gender perspective
- Ability to understand the concepts of care, reproductive work, and the concept of precariousness from the perspective of gender and labour studies.
- Ability to develop new ideas on women's entrepreneurship and innovation

Cognitive Objectives:

- Inequalities in the labour market and education
- Care, reproductive work, domestic work
- Women's entrepreneurship, leadership, and management

Teaching Method: distance learning using the HOU's e-Learning Platform and conducting Group Counselling Meetings (tele-GCM).

FYLDE Postgraduate Dissertation

Code: FYLDE

ECTS Credits: 30

Type: Compulsory

Semester in which offered: Fourth (4th)

Language of instruction: Greek

General Description: This Thematic Unit (ThU) will be carried out through the writing of an individual original thesis during the 4th semester on topics related to the content of the postgraduate programme in order to cultivate, develop and evaluate the analytical and critical skills developed by the students during the programme.

The thesis will focus on the theme of gender studies and will use the methodological and theoretical approaches of the discipline. The design of the thesis, the research, the collection of literature, and analysis will be carried out by each student individually under the supervision of a supervisor.

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

General Regulation for the Preparation of Master's Theses in postgraduate programmes with a six-month duration.

Prerequisites: The presentation of the Postgraduate Dissertation takes place after the successful completion of the program's Modules.

Public Health and Policies

Subject of the programme

According to the classic definition given by Edward Winslow in 1920, public health is "the science and art of preventing disease, prolonging life, and promoting physical health and efficiency through organized community efforts for the sanitation of the environment, control of community infections, education of individuals in principles of personal hygiene, organization of medical and nursing services for the early diagnosis and preventive treatment of disease, and the development of the social machinery to ensure to every individual in the community a standard of living adequate to maintain health." The World Health Organization defines public health as "the art and science of preventing diseases, prolonging life, and promoting health through organized efforts of society." Public health concerns the health of the population as a whole, and the purpose of any society is to promote the health and well-being of its population. Today, public health faces challenges such as the impacts of economic crises, widening inequalities, an aging population, the rise of chronic diseases, migration and refugee crises, pandemics, and environmental and climatic changes. The subject of the Master's program is the analysis of fundamental factors affecting population health, as well as policies aimed at disease prevention, protection, and promotion of population health. It investigates the effects of challenges threatening public health on a global scale, related to the contemporary epidemiological, biological, social, economic, and environmental characteristics of modern societies.

Programme Aim

The purpose of the program is to provide trainees with the necessary knowledge and skills to contribute to the effective addressing of issues related to public health and to promote the health and well-being of the population. The aim of the Master's program is to equip trainees with knowledge and skills related to Public Health tools in order to effectively address the impacts on population health from environmental and climatic changes, population aging, violent population movements, the increase and intensification of poverty, and social exclusion. Additionally, the program aims to provide trainees with the necessary knowledge for the effective implementation of policies for prevention, management, and promotion of the population's health.

Learning Outcomes

Upon completion of the program, students will be able to:

- Understand the concept and role of public health and the contemporary challenges it faces.
- Comprehend and recognize how environmental and climatic changes impact population health.
- Understand the role of prevention and health promotion.
- Design and implement policies for promoting health and citizen well-being.
- Understand the role of healthcare systems, particularly Primary Health Care (PHC), in improving population health.
- Comprehend the role of interdisciplinary approaches in addressing population health issues.
- Address the impacts of pandemics or other emergencies (e.g., natural disasters) threatening population health.
- Understand the health issues of vulnerable social groups and contribute to their resolution.

ECTS Credits Programme of Studies

The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 120 ECTS.

Characterization of the Postgraduate Program

Master of Science (M.Sc.)

Classification according to the UNESCO ISCED-2011 code

Based on the level of study: 7

Classification according to the UNESCO ISCED-2013 code

Based on the education sector: 0988 – Inter-disciplinary programmes and qualifications involving health and welfare

0413 Health administration

0913 Health care programmes

0913 Health care of old people

0913 Health care of the disabled

0915 Mental health services

0921 Care of elderly and of disabled adults

0922 Child care and youth services

0923 Social work and counselling

Language of instruction

The teaching language of the programme, as well as of the Master Thesis, is Greek.

Duration of study

The minimum duration of study is two (2) academic years, i.e. four (4) academic semesters.

Admission Requirements

The Post-graduate programme accepts graduates or higher institution diplomas of related disciplines.

The programme is offered in Greek. The knowledge of a foreign language and good computer-Internet skills would be useful for the successful participation in the programme.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

Structure

The MSc program in "Public Health and Policies" is structured into four (4) academic semesters, comprising thirteen (13) modules - five (5) compulsory and eight (8) elective ones - and a Master's Dissertation (MD).

The minimum duration of the program is four (4) academic semesters.

The total number of required European Credit Transfer and Accumulation System (ECTS) credits for obtaining the Master's Degree is 120 ECTS.

1 st Semester		
DYPO50	Introduction to Public Health and Policies	(C ¹ , 10 ECTS)
DYPO51	Economics of Health Systems	(C, 10 ECTS)
DYPO52	Epidemiology and Public Health Statistics	(C, 10 ECTS)
2 nd Semester		
DYPO60	Public Health promotion and prevention	(C, 10 ECTS)
DYPO61	Prevention and treatment of cardiovascular diseases in Primary Health Care	(E ² , 10 ECTS)
DYPO62	Prevention and treatment of respiratory diseases and cancer in Primary Health Care	(E, 10 ECTS)
DYPO63	Community Nursing	(E, 10 ECTS)

DYPO64	Community Mental Health	(E, 10 ECTS)
3rd Semester		
DYPO70	Sociology of Health	(C, 10 ECTS)
DYPO71	Psycho-social approach of vulnerable populations	(E, 10 ECTS)
DYPO72	Public Health Law, Patients' Rights and Bioethics	(E, 10 ECTS)
DYPO73	E-government and e-health	(E, 10 ECTS)
DYPO74	Health Crises Management	(E, 10 ECTS)
4th Semester		
DYPODE	Master's Thesis	(C, 30 ECTS)

Note:

C¹: Compulsory

E²: Elective

Guidelines on Module selection

Students may choose a minimum of one (1) Module per semester and a maximum of three (3) Modules per semester.

The selection of Modules is made according to the following structure. For instance, in the first (1st) semester, if you wish to select one (1) Module, you must compulsorily choose DYPO50. If you desire to select two (2) Modules, you must declare DYPO50 and DYPO51. If you wish to select three (3) Modules, you should select DYPO50, DYPO51, and DYPO52.

In the second (2nd) and third (3rd) semesters, the compulsory Modules, namely DYPO60 and DYPO70, are selected as a priority, followed by the declaration of Elective Modules.

During the Modules declaration process, previous semester Modules must be chosen first, followed by the subsequent semester Modules.

The completion of the Master's Dissertation (DYPODE) requires the successful completion of nine (9) Modules.

The oral defense of the Master's Dissertation necessitates the successful completion of all Modules within the program.

The minimum duration of studies in the Master's program is four (4) academic semesters. To successfully complete the Master's within four (4) academic semesters, all required Modules provided per semester (30 ECTS) must be completed, along with the Master's Dissertation (MD).

To obtain the Master's Degree, the successful completion of nine (9) Modules is compulsory, along with the successful completion and presentation of the Master's Dissertation.

Contact

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Course Modules

DYPO50 Introduction to Public Health and Policies

Code: DYPO50

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Purpose – Description:

The aim of the Module is to provide students with knowledge that will help them understand the concept and role of public health, the factors that influence it, and the contemporary challenges it faces. The objective of the module is to provide knowledge regarding population health needs, factors affecting population health, the environment impacting population health, the structure of the public health system, international organizations dealing with public health, contemporary challenges of the public health system, and policies that promote public health.

Learning outcomes:

Upon completion of the unit, students will be able to:

- Understand the meaning of public health
- Report the factors which affect public health
- Report the challenges that public health faces
- Report the impacts of contemporary economic, social, and environmental problems on the population's health.
- Report on policies that have been implemented to protect the population's health and promote well-being.
- Evaluate public health policies

Subjects covered:

- Public Health (definition - Indicators of public health)
- Prevention - Health Promotion - Behavior and Health
- Public health challenges and policies

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO51 Economics of Health Systems

Code: DYPO51

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Purpose – Description:

The purpose of this unit is to introduce students to basic concepts of the healthcare system, its role, functioning, constraints, and the contemporary challenges it faces. The objectives of this unit include understanding the nature and role of the good: "healthcare services," the reasons for state intervention in the healthcare sector, the production and distribution of the good "healthcare services," methods of financing healthcare services, the structure and functioning of the healthcare system, the factors determining the demand for healthcare services, inequalities in the healthcare sector, the measurement and evaluation of provided healthcare services, and the economic evaluation of healthcare services.

Learning outcomes:

Upon completion of the unit, students will be able to:

- Define the type of good that healthcare services represent.
- Report the reasons of government intervention in health sector
- Understand the production process of healthcare services
- Report the determinant factors of demand for healthcare services
- Understand the concept of health system
- Understand how the health system works
- Understand and report the different financing methods of health system
- Explain income inequalities in health sector
- Evaluate health care services
- Evaluate health policies and programs

Subjects covered:

- Definition of healthcare services and State intervention in the field of healthcare
- Structure, Financing, and Functioning of Healthcare Systems
- Assessment, evaluation of programs, and health policies

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO52 Epidemiology and Public Health Statistics

Code: DYPO52

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Purpose – Description:

The purpose of the Module is for students to understand the concept of epidemiology, which involves the distribution and determinants of disease frequency in humans, as well as the use of statistical methods in studying the fundamental issues examined by epidemiology. The objectives of the Module include comprehending the concept of descriptive epidemiology, infectious disease epidemiology, genetic and social epidemiology, measuring and describing morbidity and mortality, monitoring the temporal progression of a disease, discovering causal factors behind diseases, studying the conditions and causes that lead to epidemics, and the history of diseases. A specific goal of the Module is to design and implement epidemiological studies.

Learning outcomes:

Upon completion of the unit, students will be able to

- Understand basic epidemiologic principles.
- Understand how morbidity and mortality of the population are measured and described.
- know the basic theoretical models of epidemiology.
- Implement the appropriate epidemiological tools in research.
- Implement basic statistical analysis in public health.
- to interpret and evaluate the findings of statistical epidemiological studies
- Evaluate public health strategies and measures through epidemiological principles.

Subjects covered:

- Epidemiology Framework - Measures of morbidity and mortality in epidemiology
- Psychological, social, and behavioral epidemiology

- Epidemiological studies design

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO60 Public health promotion and prevention

Code: DYPO60

ECTS: 10

Type: Compulsory

Semester offered: 2nd

Teaching Language: Greek

Purpose – Description:

The aim of the module is to train and specialize students in the design, implementation and evaluation of preventive health management and health promotion programmes for the general population and special groups. The objectives of the module are the understanding of the concept of health promotion and health prevention, disease prevention services and health promotion in Greece, perceived healthrelated risk, prevention of cardiovascular diseases, malignant neoplasms and individual infections, the role of nutrition and smoking in health. A sub-objective is to design and implement public health prevention programmes.

Learning outcomes:

Upon successful completion of the course, students will be able to:

- understand the concept of prevention and public health promotion
- know what are the services of promotion and prevention
- understand the concept of perceived health risk
- know how to prevent cardiovascular diseases, neoplasms and infections
- be familiar with the main models in the context of public health promotion
- be aware of the role of nutrition and physical activity in health prevention and health promotion
- evaluate measures and policies for public health promotion

Subjects covered:

- Prevention and Public Health - Prevention of diseases and infections
- Models for promoting health behavior - Health promotion for vulnerable groups
- Design and evaluation of health promotion interventions

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO61 Prevention and Treatment of Cardiovascular Diseases in Primary Health Care

Code: DYPO61

ECTS: 10

Type: Elective

Semester offered: 2nd

Teaching Language: Greek

Purpose – Description:

Cardiovascular diseases are now the most common and leading cause of death both in our country and globally. The objective of the module is to analyze the fundamental causes of cardiovascular diseases related to modern lifestyle. Specifically, they are directly associated

with sedentary life, unhealthy diet, lack of physical exercise, and intense psychological stress. Specific prevention methods related to lifestyle changes will be presented regarding these diseases, discussing the role of Primary Health Care in prevention and health promotion.

Learning outcomes:

Upon completion of the unit, students will be able to:

- Understand the main causes of cardiovascular diseases
- Know the impacts of modern lifestyle on the development of cardiovascular diseases
- know the prevention policies for cardiovascular diseases
- Understand the role of Primary Health Care on prevention and Health promotion

Subjects covered:

- Cardiovascular diseases
- Prevention of heart diseases and Risk factors
- The role of Primary Health Care in the prevention of heart diseases

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO62 Prevention and treatment of respiratory diseases and cancer in Primary Health Care

Code: DYPO62

ECTS: 10

Type: Elective

Semester offered: 2nd

Teaching Language: Greek

Purpose – Description:

The purpose of this module is to present the causes of respiratory diseases and neoplasms and the main ways of contracting them, as well as the role of Primary Health Care in lung health promotion.

Learning outcomes:

With the completion of the course students will be able to:

- understand the etiology of respiratory diseases
- understand the causes of neoplasms
- know the effects of the modern lifestyle in causing respiratory diseases and neoplasms
- know how to prevent and treat respiratory diseases and neoplasms
- know the role of primary care in the treatment of respiratory diseases and neoplasms

Subjects covered:

- Physiology and anatomy of the respiratory system - Respiratory diseases and Respiratory care programs
- Environmental - exogenous factors and malignant neoplasms - Risk assessment from exposure to carcinogenic agents
- Prevention policies

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO63 Community Nursing

Code: DYPO63

ECTS: 10

Type: Elective

Semester offered: 2nd

Teaching Language: Greek

Purpose – Description:

The purpose of the thematic unit is to acquaint students with the assessment and evaluation of the health needs of the individual, the family and the community, as well as the impact of social and environmental risks on health. The student is taught the concepts of planning, prevention, promotion and maintenance of health education and continuing nursing care for effective problem solving of healthy population groups in Primary Health Care and Community Nursing services.

Learning outcomes:

Upon completion of the unit, students will be able to:

- understand the concept of community nursing and its relationship to health and health promotion
- report the theoretical framework of community nursing
- report the principles of public health in Community Nursing
- report how to organize nursing care in the community
- report the concept of community nursing in promoting the health of vulnerable groups of the population

Subjects covered:

- Theoretical framework of community nursing
- Organization of nursing care in the community and Health promotion in the community
- Community nursing and vulnerable population groups

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO64 Community Mental Health

Code: DYPO64

ECTS: 10

Type: Elective

Semester offered: 2nd

Teaching Language: Greek

Purpose – Description:

The purpose of the module is to familiarize the student with the concepts of community mental health and to provide theoretical and clinical knowledge in order to acquire skills related to the integrated care of individuals, their families, and the community. The approach to mental health issues is with an emphasis on community-based care delivery and incorporates the concepts of prevention, organization, and planning that ensure ongoing health care in the community.

Learning outcomes:

Upon completion of the unit, students will be able to understand:

- The concept of community mental health
- The concept of community psychiatry
- The relationship between the therapist and the patient

- The Relationship between therapeutic care and psychopathology
- The application of community mental health principles to the general population
- How community mental health services are organized and planned.
- The application of counseling to different patient groups

Subjects covered:

- Theoretical foundations of Psychiatric Mental Health Nursing
- Therapeutic approaches in Psychiatric Nursing Care
- Organization of Community Health and Nursing Mental Health of Special Populations

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO70 Sociology of Health

Code: DYPO70

ECTS: 10

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Purpose – Description:

The purpose of this module is to educate students on the concepts of health sociology, the importance of the social environment in health and illness, and the socio-economic and cultural conditions that affect health and illness. The goals of the module include understanding the factors related to the social environment that influence health, differentiating between illness and disease, experiencing illness, and the impacts it has on people's personal lives.

Learning outcomes:

Upon completion of the unit, students will be able to:

- To know and understand the basic principles of health sociology.
- To be aware of the historical evolution of health sociology.
- To understand the fundamental methodological paradigms of health sociology.
- To comprehend the doctor-patient relationship.
- To understand and be knowledgeable about population beliefs regarding health.
- To comprehend the sociology of the body.

Subjects covered:

- The relationship between health and illness and the doctor-patient relationship.
- Population beliefs about health, lifestyle, and the sociology of the body.
- Social inequalities and health.

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO71 Psycho-social approach to vulnerable populations

Code: DYPO71

ECTS: 10

Type: Elective

Semester offered: 3rd

Teaching Language: Greek

Purpose – Description:

The purpose of the module is to train students in issues related to the care of vulnerable populations, i.e., the elderly, migrants-refugees, women, children and adolescents, alcohol and substance abusers, persons with disabilities, and homeless people. The objectives of the module are to understand the factors that threaten the life, and health of people belonging to vulnerable groups and the ways of interventions that contribute to improving the health of individuals. The historical development of social inequalities and the new emerging social risks that threaten the health of the population will also be discussed.

Learning outcomes:

Upon completion of the course, students will be able to:

- Know the main social risks faced by vulnerable groups of the population.
- Know the historical evolution of social inequities and their link to public health.
- Deepen the understanding of modern psycho-social interventions aimed at defending public health.

Subjects covered:

- Introduction to Health Psychology
- Health Behavior and the Experience of Illness
- Pain and End-of-Life Disease Management - Stress Management and Health

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO72 Public Health Law, Patients' Rights and Bioethics

Code: DYPO72

ECTS: 10

Type: Elective

Semester offered: 3rd

Teaching Language: Greek

Purpose – Description:

The aim of the module is to familiarize the student with the concept of public health law and rights, the concepts of bioethics, the ethical dilemmas encountered in clinical practice, and the equal access to healthcare while respecting human rights. The goals of the module include providing knowledge regarding the basic elements of legislation related to healthcare professions, encompassing the concepts of professional rights, patient rights, medical and nursing liability, and their application in clinical practice. Additionally, issues related to biomedical ethics will be analyzed, along with matters concerning the rights of healthcare service users, as well as civil and criminal liabilities arising from the practice of the medical profession.

Learning outcomes:

With the successful completion of the module, students will be able to:

- Understand the conceptual framework of health law
- Recognize bioethical issues
- Know the rights of a user of healthcare services within a healthcare system
- Comprehend fundamental ethical problems
- Understand the basic principles and rules of medical ethics

Subjects covered:

- The conceptual formation of public health law and the rights of users of public health services.
- Rules of primary and secondary prevention law.
- Definition of bioethics, the theoretical framework of ethics, and Medical Ethics.

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO73 E-Government and e-Health

Code: DYPO73

ECTS: 10

Type: Elective

Semester offered: 3rd

Teaching Language: Greek

Purpose – Description:

The aim of the course is to introduce students to the concept of e-government and more generally to the use of information and communication technologies (ICT) in the field of public health. ICT supports the internal operations of public administration, its communication and cooperation with citizens and businesses, but also decision making and policy development and contributes to the transformation of the way it operates. The objectives of this module are to familiarise students with the concept and role of e-government in the field of public health. Specifically, the thesis discusses the role of information and communication technologies (ICTs) in the field of public health. In addition, it analyses the role of eHealth for the benefit of citizens' health.

Learning outcomes:

Upon successful completion of the course, students will be able to:

- understand the role of e-government in the field of public health
- understand the role of information and communication technologies (ICT) in improving the use of health services
- understand the concept of eHealth and its role in promoting public health

Subjects covered:

- Health Informatics and Integrated Information Systems
- Electronic Health Record
- Telemedicine, Telehealth, and e-Health

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPO74 Health Crises Management

Code: DYPO74

ECTS: 10

Type: Elective

Semester offered: 3rd

Teaching Language: Greek

Purpose – Description:

The purpose of this module is to train students in crisis management in the field of health. Students will familiarize themselves with the philosophy of health crisis management (man-

made and natural disasters) and learn the tools to address as well as methods to design relevant humanitarian interventions. Students will be taught the basic communication examples traditionally used in crisis management and related to media and the power of picture in crisis. Special emphasis will be placed on administrative organization and organizational preparation and crisis management with an emphasis on public health crises. In particular, students will be able to know the different types of crises, understand the effects of the crisis, recognize the psychological factors that influence crisis management, design crisis management programs and evaluate the effectiveness. The main goal of module is to understand the different types of crises in health care, the social, health and psychological factors that influence crisis management, the design of crisis management programmes and the evaluation of the effectiveness of crisis management programmes.

Learning outcomes:

Upon completion of the unit, students will be able to:

- Understand the impacts of a crisis event.
- Recognize the psychological factors influencing crisis management.
- Utilize basic models and tools of strategic planning and organization for interventions during crisis periods.
- Assess the cost and consequences of a public health crisis.
- Design crisis management programs and evaluate the effectiveness of crisis management programs.

Subjects covered:

- Understanding healthcare crises.
- Management and handling of crises in the healthcare sector.
- Communication of crises in the healthcare field.

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

DYPODE Master's thesis

Code: DYPODE

ECTS: 30

Type: Compulsory

Semester offered: 4th

Teaching Language: Greek

Purpose – Description:

The purpose of the Master's Degree is to familiarize students with scientific research. Within the framework of the Master's Degree, students learn to formulate research questions, design their research, search for bibliographic references, collect, classify, and process statistical data, and write the research paper.

Learning outcomes:

Upon completion of the unit, students will be able to:

- Prepare a research outline
- Develop research methodologies
- Search for literature
- Search for statistical data
- Prepare a literature review on a research topic

- Process, present, and analyze statistical data

General Regulations for the Preparation of Postgraduate Dissertations in a Master's Degree Programme with semester-long Thematic Unit

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Subject - Aim

The aim of the “Global Challenges and Analytics” program is to foster and develop an interdisciplinary approach to identifying, analyzing, and understanding global developments using analytical methods and tools from risk management and data analysis.

Skills acquired

The “Global Challenges and Analytics” program leads to multidimensional and interdisciplinary skills and qualifications, covering risk management and data analysis in international policy. In particular, the program equips graduates with the critical ability to identify, understand, and interpret the complex network of relationships between political, economic, and social variables on national and international levels. In addition, the program is designed to provide them with risk management expertise, enabling them to explore and address the multifaceted challenges that arise in the international arena. At the same time, the program provides in-depth training in innovative technologies and data analysis techniques. Students learn how they can effectively collect, process, and visualize relevant data to facilitate decision-making in a complex and ever-changing environment. This comprehensive educational experience uniquely positions post-graduates as attractive candidates for various roles that require detailed judgment and complex analytical skills.

Learning Outcomes

Upon successful completion of the Inter-university Post-graduate program, graduates will be able to:

- identify, understand, and interpret in depth the interaction of political, economic, and social developments on a national or an international level,
- apply risk management to the study of international events and developments in a comprehensive manner,
- use analytical techniques and related software technologies to collect, process, analyze, and visualize data and information in the above areas, individually or in combination.

Characterization of the Postgraduate Program

Master of Science (MSc)

Classification according to the UNESCO ISCED-2011 code

Based on the level of study: 7

Classification according to the UNESCO ISCED-2013 code

Based on education sector: 0388 Inter-disciplinary programmes and qualifications involving social sciences, journalism and information

Inter-disciplinary Programme in the following fields:

- 0312 Political sciences and civics (International relations)
- 0541 Mathematics [Data analysis (mathematics)]

- 0611 Computer use (Use of software for data processing)

Admission Requirements

In the Inter-disciplinary Postgraduate Studies Programme graduates of the higher educational institutions of Greece (AEI) or graduates of recognized similar institutions abroad are accepted, with priority to executives of units and services that research, analyze and manage issues of international interest and foreign policy, such as security and defence executives, diplomatic service executives, public administration executives, company and multinational business executives, researchers and analysts of international politics and international, European and regional relations, etc.

A very good knowledge of the English language is required. With the proposal of the Curriculum Committee and decision of the Governing Committee of the H.O.U. graduate categories may be specialized.

Twenty (20) of the offered places per semester of admission are occupied by employees of the Ministry of National Defence.

Note:

Holders of a degree or diploma of higher education means graduates of Greek Universities or Polytechnics or Higher School of Fine Arts or Higher School of Pedagogical and Technological Education or Higher Technological Educational Institutions (ATEI) or those who hold academically equivalent first cycle degrees from recognized foreign educational institutions with the degrees awarded by the Greek Higher Educational Institutions, in accordance with the provisions of article 304 of Law No. 4957/2022 (Government Gazette 141/21.07.2022, vol.)

Clarification regarding foreign academic institutions

When evaluating an application to a Postgraduate Study Programme, the University will examine whether the candidate's institution of study is included, or is eligible to be included, in the National Registry of Recognized Foreign Higher Education Institutions, and whether the candidate's degree is included, or is eligible to be included, in the National Registry of Degree Types Awarded by Recognized Foreign Institutions. If the degree is listed under Article 307 of Law 4957/2022, the Hellenic Open University is required to request a "Certificate of Place of Study", which must be issued and sent directly by the foreign university. If the certificate confirms that the place of study, or any part of the studies, took place within Greek territory, the degree cannot be recognized—unless the portion of studies completed in Greece was carried out at a public Higher Education Institution or at a recognized foreign educational institution, as defined in point (b) of Article 299 of Law 4957/2022.

ECTS Credits of the Program

The total number of credits (ECTS) required for the award of the Postgraduate Diploma of Specialisation (M.Sc.) is 90 ECTS.

Duration of Study

The minimum duration for the completion of the Inter-disciplinary Postgraduate Studies Programme is three (3) academic semesters.

Programme Language

The teaching language of all Modules and Laboratory Modules is Greek.

Contact

Student Registry:

Tel.: 2610 367323 - E-mail: psa@eap.gr

General Information for candidates:

Tel.: +30 2610 367805 - 2610 367806 - 2610 367807 - E-mail: info@eap.gr

General Information

The program is organized around two specialization streams, each covering a focus area in international politics:

A. Risk management, with emphasis on developing skills in methods, techniques, and tools for risk analysis and for the study of cases of international policy interest (e.g. migration, terrorism, cross-border issues, etc.).

B. Data analysis, emphasizing developing skills in data analysis techniques, methods, and tools for studying cases of international policy interest (e.g. migration, terrorism, cross-border issues, etc.).

The Inter-university Post-graduate program "Global Challenges and Analytics" is structured in three (3) academic semesters, on the whole consisting of four (4) compulsory Modules, one (1) optional Module, two (2) compulsory Laboratory Modules, two (2) Optional Laboratory Modules and two (2) Optional master's dissertations. The total number of credits (ECTS) required for the award of the postgraduate program degree is ninety (90 ECTS).

There is also an introductory seminar on the general content of the program.

More specifically, the Inter-university Post-graduate program offers two specializations, as follows:

a) **"Risk management in international politics"**. In the case of specialization by means of research, the master's dissertation must focus on investigating the management of an issue of national or transnational interest through the methodological framework of risk management as taught in respective Modules/Laboratory Modules. In the case of specialization by means of courses, in the third semester, postgraduate students must complete the Module "Case Studies and Applications in International Politics" and the Laboratory Module "Risk Lab in International Politics".

b) **"Data Analysis in International Politics"**. In the case of specialization by means of research, the master's dissertation must focus on investigating an issue of national or transnational interest through the methodological framework of data analysis as taught in the program's

respective Modules/Laboratory Modules. In the case of specialization by means of courses, during the third semester, postgraduate students must attend the Module "Case Studies and Applications in International Politics" and the Laboratory Module "Data Analysis Lab in International Politics".

Specialization by means of research is compulsory for those who have not previously completed a master's dissertation. Specialization by means of courses is recommended for those who already hold a Master's degree in which they have completed a master's dissertation.

Structure

The Inter-disciplinary Postgraduate Studies Programme "Global Risks and Analytics" offers two (2) specializations:

1st Specialization: "Risk management in international politics"

2nd Specialization: "Data analysis in international politics"

The Inter-disciplinary Postgraduate Studies Programme is structured in three (3) academic semesters, that include:

- Five (5) Modules,
- Four (4) Laboratory Modules,
- Master's dissertation of two (2) specializations.

The minimum duration of studies is three (3) academic semesters (1 ½ academic terms).

The total number of credits (ECTS) required to obtain the Master's Degree is 90 ECTS.

1st Semester		
PSA50	International Politics	(C ¹ , 10 ECTS)
PSA51	Risk Management	(C, 10 ECTS)
PSA52	Data Analysis	(C, 10 ECTS)
2nd Semester		
PSA53	Advanced topics in International Politics	(C, 10 ECTS)
PSA54LCM	Risk analysis lab in International Politics	(C, 10 ECTS)
PSA55LCM	Data analysis in International Politics	(C, 10 ECTS)
3rd Semester²		
1st Specialization: "Risk management in International Politics"		
Structure without Master's dissertation		
PSA60	Case studies and applications in International Politics	(C, 15 ECTS)
PSA61LCM	Risk Lab in International Politics	(C, 15 ECTS)
Structure with Master's dissertation³		
PSADED	Master's dissertation in risk management in international politics	(C, 30 ECTS)
2nd Specialization: "Data analysis in International Politics"		
Structure without Master's dissertation		
PSA60	Case studies and applications in International Politics	(C, 15 ECTS)
PSA62LCM	Data analysis lab in International Politics	(C, 15 ECTS)
Structure with Master's dissertation³		
PSADEA	Master's dissertation in data analysis in international politics	(C, 30 ECTS)

Notes:

C¹: Compulsory

3rd Semester²: Students that enter the Inter-disciplinary Postgraduate Studies Programme and have already completed a Master's dissertation (for example, in another Postgraduate Studies Programme), can choose: (a) either one module and one laboratory module, in the 3rd semester, depending the

specialization of their choice, (b) or the completion of the Master's dissertation, depending the specialization of their choice.

With Master's dissertation³: Students that enter the Inter-disciplinary Postgraduate Studies Programme without ever completing a Master's dissertation (for example, in another Postgraduate Studies Programme), must choose the Master's dissertation in the 3rd semester, depending the specialization of their choice.

Guidelines for Selection of Modules/Laboratory Modules

You may choose from one (1) to three (3) modules/laboratory modules per semester (up to 30 ECTS).

It is recommended that the selection of the modules/laboratory modules is made in sequential order and therefore follows the numbering of the subjects in the programme.

For example, in the 1st semester, if you wish to choose one (1) module, you must choose PSA50. If you wish to choose two (2) modules, you must choose PSA50 and PSA51, etc.

During the process of declaring a module, the modules/laboratory modules of the previous semester should be exhausted first and then, the modules/laboratory modules of the following semester should be declared.

In the 3rd semester you may choose either the PSA60 and one (1) from PSA61LCM / PSA62LCM, depending the specialization of your choice, or the Master's dissertation (PSADED / PSADEA) depending the specialization of your choice.

However, in case of entering the Inter-disciplinary Postgraduate Studies Programme without ever completing a Master's dissertation (for example, in another Postgraduate Studies Programme), then you must choose the Master's dissertation in the 3rd semester (PSADED / PSADEA), depending the specialization of your choice.

The completion of the Master's dissertation (PSADED / PSADEA) requires the successful attendance of the six (6) modules/laboratory modules.

The oral defense of the Master's dissertation can only take place after the successful completion of all modules and laboratory modules of the Programme.

The minimum duration of studies is three (3) academic semesters. For the successful completion of the Inter-disciplinary Postgraduate Studies Programme in three (3) academic semesters, all the required modules or and Master's dissertation per semester must be completed (30 ECTS).

The award of the Postgraduate Degree requires the successful completion of:

- (a.) either five (5) modules and three (3) laboratory modules
- (β.) or four (4) modules, two (2) laboratory modules, as well as the successful completion and presentation of the Master's dissertation (PSADED or PSADEA).

Students' evaluation per Module: click [here](#).

It is pointed out that distance learning and evaluation of students of the Laboratory Modules (PSA54, PSA55, PSA61 and PSA62 LCM) are carried out correspondingly with the rest of the Modules of the PSA Programme.

Description of the Modules/Laboratory Modules

PSA50: International Politics

Code: PSA50

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Specialization:

a) "Risk management in International Politics"

b) "Data analysis in International Politics"

Purpose – Description: The "International Politics" Module examines how human beings, both as distinct individuals and, more fundamentally, as part of larger social assemblages, act and coexist in the geophysical space of planet Earth. Essentially, it explores and discusses the making of politics in the International by focusing on the relationships between state and non-state actors, and the dynamics of corresponding structures created, in fields of human action that transcend territorial boundaries and geographical areas.

International Politics is a subject that engages with all the relevant subjects in the Discipline of International Relations and whose field of inquiry is shaped by the dialogue between International Relations and the social sciences, in particular history, politics, economics, sociology and law.

Learning outcomes:

Knowledge:

The Module maps out the driving forces of international politics by drawing on the experience of the practice of state and non-state actors that co-exist together in the temporal and spatial boundaries of the International, under the (re)reflective prism of international relations theory. The central aim is to delve into the conceptual and analytical categories of the Discipline of International Relations which, through selective but thorough study of standard case studies, allow us detect and bring out the multiple manifestations of the collective human presence in the international arena.

Skills:

The Module seeks to strengthen the analytical thinking of each trainee in order to:

- critically navigate a significant part of the knowledge base of international relations acquired by the academic community to date,
- trace the main theoretical and methodological tools with which international relations scholars and students produce, discuss and communicate their thinking,
- synthesise the theoretical discussion with a systematic survey of events in the making of international politics; and
- to (re)reflect and (re)construct the International, with the ambition of making its own small contribution to the analysis of the theory and practice of international politics, in order to highlight the multi-level and multi-dimensional nature of various global challenges.

Competences:

Upon successful completion of the Module, trainees are expected to acquire:

- sufficient familiarity with the basic theoretical and methodological approaches to international politics,
- sufficient ability to apply the concepts and analytical categories of international relations theory to the systematic, scholarly study of international developments,

- sufficient experience in gathering and synthesising factual data from a variety of print and electronic sources of information and data,
- sufficient autonomy in the development of oral arguments and dialogical discussion, as well as in the written recording, evaluation and presentation of (from) or (to) structured knowledge; and, overall,
- sufficient competence in the informed and critical analysis of the events that constitute the international and diverse global challenges.

Subjects covered:

- Introduction to International Politics
- Foundations of International Politics
- Other Theoretical Approaches to International Politics

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA51: Risk Management

Code: PSA51

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Specialization:

- a) "Risk management in International Politics"
- b) "Data analysis in International Politics"

Purpose – Description: The module focuses on methodological approaches to risk management for organizations and businesses.

Epistemologically, regarding risk management, multiple interpretations of risk (e.g., financial, security, protection, administrative) are examined, as well as their relevance to crisis management and the management of catastrophic events.

Methodologically, in terms of risk management, emphasis is given to learning and familiarization with techniques of risk identification, analysis, and grading.

Learning outcomes:

Knowledge:

Students acquire knowledge about the concepts of risk-taking and the generalized process followed in the management of risk-taking, such as recognition, analysis, handling, and communication of a risk.

Skills:

Through case analysis and practical exercises, students acquire skills in all stages of the risk management process. Particularly for the analysis and classification of risks, students gain skills in using methods such as risk matrix, failure analysis, tree-like error analysis, incident analysis, and decision analysis.

Competences:

Students who successfully complete the course will be able to participate in project teams with a focus on risk management or the administration of risk-taking in an organization, as

well as independently carry out the risk management cycle in any organization, using relevant methodological and software tools.

Subjects covered:

- Introduction to Risk Management
- Risk Management Standards
- Risk Analysis Techniques

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA52: Data Analysis

Code: PSA52

ECTS: 10

Type: Compulsory

Semester offered: 1st

Teaching Language: Greek

Specialization:

- a) "Risk management in International Politics"
- b) "Data analysis in International Politics"

Purpose – Description:

The aim is to learn data analysis techniques with extensive use of advanced software tools. The aim is to acquire expertise in the retrieval, processing, synthesis, analysis and presentation of qualitative and quantitative data for the purpose of informed decision making. It focuses on the following pillars: (a) processing of qualitative and quantitative data, (b) categories and techniques of analysis of qualitative and quantitative data, (c) interpretation and representation of findings.

Each module consists of a theoretical part, in which a comprehensive overview of the feasibility, function and uses of the statistical technique is given, and an applied part/application of the technique using worksheets or similar data analysis software.

Learning outcomes:

Specific knowledge:

Students will gain theoretical knowledge of data analysis using statistical methods. They will be able to process and analyse qualitative and quantitative variables from data files and interpret the findings of their analysis.

Skills:

They will gain skills in the independent use of software tools for data processing and statistical analysis. Through these tools they will be able to process data, perform statistical analyses, create graphs to visualise data and produce standard or ad hoc reports using advanced software applications for data processing and analysis.

Competencies:

Students who successfully complete will be able to perform analyses of quantitative or qualitative variables, independently or in collaboration with others, and to work in institutions and workplaces where data analysis using statistical methods is one of the main processes.

Subjects covered:

- Introductory concepts

- Correlation and regression
- Analysis of variance

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA53: Advanced topics in International Politics

Code: PSA53

ECTS: 10

Type: Compulsory

Semester offered: 2nd

Teaching Language: Greek

Specialization:

- a) "Risk management in International Politics"
- b) "Data analysis in International Politics"

Purpose – Description:

The "Advanced Topics in International Politics" aims to explore central, independent topics that constitute the learning subject of International Politics. The aim is to make trainees aware of the breadth and plurality of the subject and to familiarise them with some of the issues in international politics.

Learning outcomes:

Knowledge:

This Module presents and analyses critical aspects and practical dimensions of international politics, making use of the conceptual and theoretical knowledge acquired in the previous semester's International Politics Module. The central aim is to deepen the understanding of issues of international politics by drawing on specific issue examples, which will allow us bring out and analyze additional multifaceted aspects of the collective human presence in the international arena.

Skills:

In this Module the analytical thinking skills of each trainee are further developed, in order to:

- critically navigate the knowledge he/she has already acquired about the International,
- consolidate the main theoretical and methodological tools he/she has already learnt
- synthesise the theoretical debate in a more systematic way by systematically reviewing events in international politics; and
- (re)reflect and (re)construct the International with more analytical insight.

Competences:

The successful completion of the module is expected to enable trainees to go into greater depth:

- the basic theoretical and methodological approaches to international politics,
- the central concepts and analytical categories of international relations theory for the systematic, scholarly study of international developments,
- the collection and synthesis of factual data from a variety of printed and electronic information sources,
- in the oral development of arguments and dialogical discussion, as well as in the written recording, evaluation and presentation of structured knowledge, and in general

- in the informed and critical analysis of the facts that make up the International and the various global challenges.

Subjects covered:

- Global Governance and Rising Powers
- Terrorism in International Politics
- Current Issues

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA54LCM: Risk analysis lab in international politics

Code: PSA54LCM

ECTS: 10

Type: Compulsory

Semester offered: 2nd

Teaching Language: Greek

Specialization:

- “Risk management in International Politics”
- “Data analysis in International Politics”

Purpose – Description:

The purpose of this module is to familiarize students with the use of analytical tools in risk management to analyze, on a case-by-case basis, historical and current issues of international politics.

The goal is for students to be able to study international situations in terms of (a) causes, (b) potential impacts, and (c) the likelihood of their development in one direction or another – as is expected of a risk manager.

Learning outcomes:

Knowledge:

In this module, students combine empirical and theoretical approaches by applying analytical techniques to risk in issues of international politics.

Skills:

Students develop skills in planning and conducting empirical studies on international politics issues and in applying risk analysis techniques to these studies.

Competences:

Students who successfully complete the module will be able to design, conduct, and interpret comprehensive issues of international politics using analytical techniques of risk management.

Subjects covered:

- Study of Causes and Consequences
- Strategic Studies - Potential Developments
- Study of Difficulties

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA55LCM: Data analysis in International Politics

Code: PSA55LCM

ECTS: 10

Type: Compulsory

Semester offered: 2nd

Teaching Language: Greek

Specialization:

- a) "Risk management in International Politics"
- b) "Data analysis in International Politics"

Purpose – Description:

The aim of the module is for students to learn whether they can use the techniques of statistics in practice. That is, with a focus on (a) becoming familiar with applying the techniques to new, unknown data and (b) interpreting the findings from the analyses.

To this end, emphasis is placed on (a) retrieving data from public sources and (b) applying analytical techniques to the retrieved data.

Learning outcomes:

Specific knowledge:

In the module "Data Analysis in International Politics" students focus on the application of quantitative techniques from the field of data analysis for the empirical analysis of current and contemporary international policy issues.

Skills:

The main skills developed involve the collection and statistical processing of qualitative and quantitative data in international policy topics.

Competencies:

Students will be able to design, elaborate and interpret in-depth International Policy issues using analytical techniques from the field of data analysis.

Subjects covered:

- Retrieval of statistical/quantitative data from public data sources
- Data analysis
- Design of standardised reports

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA60: Case studies and applications in International Politics

Code: PSA60

ECTS: 15

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Specialization:

- a) "Risk management in International Politics"
- b) "Data analysis in International Politics"

Purpose – Description:

The "Case Studies and Applications in International Politics" pursues to familiarize trainees with case study analysis using the theoretical tools and analytical categories of International Politics. The aim is for the trainees to delve, through the analysis of case studies, into the

knowledge of international conflicts and crises, and develop the skills and competences they have acquired during the two previous international politics modules.

Learning outcomes:

Knowledge:

This Module focuses on case studies that are standardly indicative of the dynamics of international politics. The central aim is to use the knowledge acquired in the two previous international politics Modules to discuss in detail, through the analysis of specific cases, the various forms of violence and conflict, as well as the implications of competition and cooperation for international order and security.

Skills:

The Module deepens the analytical-critical thinking of each trainee in order to:

- evaluate the 'explanatory power' of the knowledge already acquired about the International,
- use the main concepts and theories taught as research tools,
- synthesise the theoretical debates with the systematic case study of events in international politics for the purposes of analysis and problem-solving and,
- (re)reflect and (re)construct the International with more research acumen and reliable empirical evidence.

Competences:

The successful completion of the Module will enable students to acquire sufficient academic familiarity with:

- the basic analytical categories and methodological approaches of international politics,
- research and the empirical documentation by using reliable primary and secondary references and data, both print and electronic,
- dialogue and the reflection, de-construction and re-construction of knowledge and, in general,
- the critical study of the facts that make up the International and the various global challenges.

Subjects covered:

- Classic cases
- Updated cases
- Idiomatic cases

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA61LCM: Risk Lab in International Politics

Code: PSA61LCM

ECTS: 15

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Specialization:

a) "Risk management in International Politics"

Purpose – Description:

In this module, students learn a sequence of risk analysis techniques that cover all the steps of the ISO 31000 process, selected from the ISO 31010 guide. They are then asked to study a case of international politics in full accordance with the ISO 31000 process.

Learning outcomes:

Knowledge:

Students who complete the module become familiar with the full cycle and additional risk analysis techniques according to the ISO 31000 process.

Skills:

Students acquire skills both in additional risk analysis techniques and in their complementary use in a comprehensive analysis according to ISO 31000.

Competences:

Upon completing this module, students have developed the ability to apply the full cycle of the risk analysis process according to ISO 31000, generally and specifically in matters of International Politics.

Subjects covered:

- Risk Identification Techniques
- Risk Analysis Techniques
- Risk Evaluation and Communication Techniques

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSA62LCM: Data analysis lab in International Politics

Code: PSA62LCM

ECTS: 15

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Specialization:

b) "Data analysis in International Politics"

Purpose – Description:

The aim of the module "Data analysis lab in International Politics" is the empirical case study of International Politics issues using analytical techniques of qualitative and quantitative data from public sources.

Learning outcomes:

Specific knowledge:

Students learn to identify qualitative and quantitative data on issues in the international sphere. They apply analytical techniques that enable them to interpret the international 'scene' in depth.

Skills:

Students acquire skills in searching for and matching qualitative and quantitative data in the subject of interest from public sources, retrieving them. They then practice using different analytical techniques on the data and interpreting their findings.

Competencies:

Students strengthen their ability to design and conduct comprehensive empirical studies on topics of international interest using quantitative and qualitative data from public sources.

Subjects covered:

- Techniques of automatic data extraction from public data streams
- Quantitative data analysis
- Qualitative data analysis

Teaching Method: Distance using the HOU Distance Learning Platform and conducting Group Counseling Meetings (tele-OSS).

PSADED: Master's dissertation in risk management in international politics

Code: PSAPED

ECTS: 30

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Specialization:

a) "Risk management in International Politics"

Purpose – Description:

The Master's dissertation is the main and substantial evidence of the student's ability in their chosen specialization. For this reason, a comprehensive dissertation should include all the elements that compose and constitute the said ability.

There are two fundamental criteria that must be met in every case:

- Substantive Criterion: Is the student's ability in their chosen specialization adequately demonstrated in the dissertation work?
- Academic Criterion: Does the dissertation sufficiently meet the academic criteria that constitute a comprehensive scientific work?

The Master's dissertation includes two distinct educational components:

- Mandatory distance learning Seminar – common for all those who are working on their Master's dissertation simultaneously with its completion.
- Supervised Completion

The seminar includes the following teaching units:

- Research Planning – Research Design
 - Workspace organization
 - Initial search for scientific literature and articles
 - Bibliography management through software
 - Research question and thesis objectives
 - Structure
 - Effective time scheduling
- Focusing on the Substantive Criterion of the Master's dissertation:
 - Literature depth
 - Empirical approach

- Methodology selection
- Findings vs Conclusions
- Focusing on the Academic Criterion of the Master's dissertation - Writing and Composition of the Work
 - Structure
 - Composition: Economy of words
 - Avoiding plagiarism
- Effective use of a word processor
 - File structure
 - Structured composition - use of styles
 - Numbering
 - Lists
 - Illustrations
 - Tables and indexes
 - Quality checks

Supervised Completion:

In the Master's dissertation in risk management in international politics (Research methods and dissertation skills) the student must focus on a contemporary or historical issue in International Politics and analyze it using one or more analytical methods from the arsenal of Risk Management.

For the substantive criterion, the student must adequately utilize analytical techniques from risk management.

Learning outcomes:

Knowledge:

The student gains an in-depth understanding of risk management in international politics. This includes learning how to conduct an initial search for scientific literature and articles, managing bibliographies, and distinguishing between findings and conclusions. This knowledge is essential for the substantive criterion of demonstrating the student's ability in their chosen specialization.

Skills:

The student develops advanced skills in research planning and design, including workspace organization, research question formulation, thesis objective setting, and effective time scheduling. Skills in structuring and composing the dissertation, including economy of words and avoiding plagiarism, are also developed. These skills are vital for meeting the academic criterion of a comprehensive scientific work.

Competences:

The student becomes competent in applying various analytical methods from risk management to a contemporary or historical issue in International Politics. This includes the ability to identify risks, use a risk matrix, and possibly other methods like Failure Mode and Effects Analysis (FMEA), Event Tree Analysis (ETA), Fault Tree Analysis (FTA), Decision Trees, Attack Trees, or CORAS type analysis. This competence reflects the student's ability to

practically apply their knowledge and skills to real-world issues, meeting both the substantive and academic criteria of the Master's dissertation.

General Regulations for the Preparation of Postgraduate Dissertations in a Master's Degree Programme with semester-long Thematic Unit

For more [information](#) regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

PSADEA: Master's dissertation in data analysis in international politics

Code: PSADEA

ECTS: 30

Type: Compulsory

Semester offered: 3rd

Teaching Language: Greek

Specialization:

b) "Data analysis in International Politics"

Purpose – Description:

The M.D.E. is the main and essential evidence of the student's competence in the chosen specialisation.

For this reason, a comprehensive thesis should include all the elements that make up and substantiate this competence.

There are two main criteria that must be met in each case:

- Substantive criterion: Is the student's competence in his/her chosen specialisation adequately documented in the thesis paper?
- Academic criterion: Does the thesis proposal adequately meet the academic criteria for a comprehensive scientific work?

The M.Sc. includes two distinct educational subjects:

- A compulsory seminar - common for all those who are working on an M.Sc. in parallel with the
- The supervised dissertation

The compulsory seminar includes the following modules:

- Research design - research design
 - Workplace organisation - work plan - research design - research plan - study design
 - project plan - plan of research project
 - Initial search of scientific literature - article search
 - Bibliography management via software
 - Research question and target task
 - Structure
 - Effective scheduling
- Focusing on the essential criterion of the MDE:

- Deepening the literature
- The empirical approach
- Choice of methodology
- Findings vs Conclusions
- Focusing on the Academic Criterion of the MA - Paper Writing - Composition
 - Structure
 - Drafting: Economics of Discourse
 - Avoiding Plagiarism
- Effective use of a word processor
 - File Structure
 - Structured composition - use of style.
 - Numbering
 - Lists
 - Illustrations
 - Tables and indexes
 - Quality controls

Supervised development:

In the MA in "Data Analysis in International Politics (through research)" the student should focus on a contemporary or historical issue in International Politics and analyze it using one or more analytical methods from the quiver of Risk Management.

For the substantive criterion the student should make sufficient use of analytical techniques from Data Analysis.

Learning outcomes:

Knowledge:

- Understanding of the necessity of applying specific analytical techniques to qualitative and quantitative data on issues of international interest.
- Develop knowledge in data analysis and interpretation, producing qualitative and quantitative interpretations of international issues.

Skills:

- Searching and matching data from public sources, and with retrieving and processing these data to support research.
- Developing skills in academic writing, structuring and drafting of the paper, and oral presentation.

Competencies:

- Strengthen the ability to design and conduct comprehensive empirical studies on international issues.
- Strengthen the ability to critically evaluate work on the basis of criteria of relevance and academicity.
- Strengthen competencies in effective time management and planning for the completion of projects.
- Develop competence in the effective communication of ideas and findings, both written and oral.

General Regulations for the Preparation of Postgraduate Dissertations in a Master's Degree Programme with semester-long Thematic Unit

For more information regarding the Specifications – Useful Material for writing Master's Theses and uploading a Thesis at the H.O.U. Repository, you can go to the Digital Training Area <http://courses.eap.gr> and especially to the Program of Studies section.

Annex

A. Annex: Students' evaluation

School of Social Sciences- Programmes of Studies with annual Modules

Students' evaluation: Grade assessment of a Module – Participation in Final Exams

Students are assigned to submit four (4) written assignments during the academic year. The average grade of the four (4) written assignments, weighted at 30%, is taken into consideration for the calculation of the final grade. The grade of written assignments is activated only with a score equal to or above the pass level (≥ 5) in the final or resit exams. The grade of the final or the resit exams shall be weighted at 70 % for the calculation of the final grade.

Students have the right to participate in the final/resit exams if (a) at least 50% of the potentially excellent grade has been obtained when adding the total of the four (4) assignments and (b) at least three (3) of the four (4) written assignments have been submitted.

School of Social Sciences- Programmes of Studies with semester Modules

Students' evaluation: Grade assessment of a Module – Participation in Final Exams

Module Evaluation:

a1. Two (2) Short Written Assignments (SWA) that contribute to the final grade with a weight equal to 10% each of them.

a2. One (1) Written Assignment (WA) which contributes to the final grade with a weight equal to 20%.

The grade of the written assignments (SWA & WA) is secured when a grade equal to or above the passing grade (≥ 5) in the final exam or resit is achieved only.

a3. Final exam or resit (FE) contribute to the final grade with a weight equal to 60%.

The **Final Grade** of each Module on the scale of 1 to 10 is calculated as:

$$\text{Final Grade} = (\text{SWA} \times 0,1) + (\text{SWA} \times 0,1) + (\text{WA} \times 0,2) + (\text{FE} \times 0,6)$$

Establishment of participation right in the final exam:

Participation in the final examination will be allowed, if:

1. the sum of the grades of the aforementioned assignments (see a1 and a2) is equal to, or greater than 50% of the assigned grading scale, i.e. at least 20 points out of 100, based on the weights mentioned in points a1 and a2,
2. at least 2 of the 3 Assignments should be submitted.

SWA & WA grade on the scale of 1 to 100

SWA1 (10%)	SWA2 (10%)	WA (20%)	Minimum grade that is required for participation in final exams
SWA1 $\times$ 1	SWA2 $\times$ 1	WA $\times$ 2	20/100

B. Annex: Certification of English

Certification of English competency at level B2

English competency (level B2) is proven according to article 10, Presidential Decree 85/2022 "Determination of qualifications for appointment in the public sector (Qualification-Department)" (A' 232), in combination with Part C' and namely "LANGUAGE CERTIFICATES" of no. 20/01.02.2023 "Amendment of no. 94/20.6.2022 of the decision of the SUPREME COUNCIL FOR CIVIL PERSONNEL SELECTION (ASEP)" Procedure for determining the fixed parts of the content of staff selection announcements based on predetermined and objective criteria (Articles 28 - 30 of Law 4765/2021) (B' 3614)" (B' 594) with language proficiency certificates.

Language Certificates

The table below shows the language certificates - level (B2) of English Competency that are accepted as well as the issuing body.

Certification of English competency at level B2 can be proved as follows:

- AIM Awards Level 1 Certificate in ESOL International (B2) (Listening, Reading, Writing, Speaking)
- AIM Qualifications Level 1 Certificate in ESOL International (B2) (Anglia Advanced) (Listening, Reading, Writing, Speaking)
- Ascentis Level 1 Certificate in ESOL International (CEF B2)
- Assessment Board for Language Examinations: Level B2 (ABLE B2) Hellenic American University (Nashua, New Hampshire, USA)
- BULATS English Language Test, overall score 60-74, CAMBRIDGE UNIVERSITY or CAMBRIDGE ASSESSMENT ENGLISH (For certificates issued by 19.11.2019)
- BUSINESS ENGLISH CERTIFICATE – VANTAGE (BEC VANTAGE) University of Cambridge Local Examinations Syndicate (UCLES) or CAMBRIDGE ASSESSMENT ENGLISH
- BUSINESS ENGLISH CERTIFICATE PRELIMINARY CAMBRIDGE ASSESSMENT ENGLISH overall score 160-170
- BUSINESS ENGLISH CERTIFICATE VANTAGE CAMBRIDGE ASSESSMENT ENGLISH overall score 160-179
- CERTIFICATE IN ADVANCED ENGLISH CAMBRIDGE ASSESSMENT ENGLISH overall score 160-179
- FIRST CERTIFICATE IN ENGLISH CAMBRIDGE UNIVERSITY or CAMBRIDGE ASSESSMENT ENGLISH
- FIRST CERTIFICATE IN ENGLISH CAMBRIDGE ASSESSMENT ENGLISH overall score 160-179
- CERTIFICATE IN INTEGRATED SKILLS IN ENGLISH ISE II TRINITY COLLEGE LONDON
- CITY & GUILDS LEVEL 1 CERTIFICATE IN ESOL INTERNATIONAL (reading, writing and listening) - COMMUNICATOR - **and** CITY & GUILDS LEVEL 1 CERTIFICATE IN ESOL INTERNATIONAL (Spoken) - COMMUNICATOR - (They are cumulatively submitted to demonstrate good language proficiency)
- CITY & GUILDS CERTIFICATE IN INTERNATIONAL ESOL - COMMUNICATOR - **and** CITY & GUILDS CERTIFICATE IN INTERNATIONAL SPOKEN ESOL - COMMUNICATOR - (They are cumulatively submitted to demonstrate good language proficiency)

- (ECCE)- CERTIFICATE OF COMPETENCY IN ENGLISH MICHIGAN UNIVERSITY (ENGLISH LANGUAGE INSTITUTE or Cambridge Michigan Language Assessments - CaMLA or Michigan Language Assessment)
- EDI Level 1 Certificate in ESOL International JETSET Level 5 (CEF B2)
- ESB Level 1 Certificate in ESOL International All Modes (Council of Europe Level B2)
- INTERNATIONAL ENGLISH LANGUAGE TESTING SYSTEM (IELTS) from University of Cambridge Local Examinations Syndicate (UCLES) or CAMBRIDGE ASSESSMENT ENGLISH – The British Council – IDP Education Australia IELTS Australia (with score 5,5- 6,5)
- GA Level 1 Certificate in ESOL International – CEFR: B2
- GA Level 1 Certificate in ESOL International (Classic B2)
- B2- LanguageCert Level 1 Certificate in ESOL International (Listening, Reading, Writing) (Communicator B2) **and** B2– LanguageCert Level 1 Certificate in ESOL International (Speaking) (Communicator B2) (They are cumulatively submitted to demonstrate good language proficiency)
- LanguageCert Test of English (LTE) - LanguageCert Level 1 Certificate in ESOL International (Listening, Reading) (LanguageCert Test of English B2) (issued by 30.06.2024)
- LanguageCert Level 1 Certificate in ESOL International (Listening, Reading, Writing, Speaking) (LanguageCert Test of English B2)
- LanguageCert Level 1 Certificate in ESOL International (Listening, Reading, Writing, Speaking) (LanguageCert Academic B2)
- LanguageCert Level 1 Certificate in ESOL (Listening, Reading, Writing, Speaking) (LanguageCert General B2)
- LONDON TESTS OF ENGLISH LEVEL 3 - UPPER INTERMEDIATE COMMUNICATION- EDEXCEL
- EDEXCEL LEVEL I CERTIFICATE IN ESOL INTERNATIONAL (CEF B2)
- LRN Level 1 Certificate in ESOL International (CEF B2)
- MET – MICHIGAN ENGLISH TEST (Listening, Reading, Speaking) score from 157 -189 from Michigan Language Assessment or CAMBRIDGE MICHIGAN LANGUAGE ASSESSMENTS-CaMLA (issued by 30.06.2024)
- MET - MICHIGAN ENGLISH TEST (Listening, Reading issued by 30.06.2024 or Listening, Reading, Speaking, Writing) score from 53- 63 tou Michigan Language Assessment
- MICHIGAN ENGLISH LANGUAGE ASSESSMENT BATTERY (MELAB) score 80-90, CAMBRIDGE MICHIGAN LANGUAGE ASSESSMENTS or MICHIGAN LANGUAGE ASSESSMENT
- Michigan State University – Certificate of English Language Competency (MSU – CELC): CEF B2
- NOCN Level 1 Certificate in ESOL International (B2)
- NYLC –NEW YORK LANGUAGE CENTER CERTIFICATE Level B2
- OCNLR Level 1 Certificate in ESOL International (CEFR B2)
- OCNW Certificate in ESOL International at Level 1 (Common European Framework equivalent level B2) (by 31/8/2009)
- Open College Network West Midlands Level 1 Certificate in ESOL International (CEFR B2)
- PEARSON EDI Level 1 Certificate in ESOL International (CEF B2)
- PEARSON LCCI LEVEL 1 CERTIFICATE IN ESOL INTERNATIONAL (CEFR B2)
- ESOL INTERNATIONAL (CEFR B2)
- PEARSON TEST OF ENGLISH GENERAL LEVEL 3 UPPER- INTERMEDIATE COMMUNICATION - EDEXCEL

- PEARSON EDEXCEL LEVEL 1 CERTIFICATE IN ESOL INTERNATIONAL (CEF B2) (ENGLISH INTERNATIONAL CERTIFICATE)
- PEARSON LCCI EFB LEVEL 3 (Units: Reading, Writing, Listening, Speaking, in case one of those is graded as “Pass”)
- PEARSON LCCI EFB LEVEL 2 (Units: Reading, Writing, Listening, Speaking, “Distinction” or “Credit”)
- PRELIMINARY ENGLISH TEST, CAMBRIDGE ASSESSMENT ENGLISH overall score 160-170
- SEG AWARDS Level 1 Certificate in ESOL International (CEF B2) SKILLS & EDUCATION GROUP AWARDS
- TEST OF ENGLISH FOR INTERNATIONAL COMMUNICATION (TOEIC Listening, Reading) EDUCATIONAL TESTING SERVICE/ CHAUNCEY, USA, score 505 – 780 issued by 30.06.2024
- TEST OF ENGLISH FOR INTERNATIONAL COMMUNICATION -TOEIC 4-Skills (Listening, Reading, Speaking, Writing) EDUCATIONAL TESTING SERVICE (ETS), Level B2
- Test of Interactive English, B2 Level (ACELS)
- Test of Interactive English, B2 Level (Gatehouse Awards)
- Test of Interactive English, B2 + Level (ACELS)
- The British Council Aptis ESOL International Certificate Level 1 (Aptis ESOL Advanced or Aptis ESOL General)
- VTCT (ITEC) Level 1 Certificate in ESOL International (B2) or VTCT Skills (ITEC) Level 1 Certificate in ESOL International (B2)
- National Foreign Language Exam System (KPG) equivalent level of Law 2740/1999, as replaced by paragraph 19, Article 13, of Law 3149/2003.

English competency (level B2) is also proven with certificates of other institutions (not limited to universities) of an equivalent level, irrespective of their legal form, provided they are certified or recognized by the competent authority of the country concerned for conducting examinations and issuing certificates of proficiency in English at the appropriate level. These certificates must be accompanied by a proof document from the issuing body that both the issuing body and the language certificate competency are certified by the competent national authority and also and that the certification also concerns the evaluation of basic communication skills (written language production, oral language production, written language comprehension and oral language comprehension).

If there is no certification or recognition body in the country concerned, a certificate from the relevant Ministry or Embassy of Greece is required, confirming that the certificates issued by the above bodies to third parties for whom English is not a native language are accepted in public services of that country as valid evidence of English at the appropriate level according to the Common European Framework of Reference for Languages (CEFR). The competent regulatory authority for Great Britain is the Office of Qualifications and Examinations Regulation (Ofqual).

General notes:

- Advanced level foreign language certificates also prove knowledge of a lower (required) level of the foreign language.
- Foreign Language Teaching Certification does not prove the competence in a foreign language. In order to prove their competence in the foreign language, candidates who

hold the relevant certification must provide the foreign language certificates as provided for in this Annex where applicable

- All foreign language degrees must be accompanied by their official translation into the Greek language, except the above English language proficiency certificates, which are accepted without requiring any translation and validation.