ΠΑΡΑΡΤΗΜΑ 4.2

Περιγράμματα Μαθημάτων στα Αγγλικά

ΠΕΡΙΕΧΟΜΕΝΑ

SEMESTER 1 4
INTRODUCTION TO MANAGEMENT SCIENCE I 4
INTRODUCTION TO MARKETING 7
INTRODUCTION IN ECONOMICS I 12
INTRODUCTION TO INFORMATICS 16
MATHEMATICS I 20
ACCOUNTING I 22
SEMESTER 2 28
INTRODUCTION TO MANAGEMENT SCIENCE II 28
INTRODUCTION IN ECONOMICS II 31
QUANTITATIVE METHODS IN ECONOMICS AND MANAGEMENT I 35
PROGRAMMING I 37
MATHEMATICS II 40
ACCOUNTING II 42
SEMESTER 3 48
ORGANIZATIONAL BEHAVIOUR 48
QUANTITATIVE METHODS IN ECONOMICS AND MANAGEMENT II 52
BUSINESS DECISION MAKING 54
PROGRAMMING II 57
DATABASES 60
SEMESTER 4 64
HUMAN RESOURCE MANAGEMENT 64
FINANCIAL ADMINISTRATION 67
DATA STRUCTURES AND ALGORITHMS 73
MATHEMATICAL PROGRAMMING 76
MANAGEMENT INFORMATION SYSTEMS 79
SEMESTER 5 83
RESEARCH METHODOLOGY IN MANAGEMENT AND ECONOMICS 83
EUROPEAN SUSTAINABLE DEVELOPMENT AND ENTREPRENEURSHIP 87
PRINCIPLES OF INNOVATION IN MANAGEMENT AND EDUCATION 90
INTRODUCTION TO ARTIFICIAL INTELLIGENCE 93
ECONOMIC ANALYSIS OF INSTITUTIONS 96
SEMESTER 6 100
BUSINESS EXCELLENCE AND TOTAL QUALITY MANAGEMENT 100

ENTREPRENEURSHIP AND INNOVATION 104
HISTORY OF THE EUROPEAN INSTITUTIONS 107
BIG DATA ANALYSIS 110
DIGITAL MARKETING 117
SOCIAL ENTREPRENEURSHIP AND SOCIAL INNOVATION 120
DATA MINING TECHNIQUES 123
E-LEARNING AND KNOWLEDGE MANAGEMENT 127
MACHINE LEARNING 130
SUPPLY CHAIN MANAGEMENT 133
EUROPEAN ENTREPRENEURSHIP AND EUROPEAN BUSINESS (JEAN MONNET MODULE) 137
ISSUES OF OPERATIONAL RESEARCH AND DECISION SYSTEMS 142
PRINCIPLES OF LAW 145
INVESTMENT EVALUATION 149
BUSINESS ETHICS 152
EUROPEAN INSTITUTIONAL FRAMEWORK FOR GOVERNANCE AND DEVELOPMENT 156
PROJECT AND PROGRAMME MANAGEMENT 159
INFORMATION SYSTEMS SECURITY 163
SEMESTER 7 166
STRATEGIC MANAGEMENT 166
LEADERSHIP 170
INTERNATIONAL MARKETING 174
USABILITY AND HUMAN-COMPUTER INTERACTION 177
INFORMATION SYSTEMS ANALYSIS AND DESIGN I 180
PUBLIC FINANCE 183
INTERNATIONAL FINANCE 186
SOCIAL NETWORK ANALYSIS 191
SOFTWARE TECHNOLOGY 195
LAW AND ENTREPRENEURSHIP 200
STRUCTURE AND CHALLENGES OF THE GREEK ECONOMY 203
ECONOMIC GROWTH 207
LEARNING THEORIES AND PEDAGOGY 209
ADMINISTRATIVE, POLITICAL AND ECONOMIC INSTITUTIONS IN MODERN GREECE 212
WEB AND CLOUD COMPUTING APPLICATION DEVELOPMENT 216
BEHAVIORAL ECONOMICS 219
SEMESTER 8 222
TEMPORARY ISSUES IN THE GLOBAL ECONOMY 222
CONTEMPORARY MANAGEMENT MODELS 225
INTERNATIONAL MANAGEMENT 230
BUSINESS INTELLIGENCE 235

INTERACTION DESIGN 238
OPTIMIZATION METHODS IN MANAGEMENT SCIENCE 241
EUROPEAN ECONOMIC INTEGRATION 246
DESIGN THINKING AND INNOVATION 252
DIGITAL INNOVATION AND ENTREPRENEURSHIP 256
BUSINESS ANALYTICS AND RECOMMENDER SYSTEMS 259
DEEP LEARNING AND DATA VISUALISATION 261
EPISTEMOLOGY 265
HISTORY OF THE ECONOMY AND TECHNOLOGICAL REVOLUTIONS 268
INTERNATIONAL LAW 273
ORGANIZATIONAL PSYCHOLOGY 280
THEORIES OF THE STATE 285
INFORMATION SYSTEMS ANALYSIS AND DESIGN II 288
GAME THEORY 292
TIME SERIES AND FORECASTING 294
DIGITAL ECONOMY APPLICATIONS 296
INTERNATIONAL FINANCE 298

Semester 1

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 101**	**SEMESTER OF STUDIES**	1st Semester
COURSE TITLE	INTRODUCTION TO MANAGEMENT SCIENCE I		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	5
TYPE OF COURSE	Compulsory		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The basic management functions of the company (planning, organizing, staffing, leading, controlling)
- ✓ The basic theories of Leadership and Motivation of human resources
- ✓ The basic concepts of Total Quality Management
- ✓ The basic concepts of Human Resource Management
- ✓ The basic concepts of Entrepreneurship and Innovation
- ✓ The basic concepts of Knowledge and Information Management
- ✓ The basic concepts of Public Sector Management and Global Management

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

The course aims to understand the nature and usefulness of Management in modern organizations and companies. The structure of the course revolves around the analysis of the principles that govern the basic administrative functions, such as planning, organization, staffing, leadership and control. The pressures exerted on the management by forces of the internal and external environment in which the companies operate are also examined. The aim of the course is to understand the basic principles and techniques of the science of Management with the ultimate goal of improving productivity, quality of services provided, their efficiency and overall business

competitiveness.

Module title	Bibliography	Presentation Link
1. Business environment, the basic functions of management, and Corporate Social Responsibility	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
2. Programming and decision-making	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
3. Principles of organization	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
4. Staffing, education and training, and evaluation of human resource	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
5. Business Communication	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
6. Motivation of Human Resource	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
7. Leadership	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
8. Control	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
9. Knowledge and Information management	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
10. Total Quality Management	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
11. Management of public organizations	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
12. International management	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
13. Entrepreneurship and Innovation	Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY.</td><td>✓ Face to face (interactive lectures)
✓ Class discussions using the method of Socratic dialogue
✓ Presentation of Case studies
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Elaboration of small-scale group or individual projects and exercises in the class</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor.
✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform.
✓ The teaching of the course is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)</td><td>39 hours (1,56 ECTS)</td></tr>
<tr><td>Group assignment</td><td>30 hours (1,2 ECTS)</td></tr>
<tr><td>Study at home</td><td>54 hours (2,16 ECTS)</td></tr>
<tr><td>Final written exams</td><td>2 hours (0,08 ECTS)</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>125 hours (5 ECTS)</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Group assignment (30%)
Final written exam (70%)</td></tr>
</table>

5. RECOMMENDED BIBLIOGRAPHY

Τζωρτζάκης, Κ. (2019). Οργάνωση και Διοίκηση: Το Μάνατζμεντ της νέας εποχής. Αθήνα: Rosili.

Robbins, P.S., Coulter, M. & Decenzo, A. D. (2017). Διοίκηση Επιχειρήσεων. Αθήνα: Κριτική.

Μπουραντάς, Δ. (2015). Εισαγωγή στη Διοίκηση Επιχειρήσεων. Αθήνα: Μπένου.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	uNDERGRADUATE		
COURSE CODE	**DET102**	**SEMESTER OF STUDY**	**1o**
COURSE TITLE	Introduction to Marketing		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	13	5
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialisation* *general knowledge, skills development*	General background, compulsory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/courses/2426/

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

✔ The course "Introduction to Marketing" introduces students to the basic functions of Marketing and at the same time helps them to acquire the cognitive level of market research. A level that will enable them, upon exiting the job market, to be able to accurately identify and formulate the problem, plan the research work by identifying sources of information, plan the method of data collection, design the sample and collect the necessary data, have the ability to analyze and interpret the data, draw results, reach conclusions, write reports and make sound decisions for health care facilities and for any

✔ Upon completion of the course, students will be able to know the principles of Marketing, the fields in which they are applied, the methods of analysis of strategic planning, the mechanisms of quality control, the way of evaluation and retention of customers, consumer behavior patterns and the way of decision making in order to acquire the ability to solve complex problems in the field of service provision and in any related to the cognitive level area and as executives to plan and organize with critical awareness and knowledge of the marketing process.

✔ Students should be able to analyse with specific analytical methods the strengths, weaknesses, opportunities and threats of the health service unit they will be asked to serve in a position of responsibility, to know precisely the micro and macro environment, to be able to intervene effectively in the prolongation of the life cycle of a service unit and finally to be aware of the social and ethical responsibilities associated with the application of the knowledge acquired in the course "Introduction to Marketing".

✔ By knowing the Marketing strategies, the principles governing the planning and organization of Marketing as well as the individual tools for approaching, analyzing, interpreting and evaluating a problem or a situation, students will have the ability and skill to manage complex and complex problems and crises. Come to appropriate and viable decisions and be able to communicate their conclusions and decisions clearly and concisely.

✔ Finally, by the end of the specific cycle of studies in the course "Introduction to Marketing", students should have achieved a level of knowledge that will allow them to continue their studies at a higher level of knowledge.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies

Project planning and management

Adapting to new situations *Decision-making* *Autonomous work* *Teamwork* *Working in an international environment* *Working in an interdisciplinary environment* *Generating new research ideas*	*Respect for diversity and multiculturalism* *Respect for the natural environment* *Demonstrate social, professional and ethical responsibility and sensitivity to gender issues* *Exercise of criticism and self-criticism* *Promoting free, creative and inductive thinking* *.....* *Other...* *.....*

The "Introduction to Marketing" course aims, among other things, to:

- Searching, analysing and linking data and information using the necessary technologies
- Adapting to new situations
- In decision-making
- The generation of new research ideas

(3) COURSE CONTENT

- Marketing-Introduction
- Environment and Market Research
- Marketing Research
- Consumer behaviour
- Segmentation
- Product
- Distribution
- Promotion
- Pricing
- Marketing Plan

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face-to-face, Distance learning, etc.*	Face to face, Presentation of case studies (case studies) Presentation of scientific articles and studies related to the teaching subject Working on small group or individual projects in the classroom

USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Training, Communication with students*	Communication with students via email, eclass, PC, Video Projector. Powerpoint presentations Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	<table><tr><th>Activity</th><th>Semester workload</th></tr><tr><td>Lectures</td><td>50</td></tr><tr><td>Independent study</td><td>54</td></tr><tr><td>Teamwork</td><td>30</td></tr><tr><td>Total course load (25 hours of workload per credit)</td><td>125</td></tr></table>
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	*1. Evaluation of the Group Work with presentation (30% of the total score)* *2. End-of-semester exams (multiple-choice, Short Answer & Development Questions) (70% of the total score)*

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- Marketing: a strategic approach, Perreault W.
- Introduction to marketing, Malliaris Petros C.
- Introduction to Marketing, Paschaloudis Dimitrios
- MARKETING - Includes Digital Marketing, Konstantinos Tzortzakis,

-Relevant scientific journals:

- Journal of Marketing Education
- Journal of Marketing Communications
- Journal of Direct, Data and Digital Marketing Practice
- business horizons
- Pearson Education

- Journal of Business Research

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET103**	**SEMESTER OF STUDIES**	1st Semester
COURSE TITLE	Introduction in Economics I		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the introductory principles of Political Economy
- ✓ Explain the existence of many and different schools of Economic Thinking
- ✓ Understand the historic roots of the Economics in the Ancient Greek Literature
- ✓ Understand the principles of Modern Microeconomics
- ✓ Explain the theory of consumer
- ✓ Analyze the theory of the firm
- ✓ Refer examples of the maximization of the utility of the consumer
- ✓ Describe examples of the maximization of the profits of the firms
- ✓ Explain the concept of the competitive equilibrium
- ✓ Understand the different forms of the organization of the markets
- ✓ Examine special issues of the theory of the prices
- ✓ Present special issues of the theory of the markets

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Perception and Correlation of the principles and the models of economics with the economic reality
- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in an international environment
- ✓ Respect for diversity and multiculturalism

- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is the introduction of the students in the principles of the political economy, through teaching of the main schools of economic thought and in modern microeconomics.

From the beginning, the students learn, the historic roots of the modern economics in the ancient Greek literature before we examine in detail the modern microeconomic theory basd on the analysis of the theory of the consumer, the theory of the firm, the theory of the market organization, from the competitive market, monopoly and oligopoly to the monopolistic competiton.

Completing the course we analyze special issues of the price and market theory.

Module title	**Bibliography**	**Presentation Link**
1. The Historic Roots of the Economics		
2. The Emergence of the Political Economy		
3. Economists, Political Thinkers, and Schools of Economic Thought		
4. Introduction to the Principles of Microeconomics		
5. The Theory of the Consumer		
6. The Theory of the Firm		
7. The Competitive Equilibrium		
8. The Monopoly		
9. The Monopolistic Competition		
10.The Oligopoly		
11.Special Issues of the Theory of the Prices		
12.Special Issues of the Theory of the Market		
13.Recap and discussion		
Methods of student assessment:		
Suggestion 1	Final written exam (100%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom

<table>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Final written exam (100%)</td></tr>
</table>

(5) RECOMMENDED BIBLIOGRAPHY

1) Μάκρο-Μίκρο Οικονομική, Krugman Paul & Wells Robin -BROKEN HILL PUBLISHERS LTD

2) ΣΥΓΧΡΟΝΕΣ ΑΡΧΕΣ ΜΙΚΡΟΟΙΚΟΝΟΜΙΚΗΣ, COWEN-TABARROK, ΕΚΔΟΣΕΙΣ ΠΑΠΑΖΗΣΗ, 2019

2) ΕΙΣΑΓΩΓΗ ΣΤΗΝ ΟΙΚΟΝΟΜΙΚΗ, ΜΙΚΡΟΟΙΚΟΝΟΜΙΚΗ, SLOMAN JOHN, WRIDE ALISON, GARRATT DEAN, BROKEN HILL PUBLISHERS, 2017

3) ΟΙΚΟΝΟΜΙΚΗ ΤΩΝ ΕΠΙΧΕΙΡΗΣΕΩΝ, ΚΟΡΡΕΣ ΓΙΩΡΓΟΣ, ΛΙΑΡΓΚΟΒΑΣ ΠΑΝΑΓΙΩΤΗΣ, UNIBOOKS ΙΚΕ, 2009

4) ΕΙΣΑΓΩΓΗ ΣΤΗΝ ΟΙΚΟΝΟΜΙΚΗ, ΤΟΜΟΣ Α, BEGG DAVID, VERNASCA GIANLUIGI, FISHER STANLEY, DORNBUSCH RUDIGER, ΚΡΙΤΙΚΗ, 2015

5) ΟΙΚΟΝΟΜΙΚΗ, MANKIW GREGORY, TAYLOR MARK, ΑΘΑΝΑΣΙΟΣ ΜΑΝΙΑΤΗΣ, ΣΠΥΡΟΣ ΖΗΚΟΣ, ΑΝΑΣΤΑΣΙΑ ΨΕΙΡΙΔΟΥ, ΤΖΙΟΛΑ, 2018

6) ΠΕΡΙΟΥΣΙΑ ΚΑΙ ΑΓΟΡΑ, ΠΑΝΑΓΙΩΤΗΣ ΕΥΑΓΓΕΛΟΠΟΥΛΟΣ, ΕΚΔΟΣΕΙΣ ΠΑΠΑΖΗΣΗ, 2000

7) Development of Economic Analysis, Ingrid Hahne Rima, Routledge, Sixth Edition, 2001

8) An Austrian Perspective on the History of Economic Thought, Murray N. Rothbard, Edward Elgar, 2006

9) Ιστορία της Οικονομικής Αναλύσεως, Ρηγίνος Δ. Θεοχάρης, Εκδόσεις Παπαζήση

10) Ιστορία Οικονομικών Θεωριών, Isaak Ilych Rubin, Εκδόσεις Κριτική

11) The Penguin History of Economics, 2002

12) Economic Doctrine and Method, Joseph Schumpeter, Oxford University Press, 1954

13) History of Economic Analysis, Joseph Schumpeter, Routledge, 1954

14) Economic Theory in Retrospect, Mark Blaug, Cambridge University Press, Reprinted 1990, First Edition, Richard D. Irwin. Inc. 1962

15) Ιστορία Οικονομικών Θεωριών, Από των Αρχαίων Χρόνων μέχρι των Ημερών μας, Λάζαρος Θ. Χουμανίδης, Σύγχρονη Εκδοτική, 1999

Research Introduction to Informatics

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET104**	**SEMESTER OF STUDY**	1 °Semester
COURSE TITLE	Introduction to Informatics		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
Lectures and Laboratory Exercises	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Course Purpose

The aim of the course is to provide students with the knowledge of basic concepts of computer science and the use of basic software applications, as discussed in the course content.

Upon successful completion of the theoretical part of the course, the student will be able to:

- Describe and know the basic structure of the computer.
- Know the basic parts of a computer system.
- You will be familiar with basic computer concepts.
- Know the basic storage devices, the differences, and their respective advantages and disadvantages.
- Understand the relationship between printing and scanning documents, along with the analytical issues associated with each technology solution.
- Know the different types and formats of files, in conjunction with the use of lossy and non-lossy compression.
- Know the basic functions and parts of an operating system, and how they interact with each other and with software applications.
- Know the basic types of networks and basic information about widely used

protocols.

- Become familiar with basic technological application software solutions that are widely used.

Laboratory part of the course

Introduction to operating systems. Practice in office applications (word processor, spreadsheets, creating presentations) such as Word, Excel, PowerPoint. Practice in internet applications, e-mail.

General skills

-Autonomous Work

-Teamwork

(3) COURSE CONTENT

Unit 1 - General structure of the computer. The basic components of computers, such as motherboards, processors, memory, storage media, expansion cards, external and peripheral devices, connection ports, are discussed.

Unit 2 - Basic parts of a computer system. Includes input and output devices, central processing unit, printing and scanning, connectivity, graphics, information display, information and analysis relationship to storage space.

Module 3 - Introduction to computing. The concepts of the binary digit (bit) and the binary numbering system, the byte and storage, encoding of information, some basic operations in the binary system, correlation with the decimal system, and conversion between numbering systems are introduced.

Module 4 - Optical, magnetic and electronic storage devices. A detailed discussion of space-based optical storage devices and their use, such as CD, DVD and BLU-RAY, versions of the standards, capabilities, common data stored, etc. Section 5 - Printing and scanning. A detailed description of conversion from digital to physical format and vice versa is provided. The relationship of pixel count and resolution in conjunction with physical document dimensions, various options, effects of scan and print options, image scaling, image sizing and optical character recognition (OCR) are described.

Section 6 - File types/formats. There is extensive discussion of file types, the types

of data they store, size, read, write, and ablative and non-ablative compression of their contents.

Section 7 - Operating system. Describes the parts of an operating system, process management in conjunction with computing resources, memory management, file systems, networking and resource allocation.

Section 8 - Types of networks. Describes local area networks, wide area networks, interconnection protocols, routers, basic topologies, MAC and IP address relationships, and DNS and DHCP.

Module 9 - Application software. It is divided into subsections such as (a) writing (organization, hierarchy, advanced actions for writing assignments), (b) spreadsheets (text, data, equations, calculations, graphs, control structures), (c) presentations of assignments (slides, organization, speeches), (d) navigators and basic settings. Finally, a brief description of the World Wide Web, search engines, e-mail, local and remote access, and message organization and management is given.

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face to face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39
Laboratory	26
Independent Study	85
Course Total (25 hours of workload per credit)	**150**

STUDENT ASSESSMENT	Written final examination.

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

1)Discovering Computers: Tools, Applications, Devices and the Impact of Technology,Campbell Jennifer, Freund Steven, Frydenberg Mark, Sebok susan, Vermaat Misty,Broken Hill Publications, 2017 Cyprus,ISBN: 9789963274475

2)Introduction to Computers, Peter Norton, Tziola Publications, 2012 Thessaloniki, ISBN 978-960-418-332-6.

3)Introduction to Computer Science, Tsouroplis G. Athanasios, New Technologies Publications, 5th/2005, Athens, ISBN 960-8105-84-6.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET105**	**SEMESTER**	1
COURSE TITLE	Mathematics I		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The aim of the course is to introduce students to the basic mathematical concepts of differential and integral calculus with emphasis on the use of mathematics to develop models that serve applications in the disciplines of economics (macroeconomics, microeconomics, economics) and management (business, decision sciences).
- Students also use EXCEL and MATLAB in applications of differential and integral calculus. The curriculum is designed to serve the rest of the curriculum that requires knowledge of mathematics.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

I. Introduction - Basic Concepts: Sets, Functions, Sequences, Boundaries, Elementary Analytical Geometry
II. Differential Calculus of Functions of One and Many Variables
III. Integral calculus
IV. Applications: Mathematical Models in the field of economics and management science

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	60
Study at home	65
Total course workload (25 hours of workload per credit unit)	**125**

(5) RECOMMENDED READING

1) Βιβλίο [68373069]: Μαθηματικά των Επιστημών Οικονομίας και Διοίκησης, Jacques Ian

2) Βιβλίο [31751]: Μαθηματικά οικονομικο-διοικητικών επιστημών, Yamane Taro, Κιντής Ανδρέας

LESSON PLAN

(1) GENERAL

SCHOOL	UNIVERSITY OF PELOPONNESE		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDY	Undergraduate		
COURSE CODE	**DET 106**	**SEMESTER**	WINTER
COURSE TITLE	ACCOUNTING I		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	5

TYPE OF COURSE	GENERAL BACKGROUND, COMPULSORY
PREREQUISITES:	NO
LANGUAGE OF INSTRUCTION AND EXAMINATIONS:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ONLINE COURSE PAGE (URL)	Eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to: ✓ Knows and understand the content of the basic theoretical concepts and applied themes of accounting and accounting events. ✓ Interpret the printouts resulting from accounting programs. ✓ Define the meaning and content of financial statements, categories of accounts and concept of accounting event. ✓ Use accounting theory and practice to deal with practical problems. ✓ Acquire the basic knowledge of preparing the financial statements of an enterprise. ✓ Fully understand the whole cycle of accounting procedures
General Capabilities
✓ Teamwork ✓ Autonomous work ✓ Production of new research ideas ✓ Search, analyze and synthesize data and information, using the necessary technologies ✓ Promotion of free, creative and inductive thinking

(3) COURSE CONTENT

The purpose of this course is to understand the fundamental concepts of accounting, to acquire the ability to distinguish the concept of income, costs and expenses. be able to read and understand the balance sheet accounts. To record accounting events and to be able to draw up financial statements.

The main learning objectives can be summarized as follows:

- Understand basic accounting concepts.
- To acquire the basic skills to use accounting information in financial, accounting and advisory services, applying theory and practice.
- to interpret accounting terminology, to analyze and record business transactions
- Get acquainted with the use of EPSILON accounting application (Extra ACCOUNTING)
- To apply accounting information to modern organizations and enterprises.
- Acquire the necessary knowledge of preparing and preparing basic accounting statements (Balance Sheet - Profit and Loss Statement - Cash Flow Statement).
- It shall recognize the accounting procedure and the adjustment, aggregation and closure of the accounts for the preparation of the financial statements.
- To analyze economic events and understand their impact on accounting equity.
- To analyze and record accounting events and transactions.
- Understand the role, information and usefulness of key financial statements.
- Apply the principles of the Accounting Cycle.
- Analyze and apply short-term decision-making techniques

The course is developed in 13 modules.

Section Title	Bibliography	Slide Show Link
1. **Introduction to accounting.** Presentation and analysis of basic accounting concepts. Discrimination in accounting. Basic accounting principles. Concepts and categories of economic units. Qualitative characteristics of accounting information. Historical and legislative development. Legislative framework on accounting. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
2. **Financial Statements.** Introduction to the key financial statements. Preparation of basic financial statements (Balance Sheet - Profit and Loss Statement - **Cash Flow Statement).** Assessment of financial statements for investment and administrative decision-making purposes. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
3. **Analysis of the concept of inventory and balance sheet.** Concept, characteristics, process. Properties of the balance sheet. Balance sheet	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL	**eclass.uop.gr**

types. Short and long-term liabilities. Practical applications - exercises.	PUBLISHERS LTD	
4. Accounting equity (Debit and Credit). Equality of Assets and Liabilities. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
5. Income and expenses. Concept of input, cost, output. The principle of their correlation. Distinction between revenue and expenditure. Income - Expense Accounts. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
6. An analysis of the concept of the account and the recording of the accounting event. Operation of accounts. Account operating rules. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
7. Simple and Double Entry System. Description - Analysis. How to keep the accounts. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
8. Entries in Calendar. General - Analytic ledger. Calendar, Balance. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
9. Accounting of stocks and costs sold. Introduction, Valuation. Types of inventory. Stock accounting systems. Inventory valuation methods. Cost Flow Cases. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**

10. **Internal control.** Introduction to internal control. Internal control framework. The control environment. Audit evidence. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
11. **Application of the double entry method.** Presentation of accounting records and data of the PPE. Transitional phase of implementation from the Greek General Accounting Plan to the Greek Accounting Standards. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
12. **Accounting for short-term investments and receivables.** Short-term decision making. Cost - Profit - Sales volume analysis. Practical applications - exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**
13. **Case studies.** Development and presentation of examples, practical applications and case studies. Repeat exercises.	Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD	**eclass.uop.gr**

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	Face-to-face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Student Communication via email, eclass, PC, Video Projector, Interactive Board. Powerpoint Presentations Post teaching material and lectures on the eclass platform Familiarity - practical practice with the accounting application of EPSILON (Extra Accounting)
TEACHING ORGANIZATION	

Activity	***Semester Workload***
Lectures	39
Independent Study	86
Course total (25 hours of workload per credit unit)	**125**

STUDENT ASSESSMENT	*Exams at the end of the semester* (*Multiple Choice Questions*, *Short Answer Questions & Development*) ***100%*** *OR* *Written work.* ***30%*** *Written examination at the end of the half-year ,* ***70%***

(5) RECOMMENDED LITERATURE

1. Needles B., Marian P. (2016). Introduction to Accounting. Cyprus: BROKEN HILL PUBLISHERS LTD
2. Miller-Nobles, T., Mattison, B., Matsumura, E. (2017). Financial Accounting. BROKEN HILL PUBLISHERS LTD
3. Gikas, D., Papadaki, A., Siouyle, G., Demorgos, E., Tzovas, H. (2016). Financial accounting. Athens: Benu Publications.
4. Batsinilas, E., Patatoukas, K. (2017). Modern Accounting. Athens: Publications Stamoulis.
5. Ballas, A., Hevas, D. (2016). Financial accounting. Athens: Benu Publications.
6. Harrison W., Horngren C., Thomas W. (2015). Cyprus: BROKEN HILL PUBLISHERS LTD
7. Dimitropoulos, P. (2019). Financial and Administrative Accounting. Athens: Versions Giola.
8. Weygandt, J., Kimmel, P., Kieso, D. (2013). Financial Accounting: IRFS, USA: Willey and Sons.
9. Weygandt, J., Kieso, D., Kimmel, P., (2000), Accounting Principles, 5th Edition.
10. Wey Meigs, R., Meigs, M., Bettner, M., and Whittington, R, (1998), Financial Accounting, 9th Eddition, Irwin / McGraw-Hill

Semester 2

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET201**	**SEMESTER OF STUDIES**	2nd Semester
COURSE TITLE	Introduction to Management Science II		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

TYPE OF COURSE	Mandatory Selection
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: ✓ Understand the current theories for the management of businesses and organizations ✓ Explain the principles and practices of Total Quality Management ✓ Understand the role of technology in organization management ✓ Understand the concept of business ethics ✓ Explain the theory of stakeholders and Carroll's pyramid ✓ Critically analyze the concept of corporate social responsibility ✓ Refer examples of corporate social responsibility ✓ Describe examples of public entrepreneurship ✓ Explain the concept of sustainable development ✓ Understand the usefulness of extroversion in the globalized economic environment by mentioning modern models of organization management ✓ Prepare a study on the organization's management system ✓ Present a case study on a management system of a company or organization
General Skills
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Adaptation to new situations ✓ Decision-making ✓ Autonomous work

- ✓ Teamwork
- ✓ Working in an international environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to present and examine the principles and practices of management science with emphasis on Public Administration. It also examines issues of entrepreneurship, innovation, total quality management, corporate responsibility, sustainability, business ethics and ethics. The ultimate goal of good administration is to strengthen organizations and businesses in order to reduce bureaucracy and improve productivity, ethics and quality of the services provided.

Thus, students are introduced to issues of administration from the point of view of theories about management, to issues of total quality management, to good practices and to case studies. Modern corporate social responsibility is a central issue and is addressed from the perspective of the theory of stake holders and the philosophical approach of utilitarianism. Through the course, students are expected to acquire relevant knowledge in these subjects and also to be able to analyze critically, contemporary issues and problems in the management of organizations and businesses in Greece and beyond.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. Theories for the management of enterprises and organizations		
3. Basic principles and practices of Total Quality Management		
4. The role of technology in organizational management		
5. Connecting management with business and innovation		
6. Public entrepreneurship		
7. Business ethics		
8. Corporate social responsibility		
9. Sustainable development		
10. Modern international management systems		
11. Extroversion, internationalization and globalization		
12. Open issues in the management of organizations		
13. Recap and discussion		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (30%) and	
	Final written exam (70%)	

	Language of Assessment Greek or English

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANIZATION OF TEACHING	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	*Presentation/examination of group projects and comparative scoring (30%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (70%)*

(5) RECOMMENDED BIBLIOGRAPHY

- Ktistaki S. (2020). Introduction to public administration.Athens: Papazisi.
- Makridimitris A. ,Pravita M. The. (2012). Public administration. Athens: Sakkoulas.
- Kefis, V. N. (2014). Total quality management - New revised edition. Athens: Kritiki.
- Michalopoulos, N. (2016). The science of public administration. Athens: Papazisi.
- Shafritz, J., Russell, E. W., Borick, C., & Hyde, A. (2016). Introducing public administration. Routledge.
- Rainey, H. G. (2009). Understanding and managing public organizations. John Wiley & Sons.
- Crane, A., Matten, D., Glozer, S., & Spence, L. (2019). Business ethics: Managing corporate citizenship and sustainability in the age of globalization. Oxford: Oxford University Press.
- Drucker, P. (1985). Innovation and entrepreneurship. New York: Harper and Row.
- Kaiaiafa-Gkbadi,M. (2019). Pathenias of the Greekpublic administration and proposals to overcome them. Athens: Nomiki Bib.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET202**	**SEMESTER OF STUDIES**	2nd Semester
COURSE TITLE	Introduction in Economics II		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the introductory principles of Macroeconomics
- ✓ Explain the modern theories and approaches of Macroeconomics
- ✓ Explain the notion of GDP and its measurement
- ✓ Understand the National Accounts
- ✓ Explain the meaning and the theories of economic growth
- ✓ Analyze the notion of Savings, Investment, and Consumption
- ✓ Explain the function of the monetary and financial sector of the economy
- ✓ Understand the Fiscal Theory and Policy
- ✓ Examine the economic fluctuations and their consequences on the economy
- ✓ Present the macroeconomic performance of the economy

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Perception and Correlation of the principles and the models of economics with the economic reality
- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in an international environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity to gender

issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is the introduction of the students in the principles of modern macroeconomics, through teaching the major parts of it. The notion and the measurement of GDP. The notion and the importance of the National Accounts. The meaning and the theories of economic growth. The economic procedures of Savings, Investment, and Consumption. The function of the monetary and financial sector of the economy. The Fiscal Theory and Policy. The economic fluctuations and their consequences on the economy. The study of the macroeconomic performance of the economy that includes the examination of the external sector and the role of the exports and the imports, as long as, the influence of the trade balance and the balance of payments. The analytical approach of the theory of public school on the determination of the collective choice and action.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to the principles and method of the modern macroeconomics		
2. The GDP and the National Accounts		
3. The notion and the theories of economic growth		
4. Analysis of the Consumption, Savings and Investment		
5. Analysis of Unemployment and theories and policies of Employment		
6. The Financial System		
7. Analysis of theories and policies against Inflation		
8. The Theory of Economic Fluctuations and its consequences		
9. Fiscal Theory and Policy		
10.Monetary Theory and Policy		
11.Analysis of the External Sector of the economy		
12.The analytical approach of the Public Choice School		
13.Recap and discussion		
Methods of student assessment:		
Suggestion 1	Final written exam (100%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom

<table>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Final written exam (100%)</td></tr>
</table>

(5) RECOMMENDED BIBLIOGRAPHY

Σύγχρονες Αρχές Μακροοικονομικής

COWEN TYLER, TABARROK ALEX

Εκδότης: Παπαζήσης

Μακροοικονομική Παγκόσμιας Οικονομίας

ΚΑΡΦΑΚΗΣ ΚΩΝΣΤΑΝΤΙΝΟΣ

Εκδότης: ΕΚΔΟΣΕΙΣ ΤΖΙΟΛΑ

Παραδόσεις Πολιτικής Οικονομίας Τόμος Α' Μακροοικονομική

ΠΑΠΑΗΛΙΑΣ ΘΕΟΔΩΡΟΣ

Εκδότης: ΚΡΙΤΙΚΗ ΑΕ

Οι Βάσεις της Μακροοικονομικής

KENNEDY E. PETER

Εκδότης: ΕΚΔΟΣΕΙΣ GUTENBERG

Μακροοικονομική Θεωρία .(Εκδοση Δ΄)

MANKIW N.GREGORY

Εκδότης: ΕΚΔΟΣΕΙΣ GUTENBERG

Μακροοικονομική

MICHAEL PARKIN

Εκδότης: ROSILI

Μακροοικονομική

OLIVIER BLANCHARD

Εκδότης: ΕΠΙΚΕΝΤΡΟ

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET203**	**SEMESTER**	2
COURSE TITLE	Quantitative Methods in Economics and Management I		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The aim of the course is to introduce and understand the students' basic concepts of probability theory so that they can use them in fundamental models of management science and economics as well as information technology.
- Part of the course will deal with an introduction to the basic concepts of simulation and will aim to lead to a smooth understanding of statistical methods used in economics and management.
- This course will give the necessary education to students so that they can attend more specialized courses in stochastic modeling, financial management, econometrics, decision making, simulation, etc.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

V. Discrete probabilities, discrete random variables, distribution, moments. Examples and applications in basic discrete distributions (Bernoulli, Poisson, Geometric).

VI. Continuous probabilities, continuous random variables, distribution, probability density, moments.

VII. Examples and applications in basic continuous distributions (Uniform,

exponential, normal distribution, etc.).

VIII. Basic concepts of simulation of discrete and continuous random variables, torque calculation, Monte-Carlo method. Applications in economics and management science models.

IX. Introduction to asymptotic theory, central limit theorem and applications.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	60
Study at home	65
Total course workload (25 hours of workload per credit unit)	**125**

(5) RECOMMENDED READING

1) Βιβλίο [77107287]: Βασικές Αρχές Στατιστικής για Επιχειρήσεις-Έννοιες και Εφαρμογές, Berenson L. Mark, Levine M. David, Szabat A. Kathryn

2) Βιβλίο [68374152]: Στατιστική και Πιθανότητες, 9η Έκδοση, Walpole Ronald E., Myers Raymond H., Myers Sharon L., Ye Keying, Τσακανίκας Άγγελος (επιμέλεια)

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET204**	**SEMESTER**	2
COURSE TITLE	Programming I		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

This course aims to teach the basics of computer programming using Python. It covers the basics of how to build a program from a set of simple instructions in the Python language. The course has no prerequisites and avoids complex math. At the end of the semester students will be able to develop short programs on the computer on their own and will have sufficient background to attend more advanced programming courses. This course teaches Python 3.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Project management and planning
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to gain basic knowledge of the principles of computer-based problem solving, based on the Python language. The main goals for achieving the goal are:

- Requirement analysis of problems that are to be solved by software and composition of their solution.
- Implementation of solutions that strictly comply with specifications.
- Knowledge of the basic features, structures and mechanisms of the Python programming language and application of the most appropriate ones for the implementation of the selected algorithmic solutions.
- Application of basic principles of software technology for the organization of code (organization, design, documentation).
- Assessment of program code and debugging.
- Understand and use program development and debugging tools.
- Individual and group work, with specific time constraints

Course layout	**Bibliography**	**Presentation link**
1. Introduction to programming		
2. Variables and values		
3. Variables and values		
4. Basic data types		
5. Basic data types		
6. Control structures (Selection)		
7. Control structures (Selection)		
8. Control structures (Repetition)		
9. Control structures (Repetition)		
10. Lists		
11. Lists		
12. Strings		
13. Strings		
Course Assessment:		
Suggestion 1	Course Assignments (code)	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class	
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.	
TEACHING ACTIVITIES	***Activity***	***Course Workload***

	Lectures	39
	Study at home	111
	Total course workload (25 hours of workload per credit unit)	**150**
STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***	

(5) RECOMMENDED READING

Βιβλίο [86055492]: Το βιβλίο της Python, Σαμαράς Νικόλαος, Τσιπλίδης Κωνσταντίνος, Εκδόσεις Κριτική

Βιβλίο [77117677]: Python-Εισαγωγή στους υπολογιστές Σ – 4η αναθεωρημένη και επαυξημένη έκδοση, Ν. Αβούρης, Μ. Κουκιάς, Β. Παλιουράς, Κ. Σγάρμπας. Πανεπιστημιακές Εκδόσεις Κρήτης

Βιβλίο [94691810]: Ξεκινώντας με την Python, Tony Gaddis

Βιβλίο [102070652]: Εισαγωγή στην Python για τις Επιστήμες Υπολογιστών και Δεδομένων, Harvey M. Deitel, Paul J. Deitel

Βιβλίο [94644736]: Σκέψου σε Python, Allen B. Downey, Κλειδάριθμος, 2020

Βιβλίο [94644734]: Python 3 - Αλγοριθμική και προγραμματισμός, Αριστείδης Σ. Μπούρας, Ιωάννης Θ. Κάππος, Κλειδάριθμος, 2020

D. Schneider, Εισαγωγή στον Προγραμματισμό με την Python, Εκδόσεις Μ.Γκιούρδας

Βιβλίο [102071693] Εισαγωγή στην Πληροφορική και τις εφαρμογές της, Παναγιώτης Παπάζογλου, Εκδόσεις Τζιόλα, 2021

Βιβλίο [86054990] Εισαγωγή στον Προγραμματισμό Υπολογιστών με την Python, Σπυρίδων Πανέτσος, Εκδόσεις Τζιόλα, 2021

Γ. Μανής, Εισαγωγή στον Προγραμματισμό με αρωγό τη γλώσσα Python, Online

John V. Guttag, Introduction to Computation and Programming Using Python: With Application to Understanding Data, MIT Press

Mark Lutz, Learning Python, 5th Edition, O'Reilly

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET205**	**SEMESTER**	2
COURSE TITLE	Mathematics II		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	5

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The purpose of the course is to teach students advanced Mathematics topics in Management and Economics.
- The course is designed so that participants gain a deeper knowledge of the concepts of Linear Algebra, Calculus of Functions with Two or More Variables, Intertwined Functions, Differential Equations, Difference Equations of Bonded Methods for two or more variables.
- The course helps students become familiar with real applications that describe the use of mathematical concepts in Management, Economics, and Technology as well as in Decision Science.
- During the course students are encouraged to use modern computing environments such as MATHEMATICA, MATLAB, and EXCEL.
- Special tutorials at MATHEMATICA are offered during the course.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

X. Vectors, Arrays and Linear Systems, Dimension, Order and Linear Transformations, The Rn Vector Space, Horizons, Eigenvalues and Eigenvectors

XI. Rectangularity, Base Change, Solving Large Linear Systems, Complex Functions,

	The Theorem of Complex Functions
XII.	Introduction to Differential Equations, Patterns with Differential Equations, First-order Differential Equations, Larger-order Differential Equations, Solving Linear Homogeneous Second-Order Differential Equations with Fixed Factors
XIII.	Solving Non-Homogeneous Second Class Differential Equations with Fixed Factors Applications of Higher Order Differential Equations, Difference Equations
XIV.	Calculation of functions with two or more variables, some derivatives, differentiation, extremes of functions, optimization of functions bounded optimization, Lagrange multiplier method.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	60
Study at home	65
Total course workload (25 hours of workload per credit unit)	**125**

(5) RECOMMENDED READING

1) Βιβλίο [77107310]: Μαθηματικές Μέθοδοι Οικονομικών και Διοικητικών Επιστημών, Pemberton Malcolm, Rau Nicholas

2) Βιβλίο [50655961]: Οικονομικά Μαθηματικά, Μυλωνάς Νίκος, Γεώργιος Σαραφόπουλος

LESSON PLAN

(1) GENERAL

SCHOOL	UNIVERSITY OF PELOPONNESE		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDY	Undergraduate		
COURSE CODE	**DET 206**	**SEMESTER**	SPRING
COURSE TITLE	ACCOUNTING II		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
Add rows if needed. The teaching arrangements and teaching methods used are described in detail in (d).	3	5

TYPE OF COURSE *general background, specific background, specialization* *general knowledge, skills development*	GENERAL BACKGROUND, COMPULSORY
PREREQUISITES:	NO
LANGUAGE OF INSTRUCTION AND EXAMINATIONS:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ONLINE COURSE PAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to: ✓ Manage financial data (debt securities, claims) ✓ Understand the link between the daily accounting process and the process of preparing the basic accounting statements ✓ Understand the usefulness of different methods of valuation and presentation of financial information.
General Capabilities
✓ Teamwork ✓ Autonomous work ✓ Production of new research ideas ✓ Search, analyze and synthesize data and information, using the necessary technologies ✓ Promotion of free, creative and inductive thinking

(3) COURSE CONTENT

This course builds on concepts developed in the course of Accounting I and delves into specific accounting topics. The purpose of this course is to give the student the ability to distinguish and understand the accounting treatment of the individual balance sheet items of a company. To be able to use the numerical indicators for the analysis of financial statements.

The main learning objectives can be summarized as follows:

- Strengthening the principles and concepts of accounting taught in Accounting I
- Acquisition of accountancy capacity for all business activities
- Familiarity with the use of EPSILON accounting application (Extra ACCOUNTING)
- Understanding the context in which accounting standards are developed.
- Breakdown of specialized transactions relating to assets, stocks, etc
- Description and analysis of the concept of the account and the structure of the EWS
- Acquisition of ability to determine the result of use
- Preparation of the accounts.
- Understanding of the different models, their application in the different areas of business and their economic importance in decision making.

The course is developed in 13 modules.

Section Title	Bibliography	Slide Show Link
1. **Introduction.** Conceptual framework. Accounting concepts and principles. A more comprehensive approach	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
2. **Transaction visualization.** Accounting and analysis of fixed assets, natural resources and intangible assets. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
3. **Analysis and reporting of investments in debt instruments I.** Conceptual approach. Investments - Risk - Return. Stock exchange indices. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr

4. Analysis and reporting of investments in debt instruments II. Equities, Fixed income securities, Investment portfolio. Mutual funds. Stock exchange products. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
5. Time value of money. The concept of present and future value. Calculations. Compound interest. Cash flows and present value of cash flows. Ranch values. Valuation of shares. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
6. Accounting of liabilities. Introduction. Accounting. Separation of liabilities. Provisions. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
7. Characteristics Concepts. Accountancy of the Société Anonyme. Equity financing. Equity components. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
8. Breakdown of own funds. Accounting for liabilities and equity. Provisions and long-term liabilities. Net property. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
9. Preparation of a statement of cash flows. Cash flow statement structure. Benefits from cash flow information. Training difficulties. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr

10. Analysis of financial statements using I-indexes. Introduction to the analysis of financial statements. Liquidity, activity, profitability, capital structure, balance sheet. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
11. Analysis of financial statements using I-indexes. Introduction to the analysis of financial statements. Liquidity, activity, profitability, capital structure, balance sheet. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
12. Accounting representation of the profit and loss accounts. Usage Results Status Formats. Reasons for analyzing the Statement of Profit and Loss. Balance Sheet - Profit and loss account. Results Release Table. Practical applications - exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr
13. Case studies. Development and presentation of examples, practical applications and case studies. Repeat exercises.	Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD	eclass.uop.gr

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	Face-to-face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Student Communication via email, eclass, PC, Video Projector, Interactive Board. Powerpoint Presentations Post teaching material and lectures on the eclass platform Familiarity - practical practice using the EPSILON accounting application (Extra ACCOUNTING)
TEACHING ORGANIZATION	

Activity	***Six*-Month Workload**
Lectures	39
WorkshopO focus on the application of the theory and case analysis to groups of students.	39
Independent Study	47

	Course total (25 hours of workload per credit unit)	**125**
STUDENT ASSESSMENT	*Exams at the end of the semester* (*Multiple Choice Questions*, *Short Answer Questions & Development)* ***100%*** *OR* *Written work.* ***30%*** *Written examination at the end of the half-year ,* ***70%***	

(5) RECOMMENDED LITERATURE

1. Kieso E. Donald, Weygandt J. Jerry, Warfield D. Terry (2018). Accounting - Comprehensive Analysis with IFRS. Cyprus: Broken Hill Publishers LTD
2. Miller-Nobles T., Mattison B., Matsumura E. (2017). Horngren's Financial Accounting, Cyprus Broken Hill Publishers LTD
3. Vassilios D., Heraiotis N., Ballios D. (2016). Advanced Financial Accounting, Athens: Rossili Versions
4. Subramanyan K.R, Wild John. (2016). Analysis of financial statements. Broken Hill Publishers LTD
5. Gikas, D., Papadaki, A., Siouyle, C. (2010). Analysis and evaluation of enterprises. Beanu Publications
6. Ghica, D., (2002). Analysis and uses of financial statements. Beanu Publications

Semester 3

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 301**	**SEMESTER OF STUDIES**	3RD Semester
COURSE TITLE	ORGANIZATIONAL BEHAVIOUR		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	Compulsory		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

3. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ Workplace attitudes and job satisfaction
- ✓ The role of emotions and moods in the workplace
- ✓ The role of Personality, perception and values in the workplace
- ✓ The application of motivation in the workplace
- ✓ The basic concepts of behavior of the teams in the workplace
- ✓ The basic concepts of workplace conflict and negotiations
- ✓ The role of organizational culture in the workplace
- ✓ The implementation of organizational change and stress management

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

4. COURSE CONTENT

The course aims to improve the efficiency of organizations by studying the impact that individuals, groups and structures have on the behaviors that occur within a company or organization. The topics cover the principles and theories that govern the behavior of the individual and groups, as well as their interaction in the structure and development of the organization.

Module title	Bibliography	Presentation Link
2. Introduction to organizational behavior science	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
3. Psychology of individual differences and psychometric evaluation	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
4. Perception and stereotypes in the workplace	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
5. Motivation in the modern work environment	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
6. Attitudes in the workplace – Positive and negative behaviors in the work	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
7. Stress and burn out in the workplace	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
7. Learning theories: Practical applications in the education and development of human resources	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
9. Group dynamics in the workplace	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
10. Leadership	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
11. Effective communication and conflict management	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
12. Change management in the workplace and the role of organizational culture	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
13. Recruitment and selection of human resources	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
14. Career development plan	Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

5. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)
Group assignment	34 hours (1,36 ECTS)
Study at home	75 hours (3 ECTS)
Final written exams	2 hours (0,08 ECTS)
Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**

STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)

6. RECOMMENDED BIBLIOGRAPHY

Βακόλα, Μ. & Νικολάου, Ι. (2019). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Rosili

Robbins, P.S. & Judge, A.T. (2018). Οργανωσιακή Συμπεριφορά: Βασικές έννοιες και σύγχρονες προσεγγίσεις. Αθήνα: Κριτική.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET302**	**SEMESTER**	3
COURSE TITLE	Quantitative Methods in Economics and Management II		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The aim of the course is to introduce and understand the students' basic concepts of statistical inference and modeling so that they can use them in problems of science and technology of management.
- Part of the course will deal with an introduction to the basic concepts of statistics to lead smoothly to the understanding of regression methods that are widely used in economics and management.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The contents of the course include:

XV. Estimation: least squares method, maximum likelihood method, Bayes estimators.

XVI. Statistical hypothesis tests: key concepts and examples

XVII. Simple linear regression. Applications of the simple linear model to problems of economic and administrative science.

XVIII. Variance analysis: key concepts and applications non-use of software.

XIX. Multiple linear regression: estimation, multicolinearity issues, software applications.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	70
Study at home	80
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

1) Βιβλίο [68373095]: Στατιστική: Βασικές Αρχές με Έμφαση στην Οικονομία και τις Επιχειρήσεις, Levine David, Szabat Kathryn, Stephan David

2) Βιβλίο [33114257]: Εισαγωγή στις πιθανότητες με στοιχεία στατιστικής, Μπερτσεκάς Δ. - Τσιτσικλής Γ.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET303**	**SEMESTER OF STUDIES**	3rd Semester
COURSE TITLE	Business Decision Making		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: ✓ Understands key categories of decision-making ✓ Explains the process of defining and solving problems ✓ Describes key decision-making models with examples ✓ Understands the importance of data for decision-making ✓ Describes the decision-making models ✓ Analyzes the importance for the economy and businesses through decision-making ✓ Lists examples of decision-making with real-life applications ✓ Understands decision-making patterns through the use of PCs ✓ Understands the importance of technology in decision making
General Competencies
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Adaptation to new situations ✓ Autonomous work ✓ Teamwork ✓ Working in a multidisciplinary environment ✓ Respect for diversity and multiculturalism ✓ Criticism and self-criticism ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Decision-making is one of the most important functions in the management of a business or organization. In today's business environment, characterized by frequent changes, intense competition, a plethora of data, and great penetration of information and communication technology, decision-making is increasingly based on "data" (data) that we process using specific "models" and techniques, and with the use of computer technology. The methodology followed as well as the models used are the subject of Management Science. This course aims to present the decision-making process in complex business problems through the methodology of Management Science and the use of computers. The emphasis of the course will be on understanding the various models, their applications in the various areas of the business, and their intuitive and economic importance in decision making.
The course introduces the student to the Methodology of Decision Making and the 3 main model categories: Linear and Integral Programming, Analysis and Decision Trees, and Decision Making with Multiple Criteria. In each module, the student, apart from the corresponding models, will be exposed to a series of applications and the use of appropriate computer packages, many of which are based on EXCEL and will have the opportunity to apply his knowledge to various problems and / or case analyses.

Unity title	**Biography**	**Link** to**thepresent**
1. Management Science in the Information Society		
2. Management Science and Decision Making		
3. Overview of Decision Making Models		
4. Linear Programming		
5. Examples of Linear Programming Problems		
6. Duality and Sensitivity Analysis		
7. Network Problems		
8. Project Planning		
9. Whole Programming		
10.Integral Programming Applications		
11.Dynamic Programming		
12.Multi-criteria decision-making		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>WAY OF DELIVERY.</td><td>Face to face (interactive lectures) and collaboration through an online classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td>
<table>
<tr><th>Dr.inactivity</th><th>Workload FromAmenos</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT EVALUATION</td><td>Presentation/examination of group projects and comparative scoring(30%)

Exams at the end of the semester (MultipleChoiceQuestions, Short Answer & Development Questions) (70%)</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Πραστάκος, Γ. (2019). Διοικητική επιστήμη-Λήψη επιχειρηματικών αποφάσεων στην κοινωνία της πληροφορίας, Αθήνα: Unibooks
- Goodwin, P. και Wright, G. (2015). Ανάλυση Αποφάσεων-Ορθολογικό Μάνατζμεντ: Broken Hill.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET304**	**SEMESTER**	3
COURSE TITLE	Programming II		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

This course is a continuation of the "Programming I" course in Python 3. It aims to teach beyond the basics of computer programming. The course covers advanced programming language structures, objects and functions. At the end of the semester students will be able to develop programs on their own on the computer and will have sufficient background to attend more advanced courses that require a good knowledge of programming.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Project management and planning
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to gain intermediate knowledge of the

principles of computer-based problem solving, based on the Python language. The main goals for achieving the goal are:

- Requirement analysis of problems that are to be solved by software and composition of their solution.
- Implementation of solutions that strictly comply with specifications.
- Knowledge of the basic features, structures and mechanisms of the Python programming language and application of the most appropriate ones for the implementation of the selected algorithmic solutions.
- Application of basic principles of software technology for the organisation of code (organization, design, documentation).
- Assessment of program code and debugging.
- Understand and use program development and debugging tools.
- Individual and group work, with specific time constraints

Course layout	**Bibliography**	**Presentation link**
1. Programming and Algorithms		
2. Tuples		
3. Tuples		
4. Sets		
5. Dictionaries		
6. Functions		
7. Functions		
8. Objects		
9. Objects		
10. File management		
11. File management		
12. Libraries		
13. Libraries		
Course Assessment:		
Suggestion 1	Course Assignments (code)	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	

Activity	***Course Workload***
Lectures	39

	Study at home	111
	Total course workload (25 hours of workload per credit unit)	**150**
STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***	

(5) RECOMMENDED READING

Βιβλίο [86055492]: Το βιβλίο της Python, Σαμαράς Νικόλαος, Τσιπλίδης Κωνσταντίνος, Εκδόσεις Κριτική

Βιβλίο [77117677]: Python-Εισαγωγή στους υπολογιστές Σ – 4η αναθεωρημένη και επαυξημένη έκδοση, Ν. Αβούρης, Μ. Κουκιάς, Β. Παλιουράς, Κ. Σγάρμπας. Πανεπιστημιακές Εκδόσεις Κρήτης

Βιβλίο [94691810]: Ξεκινώντας με την Python, Tony Gaddis

Βιβλίο [102070652]: Εισαγωγή στην Python για τις Επιστήμες Υπολογιστών και Δεδομένων, Harvey M. Deitel, Paul J. Deitel

Βιβλίο [94644736]: Σκέψου σε Python, Allen B. Downey, Κλειδάριθμος, 2020

Βιβλίο [94644734]: Python 3 - Αλγοριθμική και προγραμματισμός, Αριστείδης Σ. Μπούρας, Ιωάννης Θ. Κάππος, Κλειδάριθμος, 2020

D. Schneider, Εισαγωγή στον Προγραμματισμό με την Python, Εκδόσεις Μ.Γκιούρδας

Βιβλίο [102071693] Εισαγωγή στην Πληροφορική και τις εφαρμογές της, Παναγιώτης Παπάζογλου, Εκδόσεις Τζιόλα, 2021

Βιβλίο [86054990] Εισαγωγή στον Προγραμματισμό Υπολογιστών με την Python, Σπυρίδων Πανέτσος, Εκδόσεις Τζιόλα, 2021

Γ. Μανής, Εισαγωγή στον Προγραμματισμό με αρωγό τη γλώσσα Python, Online

John V. Guttag, Introduction to Computation and Programming Using Python: With Application to Understanding Data, MIT Press

Mark Lutz, Learning Python, 5th Edition, O'Reilly

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET305**	**SEMESTER**	3
COURSE TITLE	Databases		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek and English
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the Databases (DB) course, the student will be able to:

- Understand the role and architecture of DB systems.
- Understand the parameters of DB systems.
- Explain the Entity-Relationships model
- Explain the relational model
- Implement relational design
- Use the SQL language
- Explain and arranges the physical parts of the DB system.
- Give examples of DB systems.
- Model and design DBs
- Manage the installation and programming of a DB system.
- Collaborates in a DB project.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Project management and planning

- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The use of databases is fundamental to the computer systems used to organize and operate businesses. The course introduces students to basic concepts of databases and methods of their design and implementation. Conceptual modelling techniques are presented, the Entity-Relationships model, the relational model, while SQL is used as the data handling language. The aim of the course is for students to be able to properly design and implement a data management application (e.g., in MySQL), to know how to ask simple and complex queries in the database and to define those structures that lead to optimal performance of the system. Thus, students acquire the relevant knowledge of database design and implementation but also practice, in terms of the MySQL language, in the implementation of data management systems (database system). These basic knowledge and skills will help them better understand the more complex computational methods and systems used in businesses and organizations.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Databases		
2. DB management, data models, query languages, transactions, storage, users, architecture		
3. Entity-Relation Model: Basic concepts, entities, correlations, characteristics, keys, illustrations, diagrams, weak entities, extended OS model, conversion into tables		
4. Examples of DB design with Entity-Correlation diagrams		
5. Relational model: Relationships, tables, features, shape, relational algebra		
6. The SQL language: Basic format, nested queries, cumulative functions, DB update, reference constraints, triggers, cursors		
7. Relational design: Integrity constraints, functional dependencies, decomposition, normalisation		
8. Storage and Indexes: Storage media and methods, file organization, sorting, fragmentation, trees		
9. Special topics: Data warehouses, data mining, object-oriented DB, data flows		
10. Example cases		
11. Overall design and implementation of a DB system		
12. Use of databases in business information systems		
13. Recap		
Course Assessment:		
Suggestion 1	Team Assignments (30%)	
(assessment in Greek or English)	Final Exam (70%)	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*Presentation of team course assignments* ***30%*** *End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***70%***

Activity	***Course Workload***
Lectures	39
Study at home	111
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

Books in Greek

- A. Silberschatz, H.F. Korth, S. Sudarshan (2021). Συστήματα Βάσεων Δεδομένων, 7η Έκδοση, Κλειδάριθμος. [Κωδικός Βιβλίου στον Εύδοξο: 102070677]
- R. Elmasri, S.B. Navathe (2016). Θεμελιώδεις Αρχές Συστημάτων Βάσεων Δεδομένων - 7η Έκδοση Αναθεωρημένη, Δίαυλος. [Κωδικός Βιβλίου στον Εύδοξο: 50662846]
- R. Ramakrishnan και J. Gehrke, 2012. "Συστήματα Διαχείρισης Βάσεων Δεδομένων", (3η έκδοση), Εκδόσεις Τζιόλα, [Κωδικός Βιβλίου στον Εύδοξο: 22694245].
- Βασιλακόπουλος, Γ. (2009). Σχεδιασμός Βάσεων Δεδομένων. Θεσσαλονίκη: Τσότρας.
- Λουκόπουλος, Α. και Θεοδωρίδης, Ε. (2016). Εισαγωγή στην SQL. Αθήνα: Κάλλιπος (ελεύθερο σύγγραμμα).
- Gillenson, M. (2018). Βασικές Αρχές Συστημάτων Διαχείρισης Βάσεων Δεδομένων. Λευκωσία: Broken Hill.
- Watson T. R. (2021). Διαχείριση Δεδομένων-Ο Ρόλος των Βάσεων Δεδομένων στους σύγχρονους Οργανισμούς. Λευκωσία: Broken Hill.
- Εγχειρίδια PostgreSQL, MySQL, Oracle, SQL server, DB2.

Books in English

- W. Lemahieu, S. Van Den Broucke, B. Baesens, Principles of Database Management: The Practical Guide to Storing, Managing, and Analyzing Big and Small Data, Cambridge University Press, 2018
- T. Connolly, C. Begg, Database Systems: A Practical Approach to design, Implementation, and Management, 5th Edition, Addison Wesley, 2010
- R. Elmasri και S.B. Navathe, Fundamentals of Database Systems, 5th Edition, Addison-Wesley 2006
- R. Ramakrishnan και J. Gehrke, Database Management Systems, 3rd Edition, Mc Graw-Hill, 2002

Semester 4

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 401**	**SEMESTER OF STUDIES**	4TH Semester
COURSE TITLE	HUMAN RESOURCE MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	Compulsory		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The main functions of the Human Resources Management
- ✓ The most important opportunities and threats created by new technologies in Human Resource Management
- ✓ The planning process in human resources
- ✓ The process of evaluating human resources
- ✓ The general characteristics of electronic systems regarding performance and reward management and their overall effectiveness
- ✓ The role of human resources in organizational change
- ✓ How to establish an employee health and safety program
- ✓ How to approach issues related to equality and diversity in the workplace

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

Human resources are today the most valuable asset of an organization. Human Resource Management is an integral part of the business which, with the help of modern technology, studies activities that are directly related to the development and management of the human factor such as recruiting, selecting, hiring, developing, evaluating, empowering human resources in the workplace in order to increase job satisfaction and organizational performance.

Module title	Bibliography	Presentation Link
1. The concept, content, and historical development of Human Resource Management (HRM) science	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
2. Theoretical approach to HRM	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
3. Strategy for managing human resource through technology	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
4. Modern methods of project management using electronic HRM	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	
5.Searching talents using electronic means	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
6. Job description and Planning of human resources	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
7. Staffing using electronic means	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
8. Performance management and rewards using electronic means	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
9. Human resource learning and development using electronic means – Knowledge management	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
10. Change management and the role of HRM	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
11. Internal communication and labor relations – equality and diversity	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
12. Information security and personal data protection. Employee health and safety	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
13. The international dimension of HRM	Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY.</td><td>✓ Face to face (interactive lectures)
✓ Class discussions using the method of Socratic dialogue
✓ Presentation of Case studies
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Elaboration of small-scale group or individual projects and exercises in the class</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor.
✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform.
✓ The teaching of the course is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td>
<table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)</td><td>39 hours (1,56 ECTS)</td></tr>
<tr><td>Group assignment</td><td>34 hours (1,36 ECTS)</td></tr>
<tr><td>Study at home</td><td>75 hours (3 ECTS)</td></tr>
<tr><td>Final written exams</td><td>2 hours (0,08 ECTS)</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150 hours (6 ECTS)</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Group assignment (30%)
Final written exam (70%)</td></tr>
</table>

5. RECOMMENDED BIBLIOGRAPHY

Τζωρτζάκης, Κ. (2021). Διοίκηση Ανθρωπίνων Πόρων. Αθήνα: Rosili

Παπαλεξανδρή, Ν. & Μπουραντάς, Δ. (2016). Διοίκηση Ανθρώπινου Δυναμικού. Αθήνα: Εκδόσεις Μπενου

COURSE OUTLINE

(1) GENERAL

SCHOOL	UNIVERSITY OF PELOPONNESE		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDY	Undergraduate		
COURSE CODE	**DET 402**	**SEMESTER**	SPRING
COURSE TITLE	FINANCIAL ADMINISTRATION		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	GENERAL BACKGROUND, COMPULSORY
PREREQUISITES:	NO
LANGUAGE OF INSTRUCTION AND EXAMINATIONS:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ONLINE COURSE PAGE (URL)	eclass.uop.gr

LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to: ✓ Be aware of the modern business environment ✓ Identifie the weaknesses as well as the capacity of the agencies ✓ Understand the characteristics and diversity of businesses ✓ Be aware of the use of modern financial tools in decision-making ✓ Process and evaluate investments in uncertainty conditions ✓ Apply the methods of financing to the assessment of the financial situation of an enterprise ✓ Calculate the effect of dividend policy on enterprise value ✓ Familiarize himself with the way financial decisions are made in a business ✓ Apply financial management policies to businesses and organizations ✓ Know capital structure theories and calculates the optimal level of borrowing for specific data. ✓ Assess financial administration and financial management issues (equity increases, dividend decisions, investment decisions)
General Capabilities
✓ Teamwork ✓ Autonomous work ✓ Production of new research ideas ✓ Search, analyze and synthesize data and information, using the necessary technologies ✓ Promotion of free, creative and inductive thinking

(2) COURSE CONTENT

The purpose of the course is to introduce students to the basic concepts of Financial Management and to highlight the role of financial management in business management. Specifically, the main objective of the course is the understanding and knowledge of the financial operation of businesses within the Greek and international economic environment. Upon completion of the course they will be aware of the use of modern financial tools in decision making and will be able to implement financial management policies in companies and organizations. At the same time, they will gain a comprehensive knowledge of contemporary issues relating to financial science.

The main learning objectives can be summarized as follows:

- ✓ Understanding the basic principles of modern financial theory
- ✓ Deepen the knowledge and understanding of financial management techniques.
- ✓ Understanding the time value of money
- ✓ Acquiring comprehensive knowledge of contemporary issues related to financial science
- ✓ Understanding the treatment of instruments and sources of working capital funding
- ✓ Understanding the financial situation of an undertaking (liquidity, efficiency, profitability, viability, capital structure).
- ✓ Understanding the concept of risk and return on investment
- ✓ Familiarity with investment decision making
- ✓ Making investment decisions sustainable

The course is developed in 13 modules.

Section Title

Section Title	**Bibliography**	**Slide Show Link**
1. Introduction. Basic concepts of financial administration. Business theory. The financial operation of enterprises. The financial environment of enterprises. Corporate Governance. Objectives and main financial decisions.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
2. Time value of money. Approximation of the concept of simple interest. compound interest (future - present value). Rants, borrowing. Pricing models.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
3. Cash flow analysis. Conceptual approach to the concept of cash flows. Calculation of initial cost and final cash flow.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
4. Preparation of a statement of cash flows. The concept of the	Birgham, E., Ehrhardt, M. (2019). Financial	eclass.uop.gr

	cash flows of an investment. Cash flow statement structure. Benefits from cash flow information. Training difficulties. Practical applications - exercises.	Administration: From Theory to Practice. Broken Hill Versions.	
5.	**Cost of capital.** Determining the cost. Working capital (concept, basic principles of administration, alternative financing policies). Bond and equity cost. Weighted and marginal cost of capital; cash management	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
6.	**Working capital management.** Basic concepts. Investment policies. Risk and performance. Alternative financing policies.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
7.	**Capital investment budget.** Evaluation methods. Capital budget and risk analysis. The Net Present Value method. Methods of evaluating investment proposals.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
8.	**Risk analysis and alternatives to capital investment.** Introduction. Conceptual approach. The risk of an investment project. Sensitivity analysis - scenario. Decision tree. Dividend policy	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
9.	**Financial analysis of indicators.** Conceptual approach to the concept and significance of numeroindicators. Liquidity, leverage, activity, valuation, performance ratios. Common-size analysis and trend numeroindicators.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
10.	**Short-term and long-term financing.** Capital market. Long-term debt. Derived products. Leasing. Manage Available. Types of loans to cover the basic operational needs of an enterprise.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
11.	**Financial planning of the enterprise.** Concepts. Analysis Techniques - Deadpoint Calculation. Operating leverage. Leverage. Simulations. Analyzing scenarios. Total leverage.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr

12. Anticipating financial needs. Basic concepts. Financial program. Provision of additional capital requirements. Financial and capital markets.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr
13. Case studies. Development and presentation of examples, practical applications and case studies. Sources of finance for innovation in Greece. Repeat exercises.	Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.	eclass.uop.gr

(3) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	Face-to-face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Student Communication via email, eclass, PC, Video Projector, Interactive Board. Powerpoint Presentations Study of scientific articles (published Papers) on topics related to the modules of the course. Post the educational material and lectures on the platform eclass
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload***
	Lectures: 39
	Workshop focusing on the application of the theory and case analysis to groups of students.: 39
	Independent Study: 47
	Course total (25 hours of workload per credit unit): 125
STUDENT ASSESSMENT	*Exams at the end of the semester (Multiple Choice Questions, Short Answer Questions & Development)* ***100%*** *OR* *Written work.* ***30%*** *Written examination at the end of the half-year ,* ***70%***

(4) RECOMMENDED LITERATURE

1. Birgham, E., Ehrhardt, M. (2019). Financial Administration: From Theory to Practice. Broken Hill Versions.
2. Brealey, R., Myers, S., Allen, F. (2015). Business finance authorities. Utopia Versions
3. Ross, A., Westefield, R., Jaffe, J. (2017). Finance of enterprises. Broken Hill Versions.
4. Berk, J., Demarzo, H. (2018). Business finance authorities. Diekeseis Giola
5. Atrill, P. (2014). Financial management for decision makers. Pearson.
6. Arsenos, P., Kaldis, P. (2019). Applied Financial Operations. Pataki Editions
7. Artikis, G. (2013). Financial Management - Financing decisions. Interbooks Versions
8. Artikis, G. (2013). Financial Management - Analysis and Planning. Interbooks Versions
9. Heraiotis, N., Vassiliou, D. (2008). Financial Administration. Theory and practice. Rosili Versions

10. Mylonas, N. (2020). Financial Administration. Gutenberg Versions
11. Noulas, A. (2019). Financial Administration. Investment and Financing Decisions. Athens: Versions Giola.
12. Dragon, A., Karathanasis, C. (2017). Financial Management of Companies. Beanu Publications

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET403**	**SEMESTER**	4
COURSE TITLE	Data Structures and Algorithms		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

ΤΥΠΟΣ ΜΑΘΗΜΑΤΟΣ	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

The course aims to introduce students to the basic principles and techniques of algorithms, and data structures, with emphasis on real problems. Upon completion, the students will:

- Understand how algorithms and data structures are used to solve real problems.
- Learn to take into account the factors involved in solving computer problems.
- Understand the basic principles of algorithmic design complexity.
- Learn techniques used to solve problems using large volumes of data, in different fields of application.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Work in an interdisciplinary environment
- Production of new research ideas
- Project planning and management
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to acquire knowledge for designing and analysing algorithms and solving problems using data structures.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Data Structures		
2. Stacks, queues, lists		
3. Trees		
4. Sets		
5. Dictionaries		
6. Implementation of Dictionaries with Balanced Binary Search Trees		
7. Hashing		
8. Priority Queues		
9. Sorting		
10. Graphs		
11. Complexity		
12. Algorithms design techniques in practice		
13. Problem solving strategies in practice		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	***Activity*** / ***Course Workload***
	Lectures: 39
	Study at home: 111
	Total course workload (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***

(5) RECOMMENDED READING

1. Βιβλίο [68370088]: Ανάλυση και Σχεδίαση Αλγορίθμων, 3η Έκδοση, Levitin Anavy
2. Βιβλίο [23101]: Εισαγωγή στις δομές δεδομένων και στους αλγόριθμους, Παπουτσής Ιωάννης, 2020
3. Βιβλίο [13898]: ΣΧΕΔΙΑΣΜΟΣ ΑΛΓΟΡΙΘΜΩΝ, JON KLEINBERG, EVA TARDOS
4. Βιβλίο [86193640]: Η ΑΛΓΟΡΙΘΜΙΚΗ ΤΕΧΝΗ ΤΩΝ ΑΠΟΦΑΣΕΩΝ, BRIAN CHRISTIAN, TOM GRIFFITHS
5. Βιβλίο [94645286]: Hello World: Άνθρωπος στην Εποχή του Αλγόριθμου, Fry Hannah
6. Βιβλίο [59367744]: Αλγόριθμοι: Σύγχρονες προσεγγίσεις, Edmonds Jeff
7. J.V. Guttag, Υπολογισμοί και προγραμματισμός με την Python, Εκδόσεις Κλειδάριθμος
8. T.H. Cormen, C.E. Leiserson, R.L. Rivest, C. Stein, Εισαγωγή στους αλγορίθμους, Πανεπιστημιακές Εκδόσεις Κρήτης, 3η Έκδοση, 2016, ΚΩΔΙΚΟΣ ΕΥΔΟΞΟΥ: 59359780

COURSE OUTLINE

1.GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET404	**SEMESTER OF STUDY**	4ο
COURSE TITLE	MATHEMATICAL PROGRAMMING		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in discrete parts of the course e.g. Lectures, Laboratory Exercises etc. If the credit is awarded for the whole course, indicate the weekly teaching hours and the total number of hours of teaching time. credits*	**WEEKLY HOURS TEACHING**	**CREDIT UNITS**
Lectures	3	6
Total	3	
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail at 4.		

TYPE OF COURSE *Background , General Knowledge, Scientific Area, Development Skills*	Mandatory
PREREQUISITE COURSES:	There are no
LANGUAGE OF TEACHING and EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES
ELECTRONIC PAGE COURSE (URL)	

2. LEARNING OUTCOMES

Learning Outcomes

Describe the learning outcomes of the course - the specific knowledge, skills and competences appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

The aim of the course is to present the main principles of mathematical programming, in constrained and unconstrained optimization problems.

Upon successful completion of the course the student will be able to:

- understands the basic principles of problem optimisation
- uses some of the widely used Mathematical Programming algorithms and the design of their variants for special cases of problems
- selects the appropriate algorithm with respect to the optimisation problem.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies
Adapting to new situations Decision-making
Autonomous work
Group work
Working in an international environment
Working in an interdisciplinary environment
Generating new research ideas
Project planning and management
Respect for diversity and multiculturalism Respect for the natural environment
Demonstrate social, professional and ethical responsibility and sensitivity to gender issues
Exercise of criticism and self-criticism
Promoting free, creative and inductive thinking

- Search, analysis and synthesis of data and information, using the necessary technologies
- Adapting to new situations
- Decision-making
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

1. Elements of Linear Algebra, parametric solution of linear equations
2. Simplex algorithm, general description, geometric interpretation and special cases
3. Sensitivity analysis and economic interpretation
4. Karush-Kuhn-Tucker condition, formulation and proof
5. Western theory, formulation of the dual problem
6. Introduction to non-linear programming
7. Special linear programming problems, the transfer problem and the network form of the Simplex algorithm
8. Problem formatting, applications of Mathematical Programming
9. Integer Programming, formatting, solution methods
10. Linear Programming and Game Theory
11. Dynamic programming, formatting, solving and applications.

4. TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face to face, Distance learning education, etc.*	Face to face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Education, Communication with students*	Use of Blackboard and ICT in Teaching (PowerPoint in Lectures). Specialised exercises and case studies with real data Communication with students: e-class & e-mail.
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & analysis of literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study (project), Writing of work / assignments, Artistic creation, etc.*	

Activity	***Semester workload***
Lectures	90
Practice Exercises	35
Independent Study	25
COURSE TOTAL	**150**

The student's study hours for each learning activity and the hours of unguided study are recorded so that the total workload at semester level corresponds to the standards of the ECTS		
	Total Course	***150***
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	Written final examination (100%) including: • Multiple choice questions • Short answer questions • Problem solving Possibility of an additional examination in English if there are ERASMUS students.	

5. RECOMMENDED-BIBLIOGRAPHY

Suggested Bibliography:

- Differential and Integral Logic-Theory and Applications, Goldstein Larry J., Lay David C., Schneider David I., Asmar Nakhle H., (1/2020), Publisher: 94643817
- Mathematics of Economics and Management Sciences, Jacques Ian, (1/2017), Publisher: BROKEN HILL PUBLISHERS LTD, Book Code in Eudox: 68373069

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ADMINISTRATIVE SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET405**	**SEMESTER OF STUDY**	4 °Semester
COURSE TITLE	Management Information Systems		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
Lectures and Practice Exercises	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/courses/2490/

(2) LEARNING OUTCOMES

Learning Outcomes

The aim of the course is to introduce students to the basic concepts of Management Information Systems that will allow them to reorganize internally the business and exploit the available information with the ultimate goal of making business decisions.

The course is offered at undergraduate level and according to the European Qualifications Framework for Lifelong Learning (EQF) it is a level 6 qualification. At this level the learning outcomes aim to:

(a) the acquisition of advanced knowledge in a field of work or study which involves a critical understanding of theories and principles

b) the development of advanced skills and proven craftsmanship/innovation

to solve complex and unpredictable problems in a specialised field of work or study

(c) the development of professional competences relating to the management of complex technical or

activities or work plans, taking responsibility for decision making in unpredictable work or study environments. In addition, be able to take responsibility for managing the professional development of individuals and teams.

Based on the above, upon successful completion of the course, students are expected to have the:

- Knowledge so that they can:

  o Understand the contribution of information systems to the reconfiguration of business processes and decision making

  o Recognise the capabilities of a typical integrated information system

  o Classify information systems into categories using various categorisation criteria

  o Know the basic architecture and the required technology for each category of information system

  o Distinguish the stages of the systems development life cycle and their specificities

- Skills to be able to:

  o Understand and develop simple diagrams based on the Business Process Standardisation Notation (BPMN)

  o Participate in the design and support of a Management Information System

  o Examine the influence of a range of factors (external and internal) that affect the adoption / adaptation of an Information System

  o Analyse and evaluate the effectiveness of Information Systems.

- Skills to be able to:

  o Increase the effectiveness and efficiency of business processes through Management Information Systems

  o Collaborate, coordinate and control the resources involved to ensure that Management Information Systems are optimally adopted.

General skills

- Search, analysis and synthesis of data and information, using the necessary technologies

- Adapting to new situations

- Decision-making

- Autonomous or Teamwork

- Exercise of criticism and self-criticism

- Promoting free, creative and inductive thinking

- Project planning and management

(3) COURSE CONTENT

- The role of information systems in business today
- Business Processes, Information Systems and Information
  - Business processes
  - Business process representation with BPMN
- The Information Technology Infrastructure
  - The Web
  - The cloud computing
  - Big data
  - Internet of things.

- Database Creation and Management
    - Development and management of a relational database
    - o Database management systems
    - Databases and decision making.
- Types of Management Information Systems
    - Financial Management
    - Human Capital Management
    - Supply Chain Management
    - Customer Relationship Management (CRM)
    - Enterprise Resource Planning (ERP) systems - Systems Integration.
- Development and management of management information systems
    - Business process re-engineering
    - Software development models
    - Problem solving and systems development
    - Systems development life cycle
    - Supply of systems
    - Information Systems Security
- Ethical and social issues related to information systems
- Case studies

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39
Exercises Practices focusing on the presentation and discussion of case studies	13
Individual or Group Work on a Case Study	35
Educational Visits / Specialist Lectures	15
Independent Study	48
Total Course Load (25 hours of workload per credit)	**150**

STUDENT ASSESSMENT	I. Written final examination (70%) including: - Multiple choice questions - Role and stakeholder analysis in a short case study - Solving problems related to the subject of the course II. Individual or Group Work (30%) The purpose of the assignment is to test the skills developed by the students in tools and services related to Management Information Systems and their ability to plan and implement a project in a team or independently.

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

McKinney E. and Kroenke D., Introduction to Management Information Systems: processes, systems and information, Broken Hill, 2017

Laudon, K.C. and Laudon J.P., Management Information Systems, Klidarithmos, 2014.

Patricia W., Management Information Systems, Critique, 2014.

Piccoli G., Information Systems for Managers, Wiley, 2012.

-Relevant scientific journals:

MIS Quarterly

Journal of Management Information Systems

Information Systems Journal

European Journal of Information Systems

Open Journal of Information Systems

Semester 5

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET501**	**SEMESTER OF STUDIES**	5th Semester
COURSE TITLE	Research Methodology in Management and Economics		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon completion of the course the student will be able:

- ✓ To analyze and interpret scientific articles in a critical way.
- ✓ To acquire the ability to clearly formulate the research problem and develop a research proposal by selecting the appropriate procedures and approaches.
- ✓ To recognize and apply the appropriate research tools.
- ✓ To be significantly aware of alternative research techniques, so that it can choose the most appropriate methods
- ✓ To know the main methods of descriptive and inductive statistics used in scientific research and to understand the results of these analyses.
- ✓ To be aware of the rules of scientific ethics and the process of publication of research results.
- ✓ To curate the presentation of her work in a scientifically valid and communicative manner.
- ✓ To conduct educational research (qualitative and quantitative)

General Skills

- ✓ Teamwork
- ✓ Independent Work
- ✓ Production of new research ideas
- ✓ Search, analysis and synthesis of data and information, using the necessary technologies

- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The ability to read and understand scientific articles, familiarity with scientific research and the writing of relevant articles, papers, and dissertations is a valuable asset for students both in relation to the continuation of their studies at postgraduate level, as well as in relation to their professional career.

By teaching the course in question, students are intended to acquire knowledge and skills for the methodical formulation of research questions and the way they approach methodologically in the field of economics for the production of new scientific knowledge and the practice of documented economic practice. Particular emphasis is given to educational research (qualitative and quantitative) which serves to diagnose educational needs and conduct evaluations.

The aim of this course is to prepare students so that they can prepare assignments with proper methodology and scientific validity. In order to achieve this goal, students become familiar with the reading and analysis of scientific articles, with the techniques of preparation and the specifications of planning, preparation, writing and presentation of scientific papers.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to research – Presentation of the course		
2. Presentation of research fields		
3. Technique for the formulation of a research problem & Declaration of a research field by groups of students		
4. Review of research methods in economics I		
5. Literature review (techniques for locating and extracting bibliography)		
6. Visit to the Central Library of UOP and presentation of the search techniques		
7. Stages of the research process I		
8. Stages of the research process II		
9. Research tools for data collection		
10. Techniques for statistical analysis of data		
11. Techniques for the use and compilation of bibliographic references		
12. Guide for writing and publishing a research paper		
13. Presentation of student research papers		
Methods of student assessment:		
Suggestion 1	Teamwork of 3-4 people during the semester	
	Presentations	
	Final Exam	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHODS OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures	27
Laboratory	12
Writing a paper	30
Independent Study	81
Total Course (25 hours of workload per credit unit)	**150**

STUDENT ASSSSMENT	✓ *Presentations of Articles (Submission and oral presentation of written work)* ***40%*** ✓ *Exams at the end of the semester* (Short *Answer & Development Questions)* ***60%*** ***Total: 100%***

(5) RECOMMENDED -BIBLIOGRAPHY

1. Liargovas P. , Dermatis Z. , Komninos D. (2018). Research methodoloy and development of scientific articles.Thessaloniki: Tziolas Publications.
2. Cohen Louis, Manion Lawrence, Morrison Keith. (2008). Methodology of educational research Athens: Metaichmio Publications
3. Papanastasiou, K., Papanastasiou, E. (2016). Methodology of educational research. Athens
4. Chalikias,M., Samanda – Rounti,E. (2016). Introduction to the research methodology of scientific papers. Athens: Synchroniki Ekdotiki Publications.
5. Folisas,D., Diamantopoulos E. (2018). Research methodology and statistical analysis using computer. Athens: ANIKOULA Publications
6. Anastasiadou, S. (2012). Statistics and research methodology in the social sciences. Athens: KRITIKI Publications
7. Pappas, Th. (2016). The methodology of scientific research in the humanities. Athens: KARDAMITSA Publications
8. Christodoulou, D. (2004). Scientific methodology of economic business research. Athens: GKIOURDAS Publications
9. Zafiropoulos, K. (2015). How a scientific work is done. Athens: KRITIKI Publications
10. Gray, D. (2018) Research methodology in the real world. Athens: TZIOLA Publications
11. Iosifidis, Th. (2017). Qualitative methods of research and epistemology of the social sciences. Athens: TZIOLA Publications
12. Leavy, P. (2017). Research Design: Quantitative, Qualitative, Mixed Methods, Arts-Based, and Community-Based Participatory Research Approaches

13. Corbin, J., Strauss, A. (2014). Basics of qualitative research.
14. Creswell, J. (2018). Research Design: Qualitative, Quantitative, and Mixed Methods Approaches

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET502**	**SEMESTER OF STUDIES**	5th Semester
COURSE TITLE	European Sustainable Development and Entrepreneurship		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understands basic principles of sustainable development
- ✓ Explains the importance of sustainable development for the European economy and society
- ✓ Outlines the different approaches to sustainable development in the EU
- ✓ Understands the relationship between sustainable development and entrepreneurship
- ✓ Describes the Just Transition Mechanism and its elements
- ✓ Analyses the impact of the green transition on business in the EU
- ✓ Cites examples of transitions to the EU
- ✓ Outlines the financial instruments and resources for sustainable entrepreneurship in the EU
- ✓ Describes good sustainable entrepreneurship practices in the EU
- ✓ Presents a case study for a business promoting sustainable development in the EU

General Competencies

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Production of new research ideas
- ✓ Respect for diversity and multiculturalism

- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The aim of the course is to analyze the interaction of European Sustainable Development and Entrepreneurship as a modern trend to address economic, social and environmental challenges. The course will introduce students to the principles, theories, concepts and practices related to sustainable development. The aim of the course is for students to develop entrepreneurial skills and knowledge that will allow them to act in the midst of continuous challenges.

Students will work on business plans and ideas that go beyond traditional models. The course will provide students with knowledge about the institutional framework, initiatives and support mechanisms of the European Union towards sustainable development. They will become familiar with economic tools to address social and environmental challenges. Finally, the course will contribute to students being able to understand how Greece will be able to exploit its natural wealth and the dynamics of its social capital.

Unity title	**Biography**	**Link to thepresent**
1. Introduction to sustainable development in the EU		
2. Definitions and forms of sustainable development		
3. Relationship between sustainable development and entrepreneurship		
4. Green transition in the EU and Green Deal		
5. Just Transition Mechanism		
6. Good and bad transition practices in the EU		
7. Sustainable Entrepreneurship in the EU		
8. Financial instruments and resources		
9. Corporate Social Responsibility		
10. Good practices of sustainable entrepreneurship		
11. European Agenda 2030		
12. The importance of European policies for Greek businesses		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>WAY OF DELIVERY.</td><td>Face to face (interactive lectures) and collaboration through an online classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td>
<table>
<tr><th>Dr.inactivity</th><th>Workload FromAmenos</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT EVALUATION</td><td>Presentation/examination of group projects and comparative scoring(30%)

Exams at the end of the semester (MultipleChoiceQuestions, Short Answer & Development Questions) (70%)</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Λιαργκόβας, Π., Αποστολόπουλος, Ν. και Δερμάτης, Ζ. (2020). Κοινωνική οικονομία και κοινωνική επιχειρηματικότητα: Η ευρωπαϊκή και η ελληνική εμπειρία, Αθήνα: Εκδόσεις Πατάκης
- Δημαδάμα, Ζ. (2021). Βιώσιμη οικονομική ανάπτυξη: Η ενσωμάτωση των 17 στόχων του ΟΗΕ, Αθήνα: Εκδόσεις Παπαζήση
- Μανασάσης, Κ. (2021). Βιώσιμη Ανάπτυξη και Στρατηγική Επιχειρηματική Υπευθυνότητα σε Μικρομεσαίες Επιχειρήσεις: Εκδόσεις Τζιόλας
- Πλατιάς, Χ (2020). Πολιτικής της ΕΕ για το περιβάλλον και τη βιώσιμη ανάπτυξη: Εκδόσεις Σιδέρη.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET503**	**SEMESTER OF STUDIES**	5th Semester
COURSE TITLE	Principles of Innovation in Management and Education		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand basic forms of innovation (definitions, forms, etc.)
- ✓ Explain the relationship between creativity and innovation
- ✓ Describe key models of innovation in business with examples
- ✓ Understand absorptive capacity and knowledge management at company or organisation level
- ✓ Describe the front-end model for innovation in a business or organization
- ✓ Explain the role of innovation in the modern socio-economic environment (knowledge society)
- ✓ Critically analyze the concept of the entrepreneurial university
- ✓ Refer examples of innovation policies
- ✓ Describe sectoral innovation systems
- ✓ Describe the role and utility of innovation practices in education
- ✓ Develop a possible business model for an innovative idea
- ✓ Present a case study for an innovative business or organization

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Production of new research ideas

- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is for students to understand the basic principles of innovation in management and education. In addition, students will be able to recognize the role of innovation, types and forms of innovation in business and organization management as well as in educational management. The course will equip students with knowledge and skills in innovation management through knowledge, financial and human resources management. Finally, students will acquire knowledge of good practices at international and European level.

Thus, students are expected to be able to explain different forms of innovation, different generations of innovation models, the relationship between creativity and innovation, organizational creativity, the innovation strategy of a company, the absorptive capacity of a company or organization, knowledge management for innovation, ways of appropriating innovation and the front-end model for innovation management at the corporate level. They should also analyse these concepts for companies, public institutions and educational institutions. At the macro level, students are expected to explain knowledge spillover theory; the triple or quadruple helix model for innovation, the concept of entrepreneurial university, innovation policies, and the overall impact that the previous notions have on the modern knowledge society.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. Definitions and forms of innovation		
3. Creativity and innovation		
4. Appropriability and strategies of innovation		
5. Corporate ability to absorb knowledge (absorptive capacity)		
6. Management of knowledge, human and financial resources		
7. Innovation models		
8. The front-end model of innovation		
9. Knowledge spillover theory and triple helix model for innovation		
10. Entrepreneurial University		
11. Sectoral innovation systems and innovation policies		
12. Innovation in education		
13. Recap and discussion		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (30%) and	
	Final written exam (70%)	

	Language of Assessment Greek or English

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANIZATION OF TEACHING	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	*Presentation/examination of group projects and comparative scoring (30%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (70%)*

(5) RECOMMENDED BIBLIOGRAPHY

- Soubeniotis D. and Tabakkoudis I. (2019). Entrepreneurship and Innovation.Thessaloniki: Namata.
- Kakouris, A., (2010). Conceptual approaches to innovation entrepreneurship. Athens: Diavlos.
- Maravegias, N. (Ed.) (2012). Entrepreneurship andinnovation. From theory to practice.Athens: Themelio.
- Karagiannis, H.and Bakouros, I. (2010). Innovation and Entrepreneurship.
- Theory – Practice. Thessaloniki: Sophia.
- Xanthakou, G. (2011). Creativity and Innovation in School andSociety. Athens: Diadrasi.
- Schilling, M. A., & Shankar, R. (2019). Strategic management of technological innovation. McGraw-Hill Education.
- Dodgson, M., Gann, D. M., & Phillips, N. (Eds.). (2013). The Oxford handbook of innovation management. Oxford: Oxford University Press.
- Drucker, P. (1985). Innovation and entrepreneurship. New York: Harper and Row.
- Kakouris, A., (2014). Innovation – entrepreneurship – business administration. Patras: Hellenic Open University for Lifelong Learning Centers, https://www. academia. edu/6868662/Entrepreneurship_Innovation_and_Business_Management

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET504**	**SEMESTER**	5
COURSE TITLE	Introduction to Artificial Intelligence		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand the potential of artificial intelligence (AI). The students will learn:

- The meaning behind common TN terminology, including neural networks, machine learning, deep learning, and data science.
- What can be done realistically and what cannot be done with AI
- How to identify opportunities to apply TN to problems
- To implement programs and analyse scientific data using AI

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Production of new research ideas
- Project management and planning
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The course is an introduction to the wider area of Artificial Intelligence. Significant focus is on knowledge search and representation, as well as to the programming tools used.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to AI and the Turing Test		
2. Intelligent Agents		
3. Problem solving		
4. Blind Search Algorithms		
5. Heuristic Search Algorithms		
6. Constraints-Satisfaction Problems		
7. Logical Agents		
8. Knowledge Representation		
9. First-Order Logic		
10. Reasoning systems		
11. Decision Systems		
12. Uncertain knowledge - Belief Networks		
13. Fuzzy Logic		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	***Activity*** / ***Course Workload***
	Lectures: 39
	Study at home: 111
	Total course workload (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***

(5) RECOMMENDED READING

Βιβλίο [102070469]: Τεχνητή Νοημοσύνη, Μια σύγχρονη προσέγγιση, S. Russell & P. Norvig, Εκδόσεις Κλειδάριθμος, 4η αμερικανική έκδοση, 2021

Βιβλίο [102073617]: Τεχνητή Νοημοσύνη, Γιώργος Γιαννακόπουλος

Βιβλίο [94700120]: Τεχνητή Νοημοσύνη, Ι. Βλαχάβας, Π. Κεφαλάς, Ν. Βασιλειάδης, Φ. Κόκκορας Εκδόσεις Πανεπιστημίου Μακεδονίας, 4η έκδοση, 2020

Βιβλίο [86053651]: ΕΙΣΑΓΩΓΗ ΣΤΗΝ ΤΕΧΝΗΤΗ ΝΟΗΜΟΣΥΝΗ, W. ERTEL

Βιβλίο [59358324]: Λ. Ηλιάδης, Α. Παπαλεωνίδας, «Υπολογιστική Νοημοσύνη & Ευφυείς πράκτορες». Εκδόσεις Τζιόλα 2017

Βιβλίο [59421530]: M. Negnevitsky, «Τεχνητή Νοημοσύνη: Αρχές και εφαρμογές για την ανάπτυξη συστημάτων με τεχνολογίες νοημοσύνης», 3η Έκδοση, Εκδόσεις Τζιόλα, 2018

N. Gift, Τεχνητή Νοημοσύνη: Μια Πραγματολογική Ανάλυση, Εκδόσεις Μ. Γκιούρδας, 2019

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET505**	**SEMESTER OF STUDIES**	5nd Semester
COURSE TITLE	Economic Analysis of Institutions		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand historically and theoretically the institutions of the market, the property and the state
- ✓ Explain the importance of the informal and formal institutions to the market function.
- ✓ Understand the influence of the institutions on the system of the prices
- ✓ Understand the influence of the institutions on the allocation of resources
- ✓ Explain the influence of the institutions on the economic growth
- ✓ Analyze the influence of the institutions on the distribution of the income and the wealth
- ✓ Explain fully the role of the institutions on the economy as a whole

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Perception and Correlation of the institutions with the economic notions and the institutional models of economics with the facts of the economic reality
- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in an international environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- ✓ Criticism and self-criticism

✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Economic Analysis of the institution of the market and its historic development

Economic Analysis of the institution of the property and its historic development

Economic Analysis of the institution of the state and its historic development

Theory of Informal Institutions

Theory of Transaction Cost

Contemporary Economic Analysis of Institutions, Property Rights, and Contracts

Theory of Institutional Change and its consequences on the economic change and economic performance

Module title	**Bibliography**	**Presentation Link**
1. Historical development and foundation of the institution of the market and alternative approaches		
2. Historical development and foundation of the institution of the property and early theoretical approaches		
3. The sociological approach of the institution of property versus the utilitarian		
4. Introduction to the Contemporary Analysis of the Property Rights		
5. The General Theory of Property Rights, its analytical imperfections and synthetic weaknesses		
6. The institutional organization of the state versus the order of the liberty		
7. The Economic Theory of Institutions and the Neoclassical Economics		
8. The Theory of the Transaction Cost		
9. Formal and Informal Institutions		
10. The Problem of the Enforcement of the Institutions and its Consequences		
11. The Theory of Institutional Change and its consequences on the stability of the economy		
12. The Analysis of the Direction of the Institutional Change		
13. The Consequences of the Economic Analysis of the Institutions on the Economic Performance of the Economies		
Methods of student assessment:		
Suggestion 1	Final written exam (100%)	

	Language of Assessment Greek or English

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANIZATION OF TEACHING	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	Final written exam (100%)

(5) RECOMMENDED BIBLIOGRAPHY

North, D., Θεσμοί, Θεσμική Αλλαγή και Οικονομική Επίδοση, Εκδόσεις Παπαζήση, 2006

Ευαγγελόπουλος, Π., Περιουσία και Αγορά, Εκδόσεις, Παπαζήση, 2000

Buchanan, J., and Tullock, G., Ο Λογισμός της Συναίνεσης, Εκδόσεις Παπαζήση, 1999

Downs, A., Οικονομική Θεωρία της Δημοκρατίας, Εκδόσεις Παπαζήση, 1990

Olson, M., Η Λογική της Συλλογικής Δράσης, Εκδόσεις Παπαζήση, 1991

Wallis, J., and Dollery, B., Αποτυχία της Αγοράς, Αποτυχία της Κυβέρνησης, Ηγεσία και Δημόσια Πολιτική, Εκδόσεις Παπαζήση, 2005

Williamson, O., The Economic Institutions of Capitalism, Firms, Markets, Relational Contracting, The Free Press, 1985

Williamson, O., Markets and Hierarchies, The Free Press, 1975

Furubotn, E., and Richter, R., Institutions and Economic Theory, The University of Michigan Press, 1997

Furubotn, E., and Pejovich, S., The Economics of Property Rights, Ballinger Publishing Company, 1974

Dixit, A., Lawlessness and Economics, Alternative Modes of Governance, Princeton University Press, 2004

Elster J., & Hylland A., Foundations of social choice theory, Cambridge University Press, 1986

Semester 6

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 601**	**SEMESTER OF STUDIES**	6TH Semester
COURSE TITLE	BUSINESS EXCELLENCE AND TOTAL QUALITY MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	Compulsory		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The concept and Principles of Total Quality Management (TQM) and Business Excellence.
- ✓ The basic Quality Theories of TQM protagonists such as Deming, Juran and Crosby.
- ✓ The role of Leadership in the design and implementation of TQM
- ✓ The contribution of Human Resources in the design and implementation of TQM
- ✓ The role of Customer and Employee Satisfaction
- ✓ Benchmarking
- ✓ Quality Function Deployment
- ✓ The International TQM Models (EFQM, Baldrige, Deming Prize, CAF, ISO 9001: 2015)
- ✓ The techniques and tools of TQM
- ✓ The continuous process improvement.

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Project Management
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENT

The aim of the course is to understand the principles and techniques of the science of Total Quality Management and Business Excellence applied to service organizations and companies, with the ultimate goal of improving productivity, quality of services provided, effectiveness and overall competitiveness. The learning outcomes of the course are the understanding of the principles and practices of the Quality Management System (Quality Management System-ISO 9001: 2015) and the Total Quality Management System (Total Quality Management) with applications in the provision of services. Particular emphasis will be placed on the presentation of the European Business Excellence Model (EFQM Excellence Model), the American Model of Excellence (Malcolm Baldrige National Quality Award), the Japanese Quality Award (Deming Prize), and finally, the European Framework of Evaluation (Common Assessment Framework) with application to public organizations and businesses.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to Quality, Total Quality Management (TQM) and Business Excellence, and global competitiveness.	Goetsch, D. & Davis, S. (2018).Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
2. The Quality Gurus (Deming, Juran, Crosby, Ishikawa, etc.)	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
3. International TQM Models (EFQM, Baldrige, Deming, CAF, ISO 9001:2015)	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
4. Human Resource and TQM – Developing teamwork	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
5. Quality service and Customer satisfaction	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
6. Strategic alliances with stakeholders (customers, suppliers, competitors, local communities, etc.)	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
7. Leadership, Strategy and TQM	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
8. Methods and tools for TQM	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
9. Continuous process improvement	Goetsch, D. & Davis, S. (2018). Διαχείριση	eclass.uop.gr

	Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	
10. Benchmarking	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
11. Quality Function Deployment	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
12. Implementation of TQM and Business Excellence	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
13. Case studies presentation	Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)

	Group assignment	34 hours (1,36 ECTS)
	Study at home	75 hours (3 ECTS)
	Final written exams	2 hours (0,08 ECTS)
	Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**
STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)	

5. RECOMMENDED BIBLIOGRAPHY

Goetsch, D. & Davis, S. (2018). Διαχείριση Ποιότητας και Οργανωσιακή Αριστεία. Αθήνα: Τζιόλα.

Δερβιτσιώτης, Κ. (2005). Διοίκηση Ολικής Ποιότητας. Αθήνα: Οικονομική Βιβλιοθήκη.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET602**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	Entrepreneurship and Innovation		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Mandatory Specialization (KA)
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand basic concepts of entrepreneurship (definitions, forms, business profiles, etc.)
- ✓ Understand modern forms of innovation and the role of innovation in entrepreneurship - competitive advantage
- ✓ Explain the role of entrepreneurship and innovation in the modern socio-economic environment (knowledge society)
- ✓ Familiarize themselves with the concept of business opportunity in an individual, intra-corporate or collaborative context
- ✓ Understand the necessity of intellectual property and prototypes in the development of new products and services
- ✓ Understand the importance of the business plan and describe its parts
- ✓ Prepare an environmental analysis (PEST analysis)
- ✓ Use a strategic planning tools (SWOT analysis, Porter forces)
- ✓ Develop the business model through the CANVAS model
- ✓ Prepare a marketing plan for the business plan
- ✓ Prepare a financial analysis for the business plan
- ✓ Prepare an elevator pitch or an extensive presentation of a business plan

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Decision-making

- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is for students to understand the basic principles and concepts of entrepreneurship and innovation at individual level (start-up entrepreneurship) and at organizational level (corporate entrepreneurship). The modern approach of basic concepts of entrepreneurship and innovation is followed, as well as specific economic and technical tools and instruments in order for the trainees to be able to draw up competitive business plans.

Thus, students are expected to be able to recognize various forms of innovation and entrepreneurship, organizational ways of managing them, as well as to link these processes with developments in the economic and social environment. Beyond the basic knowledge, students are expected to develop entrepreneurial skills through experiential learning in working groups where business ideas and projects are developed. At the skill level, familiarity with key business and strategic planning tools (e.g. PEST, SWOT, CANVAS, Marketing Plan, etc.), the adoption of creativity, communicative (eg. elevator pitch)and collaborative skills as well as familiarity with methods of fund raising (e.g. crowdfunding). Through the course, students are expected to develop a positive attitude towards entrepreneurship and innovation.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. Definitions and forms of entrepreneurship		
3. Business opportunity		
4. Intrapreneurship		
5. Business Ethics		
6. Definitions and types of innovation		
7. Forms of innovation		
8. Product life cycle – Diffusion of innovation		
9. PEST and SWOT analyses		
10. Business model – CANVAS template		
11. Business ecosystems		
12. Current trends (digital/social/green entrepreneurship),teaching entrepreneurship		
13. Repetition and discussion		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (70%) and	

	Final written exam (30%)
	Language of Assessment Greek or English

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	*Presentation/examination of group projects and comparative scoring (70%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (30%)* *Participation in both of the previous ones is mandatory.*

(5) RECOMMENDED -BIBLIOGRAPHY

- Kakouris, A., (2010). Conceptual approaches to innovation entrepreneurship. Athens: Diavlos.
- Deakins, D. and Freel, M., (2014). Entrepreneurship and small businesses. Athens: Rosili EMPORIKI - PUBLISHING M.E.P.
- Fayolle, A. (2019). Entrepreneurship. Athens: Propompos.
- Bhide, A. (2000). The origin and evolution of new businesses. Oxford: Oxford University Press.
- Drucker, P. (1985). Innovation and entrepreneurship. New York: Harper and Row.
- Kakouris, A., (2014). Innovation – entrepreneurship – business administration. Patras: Hellenic Open University for Lifelong Learning Centers, https://www.academia.edu/6868662/Entrepreneurship_Innovation_and_Business_Management
- Kakouris, A., (2014). e-entrepreneurship. Patras: Hellenic Open University for Lifelong Learning Centers, https://www.academia.edu/6868682/Electronic_Entrepreneurship

COURSE OUTLINE

(6) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
ΔΕΠΑΡΤΜΕΝΤ	ΜΑΝΑΓΕΜΕΝΤ SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET603**	**SEMESTER OF STUDY**	6° Semester
COURSE TITLE	History of the European Institutions		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	KA - Compulsory Direction A
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(7) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to: ✓ Understands the meaning and importance of the European Institutions ✓ Critically analyses the reasons for the establishment of the European Institutions ✓ Understands the Schuman Declaration ✓ Explains the establishment and functioning of the European Economic Community ✓ Analyses the need to enlarge the European Economic Community ✓ Explains the reasons for the institutional transformation of the European Economic Community into the European Union ✓ Understands the importance of the institutional development of the European Union through the Treaties of Amsterdam, Nice and Lisbon ✓ Explains the functioning of the modern European Institutions ✓ Analyses the institutional structures and legislative procedures of the European Union in the 21st century
General skills
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Autonomous work ✓ Respect for diversity and multiculturalism ✓ Respect for the natural environment

- ✓ Demonstrate social, professional and ethical responsibility and sensitivity to gender issues
- ✓ Exercise of criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(8) COURSE CONTENT

Short Course Description: With the teaching of this course students will be able to analyse the institutional structures, legislative procedures and functions of the European Union. The way in which these institutional structures were born. The great initiators of the European Idea and the long historical path that the European Idea has evolved institutionally into the modern European Union of the 21st^{ou} century. Students will be taught and study all the major historical milestones in the institutional European evolution, the role of countries, protagonists and agreements that led from the Schuman Declaration, to the European Economic Community and ultimately to the modern European Union.

Module title	**Bibliography**	**Presentation link**
14. The "European idea" and the first attempts to implement it		
15. From the ruins of World War II to the birth of New Europe (1945-1950)		
16. From the Schuman Declaration to the establishment of the European Communities (1950-1958)		
17. From the crisis to the Luxembourg Compromise and the stagnation (1958-1969)		
18. From the Hague Conference to the crises of the 1970s (1969-1979)		
19. From enlargement to the South to the Single European Act (1979-1986)		
20. From the goal of the single market to the Treaty on European Union (1986-1993)		
21. From the founding of the EU to the Treaty of Amsterdam (1993-1999)		
22. From the Treaty of Nice to the fifth and sixth enlargements (1999-2007)		
23. From the Lisbon Treaty to the seventh enlargement (2007-2013)		
24. From Britain's EU exit referendum to the pandemic (2014-2020)		
25. Theoretical approaches to European integration and the path towards it		
26. The European Union Institutions and Legislative Procedures		
Ways of student assessment:		
Proposal 1	Final written examination (100%)	
	Language of Evaluation Greek or English	

The numbering refers to the corresponding week of the course.

(9) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>MODE OF DELIVERY.</td><td>Face-to-face (interactive lectures) and collaboration via e-classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Written Examinations at the end of the semester (100%)</td></tr>
</table>

(10) RECOMMENDED-BIBLIOGRAPHY

Liargovas, P., Papageorgiou Chr., *The European Phenomenon. History, Institutions, Policies,* 3rd edition, Tziola Publications, Athens, 2021.

Kazakos, P., *Institutional Reforms in the European Union: alternative models and perspectives*, Sideris, Athens, 1996

Kontogeorgis, G., *The Euro Idea. The European Union. Greece*, Sideris, Athens, 1995.

Mousis, N., *From the European Community to the European Union: institutions and policies, Papazisis*, Athens, 1998

COURSE OUTLINE

1.GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET604	**SEMESTER OF STUDY**	6ο
COURSE TITLE	BIG DATA ANALYSIS		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in discrete parts of the course e.g. Lectures, Laboratory Exercises etc. If credit is awarded for the whole course in a single unit indicate the weekly teaching hours and the total number of hours credits*	**WEEKLY TEACHING HOURS**	**CREDIT UNITS**
Lectures	3	6
Total	3	
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail at 4.		

TYPE OF COURSE *Background , General Knowledge, Scientific Area, Development Skills*	Mandatory
PREREQUISITE COURSES:	There are no
LANGUAGE OF TEACHING and EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES
ELECTRONIC COURSE PAGE (URL)	

2. LEARNING OUTCOMES

Learning Outcomes

Describe the learning outcomes of the course - the specific knowledge, skills and competences appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning*

and Annex B

- *Learning Outcomes Writing Guide*

The main objective of the course is the understanding and learning of processing techniques big data. The course analyzes the factors that lead to very large data volumes, data flow and data structure. It is presented the techniques, the tools and software currently used to exploit big data. We analyze the Hadoop ecosystem and present how to install and use the Hadoop File System. We introduce Hive, the MapReduce model with examples and finally Apache Spark. A number of other useful infrastructure tools such as NoSQL databases (HBase) are also presented, as well as services and applications used to bridge classical IT systems with big data technologies.

Upon successful completion of the course the student will be able to:

- Understands how to process big data
- Installs Hadoop File System on a single computer or a cluster of computers

- It applies MapReduce techniques to extract search results.
- Designs applications using NoSQL databases

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies
Adapting to new situations
Decision-making
Autonomous work
Group work
Working in an international environment
Working in an interdisciplinary environment
Generating new research ideas
Project planning and management
Respect for diversity and multiculturalism Respect for the natural environment
Demonstrate social, professional and ethical responsibility and sensitivity to gender issues
Exercise of criticism and self-criticism
Promoting free, creative and inductive thinking

- Search, analysis and synthesis of data and information, using the necessary technologies
- Adapting to new situations
- Decision-making
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

1. Advanced and modern data management issues: processing transactions, main memory databases, column-oriented systems, etc.
2. Data warehouses: architecture, models and design - export, conversion and import (ETL process) - maintenance and updating - data marts - analytical processing (OLAP) - implementation and performance issues, etc.
3. Knowledge extraction: Architecture, KDD process, models, examples, clustering, categorisation, association rules, time series.
4. Large-scale data management systems: MapReduce, Hadoop and tools, NoSQL systems, etc.
5. Special Topics: text analytics, data flow systems, social media analytics, etc.

4. TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face to face, Distance learning education, etc.*	Face to face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in teaching, in the*	Use of Blackboard and ICT in Teaching (PowerPoint in Lectures).

Laboratory Training, in Communication with students	Specialised exercises and case studies with real data Communication with students: e-class & e-mail.
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's study hours for each learning activity and the hours of unguided study are recorded so that the total workload at semester level corresponds to the standards of the ECTS*	

Activity	***Semester workload***
Lectures	90
Practice Exercises	35
Independent Study	25
Total Course	***150***

STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly specified evaluation criteria are indicated and if and where they are accessible by students.*	Written final examination (100%) including: • Multiple choice questions • Short answer questions • Problem solving Possibility of an additional examination in English if there are ERASMUS students.

5. RECOMMENDED-BIBLIOGRAPHY

Suggested Bibliography:

- Business Intelligence, Analytics and Big Data Analysis for Decision Making, (2020), Nikolaos Matsatsinis, Publisher: NEON TECHNOLOGIES PUBLISHING COMPANY, Book Code in Eudox: 94702117
- Mining from Big Data Sets, (3rd -2020), Publisher: NEON TECHNOLOGY PUBLISHING COMPANY, Book Code in Eudox: 94700707

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET605**	**SEMESTER OF STUDY**	6 °Semester
COURSE TITLE	Technological Applications in Economics and Management		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	KB
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon completion of the course, students are expected to have the knowledge to be able to: o Fully understand the importance of the digital economy and the need for modern businesses to adopt e-business practices o Understand the basic concepts and types of e-commerce and marketing o Deepen their understanding of existing e-business strategies and understand those that will emerge in the coming years o Exploit business opportunities by using information technologies o Identify and describe areas for improvement in e-business operations o Select through critical and analytical thinking specific strategies - methods that businesses will apply to achieve their goals - Skills to be able to: o Analyse the digital environment and e-competition o Design and implement business plans for e-businesses o Participate in the design and development of digital applications and practices

o Apply the available e-marketing tools

o Analyze and evaluate the effectiveness of their online strategies

- Skills to be able to:

o Make complex decisions even in unpredictable environments to prepare or develop business online

o Collaborate, coordinate and control the executives involved in the business, as well as third-party partners, in order to effectively and efficiently implement the planned digital development plans.

General skills

- Search, analysis and synthesis of data and information, using the necessary technologies
- Adapting to new situations
- Decision-making
- Autonomous work
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Respect for diversity and multiculturalism
- Exercise of criticism and self-criticism
- Promoting free, creative and inductive thinking
- Generating new research ideas

(3) COURSE CONTENT

- Introduction: The Digital Economy and E-business
- Behaviour of the Electronic Consumer
- Technological Infrastructure for e-Business

o Basic Internet Technologies (Web, cloud, etc.)

o Security in the Digital Age

o New technological trends

- Types of E-business and Stages of Adoption by Businesses
- E-commerce Business Models and Strategies
- Development of a Business Plan for e-Business

o Strategy

o Partnerships

o Planning steps

- General Information Systems Development Process

- Philosophy and Ways of Developing E-Commerce Applications
    - o Websites
    - o Electronic shops
    - o Mobile Applications
    - o Artificial Intelligence
- Electronic Marketing
    - o Search Engines: SEO and PPC advertising
    - o Social Media Marketing
    - o Email marketing
    - o Electronic Advertising with Banner-type Entries
    - o Other promotion and advertising methods
- Special Topics:
    - o The intermediaries in e-business
    - o B2B e-commerce
    - o Ethical issues of e-business
    - o Personal Data
- Case studies

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39
Exercises Practices focusing on the presentation of Case Studies	13
Teamwork in a Case Study	35
Educational Visits / Specialist Lectures	15
Independent Study	48
Total Course Load (25 hours of workload per credit)	**150**

STUDENT ASSESSMENT	I. Written final examination (70%) including: - Multiple choice questions - Role and stakeholder analysis in a short case study - Solving problems related to the subject of the course - Comparative evaluation of theory elements II. Group work (30%) The purpose of the project is to test the skills developed by the students in e-business estimation tools and their ability to design and implement a project.

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

Vlahopoulou M. and Dimitriadis S., (2013), "E-business and Marketing", Rosili Publications: Athens

Pashopoulos A. and Skaltsas P., (2007), "Electronic Commerce: Business Strategy and Marketing on the Internet", Klidarithmos Publications: Athens

Laudon K. and Traver C. C., (2014), "Electronic Commerce 2018", Papasotiriou Publications: Athens

Chaffey D., (2016), "Digital Business and E-Commerce: Strategy, Implementation and Implementation", Keydarithm Publishing: Athens

-Relevant scientific journals:

Electronic Commerce Research and Applications

International Journal of Electronic Commerce

Information Systems and e-Business Management

International Journal of Electronic Business

Digital Marketing

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET606**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	Digital Marketing		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Mandatory
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Explains the necessary theoretical background in the field of Digital Marketing by adopting an interdisciplinary approach.
- ✓ Recognizes the research opportunities that arise in the field of Digital Marketing and to gain experience in designing and developing relevant research projects.
- ✓ Understands the basic dimensions of the practical use of Digital Marketing applications in organizations and the main issues related to their effective utilization.
- ✓ Familiarizes with the possibilities offered by Information Systems in the implementation of actions in the context of strategic marketing planning.

General Competencies

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Production of new research ideas
- ✓ Respect for diversity and multiculturalism

- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The impact of Information and Communication Technology ("Information and CommunicationTechnologies") on the theoretical models, strategies and practices of Marketing, has created the need for training on the new knowledge that emerges in the field of Digital Marketing. Scientific research has highlighted the opportunities and possibilities of applying and expanding existing knowledge from the field of Marketing in the context of the new conditions, requirements and special characteristics of the Digital Environment, mainly from the emergence of the Web until today. Finally, while the course adopts an interdisciplinary approach (i.e. Marketing and Information Systems), it does not have a "technical" character and therefore does not require advanced knowledge of Informatics from students.

Unity title	**Biography**	**Link** to**thepresent**
1. Power shifts in connected customers		
2. The paradoxes of marketing for connected customers		
3. The powerful digital subcultures		
4. Marketing 4.0 in the digital economy		
5. The new customer journey		
6. Indicators to measure marketing productivity		
7. Industry archetypes and best practices		
8. Human-centered marketing for more attractive brands		
9. Content marketing to increase curiosity for a brand		
10. Panganal marketing for brand engagement		
11. Actively engaging marketing for emotional connection with the brand		
12. Examples and good practices		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>WAY OF DELIVERY.</td><td>Face to face (interactive lectures) and collaboration through an online classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td>
<table>
<tr><th>Dr.inactivity</th><th>Workload FromAmenos</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT EVALUATION</td><td>Presentation/examination of group projects and comparative scoring(30%)

Exams at the end of the semester (MultipleChoiceQuestions, Short Answer & Development Questions) (70%)</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Ζαΐρης, Α., Λεμονάκης, Χ., Παναγιωτάκης, Κ., και Σταμάτης, Γ. (2021). Διοίκηση επιχειρησιακής επικοινωνίας και μάρκετινγκ, Αθήνα: Εκδόσεις Κρίτική
- Kotler, P., Kartajaya, H., και Setiawan, H. (2020). Μάρκετινγκ 4.0 - Η μετάβαση από το παραδοσιακό στο ψηφιακό μάρκετινγκ: Εκδόσεις Κλειδάριθμος

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET607**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	Social Entrepreneurship and Social Innovation		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Mandatory Selection (KC)
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the basic concepts of social entrepreneurship, social innovation and social economy
- ✓ Understand contemporary societal challenges and refers examples
- ✓ Describe philosophical theories that support social entrepreneurship
- ✓ Understand the necessity of business ethics
- ✓ Explain the concepts of eco-innovation and sustainable development
- ✓ Explain the organizational culture of social enterprises
- ✓ Understand the importance of the social business plan
- ✓ Prepare analyses for social entrepreneurship (PEST, SWOT,CANVAS, etc.)
- ✓ Prepare a social enterprise business plan
- ✓ Describe policies and mechanisms to support social entrepreneurship

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism

✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is for students to understand the basic principles and concepts of social entrepreneurship and social innovation both at organization and market level. Within the course students will be provided with practical and theoretical knowledge for the creation and management of social enterprises and for the management of social innovation. Students will be able to analyze social innovation strategies for innovation in enterprises while at the same time being able to develop entrepreneurial skills as well as to study the impact of the market and the external and institutional environment related to the operation of social enterprises and the strengthening of social innovation. The aim is for students to be equipped with knowledge about contemporary social challenges and how social entrepreneurship and social innovation can contribute positively to hot issues such as social exclusion and poverty.

Thus, students are expected to be able to recognize various forms of social innovation and entrepreneurship, organizational ways of managing them, as well as to link these processes with developments in the economic and social environment. Beyond the basic knowledge, students are expected to develop entrepreneurial skills through experiential learning in working groups where social business ideas and projects are developed. At the skill level, familiarity with basic business and strategic planning tools and collaborative skills is foreseen, as well as familiarity with methods of obtaining funding (e.g. crowdfunding).

The content of the course includes the following topics such as: social economy, social entrepreneurship, social innovation, philosophical theories of social economy and entrepreneurship, institutional framework for the creation of social enterprises, entrepreneurship social plan entrepreneurship, the organizational culture of social enterprises, social enterprises, social practices and successful examples of social enterprises, schemes for supporting social entrepreneurship and social innovation, social entrepreneurship and social challenges, social entrepreneurship and work, etc. social entrepreneurship and local development.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to the concepts of social economy, entrepreneurship and innovation		
2. Societal challenges		
3. Philosophical currents of social entrepreneurship		
4. Business ethics and corporate social responsibility		
5. Social innovation - examples		
6. The organizational culture of social enterprises		
7. Institutional framework for social entrepreneurship		
8. Social business plan		
9. PEST and SWOT analyses		
10.CANVAS social business model		
11.The social and solidarity economy and its role		
12.Current trends and mechanisms to		

support social entrepreneurship		
13.Repetition and discussion		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (70%) and	
	Final written exam (30%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	*Presentation/Examination of group projects and comparative scoring (40%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (60%)* *Participation in both of the previous ones is mandatory.*

(5) RECOMMENDED -BIBLIOGRAPHY

- Apostolopoulos, N., Dermatis, Z., Liargovas, P. (2020). Social economy and social entrepreneurship. Athens: Patakis.
- Sarri, A., Trichopoulou, A. (2017). Entrepreneurship and social economy. The gender perspective. Thessaloniki: Tziolas.
- Kakouris, A., (2010). Conceptual approaches to innovation entrepreneurship. Athens: Diavlos.
- Amin, A., Cameron, A., & Hudson, R. (2002). Placing the social economy. Routledge.
- Mair, J., Robinson, J., & Hockerts, K. (Eds.). (2006). Social entrepreneurship (Vol. 3). New York: Palgrave Macmillan.
- Matsui, N., & Ikemoto, Y. (Eds.). (2015). Solidarity Economy and Social Business: New Models for a New Society. Springer.
- North, P., & Scott Cato, M. (Eds.). (2017). Towards just and sustainable economies: the social and solidarity economy north and south. Policy Press.
- Steyaert, C., & Hjorth, D. (Eds.). (2008). Entrepreneurship as social change: A third new movements in entrepreneurship book (Vol. 3). Edward Elgar Publishing.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 608**	**SEMESTER OF STUDY**	6^{O} Semester
COURSE TITLE	DATA MINING TECHNIQUES		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	General background, Elective course
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	There is the possibility of
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to know: ✓ the basic principles of data mining and its main fields of application ✓ distinguish challenges in a data set ✓ the theory and mathematics behind the algorithms and techniques ✓ select the appropriate algorithm based on the requirements of the problem ✓ use the Python programming language (lab)
General skills
✓ Decision-making based on data analysis ✓ Search, analysis and synthesis of data and information using the necessary techniques ✓ Promoting free, creative and inductive thinking ✓ Practical use of programming tools for data mining

(3) COURSE CONTENT

The purpose of the lectures of the course "Data Mining Techniques" will be to teach in-depth statistical and computational methods, so that students will be able to apply modern methods for data mining and analysis.

More specifically, we will first provide an extensive explanation of the basic concepts of the field, which studies data mining and analysis for information discovery and the role of these technologies in economics. Initially, a theoretical

reference will be made to the different types of problems related to data analysis, particularly large volume . In a second phase, classical and state-of-the-art machine learning methods will be presented in detail and how they are applied in practice to various problems. In particular, the processing of such data with data mining techniques will be highlighted to show how they contribute to decision making processes.

The laboratory part of the course will introduce the programming language Python and in particular will present and use various packages, such as Pandas for data mining and analysis.

	Module title	**Bibliography**	**Presentation link**
1.	Introduction: Basic Data Mining Concepts, Data Warehouses, Big Data	[1], [2], [3]	eclass. uop. gr
2.	Theoretical Background: Finding similar elements, Similarity and distance metrics, Graphs	[1], [2], [3]	eclass. uop. gr
3.	Statistical analysis of data: Introduction to Statistics, Hypothesis testing, Dealing with missing/outliers	[1], [2], [3]	eclass. uop. gr
4.	Set theory: Frequent Elemental Fibres, Coverage Problems	[1], [2], [3]	eclass.uop.gr
5.	Hashing:	[1], [2], [3]	eclass.uop.gr
6.	Clustering: Separating Algorithms (k-means), Hierarchical Algorithms	[1], [2], [3]	eclass.uop.gr
7.	Classification: Categorization Problems, Nearest Neighbor K Categorizer, Decision Trees	[1], [2], [3]	eclass.uop.gr
8.	Classification: Naive Bayes classifier, Neural networks (Neural networks)	[1], [2], [3]	eclass.uop.gr
9.	Regression: Linear Regression, Accounting Regression, Gradient Descend	[1], [2], [3]	eclass.uop.gr
10.	Dimension Reduction: The "curse of dimensionality", PCA	[1], [2], [3]	eclass.uop.gr
11.	Dimension Reduction: Sampling, Selection of characteristics	[1], [2], [3]	eclass.uop.gr
12.	Association Rules and Proposal	[1], [2], [3]	eclass.uop.gr

Systems: Association Rules, Recommendation Systems, Προβλημα Netflix - Matrix Factorization		
13. Knowledge mining tools: Graphical tools (e.g. RapidMiner), Examples of applications (e.g. Knowledge Extraction from the Web)	[1], [2], [3]	eclass. uop. gr
Ways of student assessment:		
	Laboratory exercises (10%)	
	Individual Work (20%)	
	Final examination (70%)	

The numbering refers to the corresponding week of the course.

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	✓ Face to face (Lectures in the room) ✓ Presentation of case studies (case studies) ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Execution of laboratory exercises on PCs
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	• The teaching of the courses is carried out through Laptop and Video Projector. • The communication with students takes place via email and through the eclass platform where the forum is also used to inform students. • The educational material of the course (slides and notes of the lectures) are offered in electronic form to the students through the eclass platform. • Use of Computer Lab
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures (13 weeks of teaching hours 2per week)	26 hours (1 ,04ECTS)
Laboratory (13 weeks with 1 hour per week)	13 hours (0,5 2ECTS)
Exercises - workshop deliverables	26 hours (1.04 ECTS)
Individual work	30 hours (1.2 ECTS)
Independent Study	53 hours (2.1 2ECTS)
Final examinations	2 hours (0,08 ECTS)

	Total course load (25 hours of workload per credit)	**150 hours (6ECTS)**
STUDENT ASSESSMENT	1. *Evaluation of laboratory exercises (10% of the total score)* 2. *Evaluation of Individual Work with presentation (20% of the total score)* 3. *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*	

(5) RECOMMENDED-BIBLIOGRAPHY

[1] Mining from Large Data Sets - 3rd Edition, Anand Rajaraman, Jeffrey David Ullman, Jure Leskovec, Ref. Eudox 94700707.

[2] Introduction to Data Mining, 2nd Edition, Tan Pang - Ning,Steinbach Michael,Kumar Vipin, Verykios Vasilios (ed.), Ref. Eudoxos 77107675

[3] Data Mining and Analysis: Basic Concepts and Algorithms, Mohammed J. Zaki, Wagner Meira Jr. Eudox 68386089.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET609**	**SEMESTER**	6
COURSE TITLE	e-Learning and Knowledge Management		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Analyse the technologies and forms of modern e-learning.
- Evaluate and apply learning theories to e-learning and distance learning.
- Use e-learning models, support and evaluate MOOC educational environments.
- Understand the concept of knowledge and its management processes.
- Manage knowledge using appropriate systems, to record and represent knowledge in a systematic way.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: E-Learning and Knowledge Management are two fields that combine modern pedagogical approaches into established schemes and models of learning

design, and learning and technological approach to knowledge management for management and business analytics..

Course layout	**Bibliography**	**Presentation link**
1. Forms of e-learning		
2. e-learning technologies		
3. Distance learning		
4. Learning theories and e-Learning		
5. e-Learning Models		
6. e-learning 2.0		
7. Massive Online Open Courses (MOOCs)		
8. Basic principles in knowledge management		
9. The economy of knowledge		
10. Knowledge Management Models		
11. Knowledge management strategy and implementation		
12. Knowledge management technologies		
13. Knowledge management tools and applications		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	***Activity*** / ***Course Workload***
	Lectures: 39
	Study at home: 111
	Total course workload (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***

(5) RECOMMENDED READING

Main Sources:

Tzimogiannis, A., E-learning Theoretical approaches and educational designs, KRITIKI Publications, 2017.

Tsiatsos, Thrasyvoulos Konstantinos, Educational internet environments - DESIGN, DEVELOPMENT AND EVALUATION, e-book. Kallipos Repository.

Dimitriadis, Stavros, Learning theories and educational software, Kallipos Repository.

Rossidis Ioannis, Aspridis Giorgos (2017). Knowledge Management, Stamoulis Publications. [Book Code in Eudoxus: 68406837]

Ioannis I. Kekkes, (2011). Knowledge Management in the Modern Technological Environment, Babalis Publications Single Member Ltd. [Book code in Eudoxus:12308986]

Sofos, A., Kostas, A., Paraschou, V. (2015). Online distance learning. From Theory to Practice. Kallipos repository.

Tsiatsos, T.K. (2015). Educational internet environments. Kallipos repository.

Additional Sources:

Allen, M., Michael Allen's Guide to e-Learning: Building Interactive, Fun, and Effective Learning Programs for Any Company, 2nd Edition, Wiley, 2016.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET610**	**SEMESTER**	6
COURSE TITLE	Machine Learning		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Understand the basic concepts of machine learning (types of machine learning, training methods, accuracy measurement)
- Understand the basic concepts of neural networks and support vector machines
- Understand the basic concepts of data grouping and use the most representative algorithms for them
- Understand the basic concepts of feature selection and data dimension reduction methods
- Choose the most suitable model / methodology of machine learning for solving different problems
- Recognise frequent problems (e.g., over-training) of machine learning methods and address them
- Apply learning techniques with supervision (classification, prediction) and without supervision (clustering, associations)
- Know the Statistical Models and the Bayes rule
- Know the support vector machines
- Implement in applications the Clustering and the K-media algorithm
- Apply Reinforcement Learning and to implement Dimensionality reduction and Sparse Dictionary Learning

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The course aims to give students the necessary knowledge to gain familiarity with fundamental techniques and machine learning algorithms that cover the range of different applications of the subject. The aim is for students to acquire critical ability to choose the appropriate methodology for each machine learning problem, with an understanding of its advantages and disadvantages.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Machine Learning		
2. Supervised learning (classification, prediction)		
3. Classification methods		
4. Statistical Models and the Bayes rule		
5. Neural Networks - Introduction		
6. Support Vector Machines		
7. Deep Learning Models		
8. Ensemble learning		
9. Stochastic methods		
10. Probabilistic graphical model		
11. Recursive Neural Networks		
12. Unsupervised Learning (clustering, associations)		
13. Reinforcement learning		
Course Assessment:		
Suggestion 1	Course Assignments, weekly exercises, Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.

TEACHING ACTIVITIES	***Activity***	***Course Workload***
	Lectures	39
	Study at home	111
	Total course workload (25 hours of workload per credit unit)	**150**
STUDENT ASSESSMENT	*Final exam (Short Answer and Problem Solving)* ***40%*** *Group assignment in theory (plus presentation)* ***25%*** *Group assignment in practice (plus presentation)* ***20%*** *Weekly homework* ***15%***	

(5) RECOMMENDED READING

Books in Greek:

Κ. Διαμαντάρας, Δ. Μπότσης, Μηχανική Μάθηση, Κλειδάριθμος

Ι. Βλαχάβας, Π. Κεφαλάς, Ν. Βασιλειάδης, Φ. Κόκκορας, Η. Σακελλαρίου, Τεχνητή Νοημοσύνη, Γ' Έκδοση, Εκδόσεις Πανεπιστημίου Μακεδονίας, 2011

Haykin, Simon. Νευρωνικά δίκτυα και μηχανική μάθηση, 3η έκδ., Αθήνα, Παπασωτηρίου, 2010

Books in English:

T. Mitchell. Machine Learning. McGraw-Hill (International Edition), 1997.

C. Bishop. Pattern Recognition and Machine Learning. Springer, 2007.

K. Murphy. Machine Learning: A Probabilistic Perspective. MIT Press, 2012

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 611**	**SEMESTER OF STUDIES**	6^{TH} Semester
COURSE TITLE	SUPPLY CHAIN MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	OPTIONAL		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The basic concepts of Supply Chain Management and its strategic role.
- ✓ How to plan the supply chain strategy.
- ✓ How to select the appropriate quantitative methods, techniques and tools for managing and optimizing the key operations of the supply chain.
- ✓ How to evaluate the performance of both the basic operations of the supply chain and the integrated supply chain.
- ✓ The interactions between the operations of the supply chain and the developing trade-offs in order to make the appropriate decisions for the organization of the supply chain.

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Project Management
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENT

This course in an introductory one in supply chain management. It deals with the planning and operation of the supply chain management in business and organizations. It emphasizes the strategic role of supply chain management in the operation of businesses and organizations, the interactions of supply chain operations with each other, the optimization of supply chain operations using

quantitative methods, the development of relationships between the leading company and customers and suppliers of the supply chain, and recognizing and highlighting the effects of the supply chain operation on the wider physical, social and work environment.

Module title	**Bibliography**	**Presentation Link**
1.Introduction to Operations Management and connection with Supply Chain Management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
2. Strategy for managing operations and competitiveness	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
3. Product design and selection of the production process	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
4. Supply chain management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
5. Just in Time and Lean production	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
6. Forecasting and connection with the supply chain management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
7. Capacity planning and location of facilities	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
8. Spatial layout of facilities	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
9. Work system design	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών	eclass.uop.gr

	Λειτουργιών. Αθήνα: Κριτική.	
10. Stock management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
11. Centralized production planning	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
12. Resources management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
13. Project management	Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

4. The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	***Activity*** — ***Semester***

		Workload
	Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)
	Group assignment	34 hours (1,36 ECTS)
	Study at home	75 hours (3 ECTS)
	Final written exams	2 hours (0,08 ECTS)
	Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**
STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)	

5. RECOMMENDED BIBLIOGRAPHY

Reid, D. & Sanders, N. (2016). Διοίκηση Επιχειρησιακών Λειτουργιών. Αθήνα: Κριτική.

Sunil, C., Ανδρουτσόπουλος, Κ. & Μαντάς, Μ. (2020). Διοίκηση Εφοδιαστικής Αλυσίδας. Αθήνα: Τζιόλα.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ECONOMIC SCIENCES/ECONOMICS/ED		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET612**	**SEMESTER OF STUDY**	6th Semester
COURSE TITLE	European Entrepreneurship and European Business (Jean Monnet Module)		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Lectures	3x13	2,8
Individual work		0,8
Oral presentation		0,4
Final examinations		2,0
Total	39	6,0
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization* *general knowledge, skills development*	Specialization knowledge
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course the student will be able to:

- ✔ Understands issues of innovative entrepreneurship
- ✔ Focuses on methodologies for structuring an integrated business planning
- ✔ Approach the issue of business adaptability and competitiveness in the European Union
- ✔ It analyses national and political approaches to entrepreneurship policy.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations	*Respect for diversity and multiculturalism*
Decision-making	*Respect for the natural environment*
Autonomous work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Teamwork	*Exercise of criticism and self-criticism*
Working in an international environment	*Promoting free, creative and inductive thinking*
Working in an interdisciplinary environment	*.....*
Generating new research ideas	*Other...*
	.....

- ✔ Teamwork
- ✔ Autonomous Work
- ✔ Generating new research ideas
- ✔ Search, analysis and synthesis of data and information, using the necessary technologies
- ✔ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Short Course Description:The course presents the dynamics of innovative entrepreneurship as a result of the synthesis of the dimensions of strategy, technology, and management (Stra.Tech.Man approach) of socio-economic organizations, focusing at the same time on methodologies for structuring an integrated business planning. It also approaches the issue of business adaptability and competitiveness in the current crisis and restructuring of globalization, focusing on the case of the European Union. In this context, it focuses on national and Community policy approaches to fostering entrepreneurship, as well as on related policies that have a direct or indirect impact on enterprises in the European Union. The course is developed in the following modules

Module title	**Bibliography**	**Presentation link**
1. Crisis and entrepreneurship in the EU	Notes	https://eclass.uop.gr/courses/ES322/
2. Key concepts of entrepreneurship and doing business in the EU	Notes	https://eclass.uop.gr/courses/ES322/
3. Agri-food businesses and EU food policies	Notes	https://eclass.uop.gr/courses/ES322/
4. Health businesses and EU health policies	Notes	
5. Entrepreneurship and Education	Notes	https://eclass.uop.gr/courses/ES322/
6. Fiscal policy and entrepreneurship in the EU	Notes	https://eclass.uop.gr/courses/ES322/
7. Agricultural policy and entrepreneurship in the EU	Notes	
8. International relations, EU and entrepreneurship	Notes	https://eclass.uop.gr/courses/ES322/
9. Tourism and entrepreneurship in the EU	Notes	https://eclass.uop.gr/courses/ES322/
10. Innovation in the EU and competitiveness	Notes	https://eclass.uop.gr/courses/ES322/
11. Policies on education, training and youth, research and innovation and culture	Notes	https://eclass.uop.gr/courses/ES322/
12. Hands-on session/Case studies	Notes	
Ways of student assessment:		
Proposal 1	Individual work	
Proposal 2	.....	
Proposal 3	.....	

Proposition 4	.....
Other	.....

TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face-to-face, Distance learning, etc.*	Face to face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Training, Communication with students*	Communication with students via email, eclass, PC, Video Projector, Interactive whiteboard Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	<table><tr><th>*Activity*</th><th>*Semester workload*</th></tr><tr><td>Lectures</td><td>70</td></tr><tr><td>Independent Study</td><td>80</td></tr><tr><td>**Total course load (25 hours of workload per credit)**</td><td>**150**</td></tr></table>
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	*Assessment with **100%** student work on a case study of a business activity in the European Union.*

(4) RECOMMENDED-BIBLIOGRAPHY

Social Economy and Social Entrepreneurship

The European and Greek Experience

Apostolopoulos Nikolaos, Dermatis Zacharias, Liargovas Panagiotis

Pataki Publications, 2020.

Entrepreneurship and Small Business Management, 2nd Edition Book Code in Eudoxos: 59382671 Authors: Mariotti Steve - Glackin Caroline, Theriou Giorgos (ed.) ISBN: 978-960-418-639-6 EDITORS A. TZIOLA

Innovation and Entrepreneurship Book Code in Eudoxos: 59382654 Authors: Bessant J. -Tidd J., Koulouriotis Dimitris (ed.) ISBN: 978-960-418-603-7 EDITORS A. TZIOLA

Entrepreneurship Authors: David Deakins, Mark Freel ISBN: 978-960-218-501-8 CRITIKI PUBLISHINGS

The Entrepreneurship Authors: Petrakis Panagiotis ISBN: 978-960-92491-2-6 Publisher: PANAGIOTIS PETRAKIS

Entrepreneurship for small and medium-sized businesses Book Code in Eudoxos: 12508181 Authors: Storey David, Greene Francis, Hasid Joseph, Fafaliou Irini ISBN: 978-960-218-740-1 Kritiki Publications

Women's Entrepreneurship Book Code in Eudoxos: 22678923 Authors: Katerina Sarri, Anna Trichopoulou ISBN: 978-960-89407-7-2 ROSILI EMPORIKI - EKDOTIKI M.EPE

Social Entrepreneurship Book Code in Eudoxos: 41955379 Authors: O. Kyriakidou, E. E. E. E. Salavou ISBN: 978-960-7745-36-1 ROSILI EMPORIKI - EKDOTIKI M.EPE.

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COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET613**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	Issues of Operational Research and Decision Systems		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: ✓ Understands the definition and concepts of operational research ✓ Explains the decision-making models ✓ Explains complex issues in decision-making ✓ Understand decision making with Simplex ✓ Understands the importance of data for decision-making ✓ Describes game theory and significance ✓ Analyzes the importance for the economy and businesses through decision-making ✓ Lists examples of decision-making with real-life applications ✓ Understands decision-making patterns through the use of PCs ✓ Understands the importance of technology in decision making ✓ Understands decision analysis
General Competencies
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Adaptation to new situations ✓ Autonomous work ✓ Teamwork ✓ Working in a multidisciplinary environment ✓ Respect for diversity and multiculturalism ✓ Criticism and self-criticism

✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The aim of the course is to highlight the ability of modern business research techniques, known in the international scientific literature as methods of computational intelligence to meet the challenge of effective (i.e. within short periods of time) and efficient (i.e. finding high quality solutions) of solving the real management problems faced by businesses and organizations.

Unity title	**Biography**	**Link to the present**
1. Origins of Quantitative Analysis/Operational Research Basic Concepts and Types of Models		
2. Linear Programming Applications		
3. Solving Problems with a Computer (I)		
4. Solving Problems with a Computer(II)		
5. Solve with the Simplex Method		
6. Duality and Sensitivity Analysis		
7. Transfer problem and assignment problem		
8. Latticed resolution		
9. Project Management		
10. Dynamic Programming		
11.Dynamic Programming		
12.Multi-criteria decision-making		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

WAY OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom	
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform	
TEACHING	***Dr.inactivity***	***Workload***

ORGANIZATION		***FromAmenos***
	Lectures	39
	Independent Study	111
	Total course (25 hours of workload per credit unit)	**150**
STUDENT EVALUATION	*Presentation/examination of group projects and comparative scoring(30%)* *Exams at the end of the semester* (Multiple*Choice*Questions, *Short Answer & Development Questions) (70%)*	

(5) RECOMMENDED -BIBLIOGRAPHY

- Οικονόμου, Γ., και Γεωργίου, Α. (2016). Επιχειρησιακή έρευνα για τη λήψη διοικητικών αποφάσεων, Αθήνα: Εκδόσεις Μπένου
- Πραστάκος, Γ. (2019). Διοικητική επιστήμη-Λήψη επιχειρηματικών αποφάσεων στην κοινωνία, Αθήνα: Unibooks
- της πληροφορίας: Νάματα.
- Goodwin, P. και Wright, G. (2015). Ανάλυση Αποφάσεων-Ορθολογικό Μάνατζμεντ: Broken Hill.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	UNDERGRADUATE		
COURSE CODE	**DET614**	**SEMESTER OF STUDY**	**6**
COURSE TITLE	Principles of Law		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	13	6
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization* *general knowledge, skills development*	General Knowledge
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course the student will be able to:

- ✓ Understands basic concepts of law (definitions, rules, distinctions, division, sources of law, etc.).
- ✓ Understands the relations that are developed between the state and the economy, the control institutions and the motivations for the development of the economy.
- ✓ Understands the basic principles of market operation, how to protect consumers and the fundamental principles of competition.
- ✓ Understands the limits of business development, the concept of general interest and how to protect it.
- ✓ Understands regulatory developments, analyzes them and plans their action accordingly.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations	*Respect for diversity and multiculturalism*
Decision-making	*Respect for the natural environment*
Autonomous work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Teamwork	*Exercise of criticism and self-criticism*
Working in an international environment	*Promoting free, creative and inductive thinking*
Working in an interdisciplinary environment	*.....*
Generating new research ideas	*Other...*
	.....

The "Introduction to Marketing" course aims, among other things, to:

- Searching, analysing and linking data and information using the necessary technologies
- Adapting to new situations
- In decision-making
- In autonomous work
- Working in an interdisciplinary environment
- Exercise of criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to teach the student the contribution of legal science to the regulation of economics. Through the course, the student becomes familiar with the characteristics of legal science, the effect of economic regulation on the functioning of economic relations and the mutual influences that develop between the two sciences, legal and economic science. The topics of the course cover the main forms of economic regulation, divided into two major sections, the first of which concerns the law of state intervention, while the second the law of the market. In particular, the characteristics of legal science, the financial constitution, the financial framework, growth incentives, market control and regulatory authorities, contract freedom and consumer law, elements of commercial law and competition are developed.

Module title	**Bibliography**	**Presentation link**
1. Concept of law - Distinction from related concepts		
2. Sources of Law		
3. International Law		
4. The rule of law		
5. The interpretation of the rule of law (economic analysis, semiology)		
6. Discrimination (branches) of law		
7. Private and Public Law		
8. Civil Law		
9. The subjects of Law - Natural person, Legal person		
10. Composition and types of Legal Entities		
11. The right - Discrimination of rights		
12. Tangible objects of legal relations		
13. Repetition and discussion		
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of teaching of the course.

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face-to-face, Distance learning, etc.*	Face to face, Distance learning
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Training, Communication with students*	Communication with students via email, eclass, PC, Video Projector. Powerpoint presentations Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field*	**Activity** / **Semester Workload** Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of / 39 hours (1,56 ECTS)

Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc. *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	teaching per semester) | Group assignment | 34 hours (1,36 ECTS) Study at home | 75 hours (3 ECTS) Final written exams | 2 hours (0,08 ECTS) **Total course (25 hours of workload per credit unit)** | **150 hours (6 ECTS)**
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	Group assignment (30%) Final written exam (70%)

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- Introduction to Civil Law, KONSTANTINOS PANAGOPOULOS
- Introduction to Public Law and Institutions, POULIS PANAGIOTIS
- Suggestions of Commercial Law, GEORGE D. TRIANTAFYLLAKIS
- The Law of the International Society, KONSTANTINOS ANTONOPOULOS, KONSTANTINOS MAGLIVERAS
- International Organizations, NASKOU-PERRAKI PAROULA, ANTONOPOULOS KONSTANTINOS, SARIGIANNIDIS MILTIADIS

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET616**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	Investment Evaluation		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understands the importance of investment evaluation for enterprises and the economy
- ✓ Outlines the assessment and assessment of the profitability and effectiveness of the enterprise as well as the financial structure of the occasional position.
- ✓ Uses the various tools for the valuation and evaluation of the company's shares in the event of mergers and acquisitions.
- ✓ Describes the role of the capital market at national (formal) and international level.
- ✓ Develop the ability to interpret the evaluation of investments in a wide range of sectors and industries in relation to rational decision-making.
- ✓ Explains the importance of market risk analysis.
- ✓ Describes the steps to be followed in the construction of a risk assessment model

General Competencies

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment

- ✓ Respect for diversity and multiculturalism
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The aim of the course is for students to understand the criteria used in investment evaluation from both a private-financial and socio-economic perspective. The course aims at presenting the student with the modern criteria, methodologies and tools necessary for understanding, evaluating, comparing and making the best investment decisions on a case-by-case basis. It offers a balanced and coherent picture of the investment choices as they are presented in practice and organizes the thematic units in such a way as to facilitate their practical application. The course aims at both theoretical training and and familiarization with applications, analytical tools and practical problems. Risk assessment can reveal from the very early stages whether or not it is worthwhile for the organisation to deal with an offer. There are developed processes for risk management as an ongoing process throughout the project. Risk management can be applied to all projects, from the very small (implemented by one person) to the very large and complex ones.

Section title	**Bibliography**	**Presentation link**
1. The one-year investment-consumption model: extraction of the natural curve, utility function and distribution of consumption over time, marginal ratio of time preference, optimal distribution of consumption in the case of an investor		
2. Investments in the capital market: investment line in the capital market and interest rate in perfect capital market.		
3.Marginal return and opportunity cost of natural investments, decision-making criterion for the limit for undertaking physical investments		
4. The consumption investment model and the net present value (NPV). The investment-consumption model and the internal rate of return		
5. The internal logic of the Criterion of Net Present Value and the opportunity cost of the investment		
6. Application of criteria and problems in the application of the internal rate of return		
7. Capital constraints and investment evaluation		
8. Inflation and investment evaluation process		
9. Theoretical foundation of the socio-		

economic evaluation of investments		
10. The criterion of compensation (Kaldor-Hicks). Control of national income		
11. Market failures and state interventions and cost-benefit analysis		
12. Identification and evaluation of cost-benefit elements: shadow prices; public interventions, projects and policies		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

WAY OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	
STUDENT EVALUATION	*Presentation/examination of group projects and comparative scoring(30%)* *Exams at the end of the semester* (Multiple*Choice*Questions, *Short Answer & Development Questions) (70%)*

Dr.inactivity	***Workload FromAmenos***
Lectures	39
Independent Study	111
Total course (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED -BIBLIOGRAPHY

- Παπαδάμου, Σ., και Συριόπουλος, Κ. (2015). Βασικές Αρχές Αξιολόγησης Επενδύσεων: Χρηματοοικονομική και κοινωνικοοικονομική προσέγγιση: Εκδόσεις Κάλλιππος
- Τσακλάγκανος, Α. (2010). Χρηματοδότηση και αξιολόγηση επενδύσεων. τ. 3ος, Εκδόσεις Κυριακίδη

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 616**	**SEMESTER OF STUDIES**	6TH Semester
COURSE TITLE	BUSINESS ETHICS		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	OPTIONAL		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The role of ethics in companies and organizations
- ✓ How to recognize ethical issues within an organization or business
- ✓ The importance of the Code of Ethics
- ✓ The role of human resource in the 21st century
- ✓ The role of consumers in the 21st century
- ✓ The importance of Corporate Governance in the age of globalization and information
- ✓ The role of business in society
- ✓ The importance of diversity and spirituality in the work environment

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENT

The course is related to the understanding of Business Ethics not only as a way of behaving based on certain ethical standards, but demonstrating a level of social responsibility and responsibility to employees, suppliers, customers and the general public. The study of the behavior of the teams working in the organization, as well as the behavior of the organization itself is a key subject of analysis.

Module title	Bibliography	Presentation Link
1. The concept and codes of Business Ethics	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
2. Ethics applied to the business environment	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
3. The role of business in the society of the 21st century	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
4. Technology and Philosophy	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
5. Corporate Governance in the age of globalization and Information	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
6. Consumer rights – Product safety	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
7. Employees in the 21st century	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
8. Respect for the Planet – Environmental protection and the role of modern business	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
9. Code of Ethics for business	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
10. Corporate Social Responsibility	Θανόπουλος, Γ. (2021).	eclass.uop.gr

	Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	
11. Spirituality on the workplace	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
12. Diversity in the business environment	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
13. Case studies and Good practices in business ethics	Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

4. The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)

	Group assignment	34 hours (1,36 ECTS)
	Study at home	75 hours (3 ECTS)
	Final written exams	2 hours (0,08 ECTS)
	Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**
STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)	

5. RECOMMENDED BIBLIOGRAPHY

Θανόπουλος, Γ. (2021). Επιχειρηματική Ηθική και Δεοντολογία στην εποχή της Εταιρικής Διακυβέρνησης. Αθήνα: Φαίδημος.

Μπρώνη, Γ. & Βαλέντζας, Γ. (2020). Επιχειρηματική Ηθική, Εταιρική Διακυβέρνηση, Εταιρική Κοινωνική Ευθύνη και Ηγεσία. Αθήνα: Ερευνητικό Κέντρο ΑΜΚΕ.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET617**	**SEMESTER OF STUDIES**	6th Semester
COURSE TITLE	European institutional framework for governance and development		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: ✓ Understands the eu's constituent institutions ✓ Describes European governance and the negotiation processes. ✓ Presents the main EU institutions ✓ Explains contemporary European governance issues Analyses the importance for the economy and businesses through decision-making ✓ Understands the deepening and broadening of the integration process. ✓ Presents the evolving context of the European Treaties ✓ Explains the EU institutions and political actors ✓ Describes the policies and mechanisms for the development of the EU
General Competencies
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Adaptation to new situations ✓ Autonomous work ✓ Teamwork ✓ Working in a multidisciplinary environment ✓ Respect for diversity and multiculturalism ✓ Criticism and self-criticism ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The aim of the course is for students to understand the institutional and political framework of governance of the European Union as well as the various forms and trends of governance as they have been expressed at a theoretical and practical level. Students to gain knowledge of the historical course of shaping a governance model in the EU for economic and social development. Students will be able to analyze and describe the interaction of the different levels of government within the EU after the end of the course and how the interaction of supranational, national and sub-national (regional and local) levels shapes the current model of multi-level governance.

The course seeks to examine the correlation of balances within it by different interest groups and member states with a view to increasing its effectiveness in decision-making. Students will understand how the institutional framework, as shaped by the treaties, influenced the governance and development model of the EU and how integration and enlargement efforts formed new correlations. Finally, students will analyze how the institutional framework of governance and development reacted to the consequences of the economic crisis and generally to major humanitarian crises such as that of migration.

Unity title	**Biography**	**Link** to**thepresent**
1. Deepening the integration process		
2. Broadening the integration process		
3. The EU Treaties		
4. The EU institutions		
5. EU law		
6. Understanding EU policies		
7. Internal policies		
8. External relations		
9. EU budget		
10. Conceptualization and theory		
11.Interest Groups and Euro-Scepticism		
12. Current developments and future prospects		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

WAY OF DELIVERY.	Face to face (interactive lectures) and collaboration through an

<table>
<tr><td></td><td>online classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td><table>
<tr><th>Dr.inactivity</th><th>Workload FromAmenos</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT EVALUATION</td><td>Presentation/examination of group projects and comparative scoring(30%)

Exams at the end of the semester (MultipleChoiceQuestions, Short Answer & Development Questions) (70%)</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Nugent, N. (2017). Πολιτική και Διακυβέρνηση στην Ευρωπακή Ενωση. Ιστορία, Θεσμοί, Πολιτικές. Αθήνα: Σαββάλας.
- Λιαργκόβας, Π., και Παπαγεωργίου, Χ. (2017). Το ευρωπαϊκό φαινόμενο: Ιστορία, θεσμοί, πολιτικές: Εκδόσεις Τζιόλας

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	UNDERGRADUATE		
COURSE CODE	**DET618**	**SEMESTER OF STUDY**	**6o**
COURSE TITLE	Project and Programme Management		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	13	6
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization* *general knowledge, skills development*	General Knowledge
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course students will be able to:

- ✓ Understand the basic principles of project management, project selection and evaluation methods, time planning techniques and methods, cost-duration analysis, optimal allocation and smoothing of a project, and project control method
- ✓ Evaluate projects and programs
- ✓ Optimally plan the implementation of a project
- ✓ Monitor and manage a project,
- ✓ Implement procedures to ensure the quality of a project.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations	*Respect for diversity and multiculturalism*
Decision-making	*Respect for the natural environment*
Autonomous work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Teamwork	*Exercise of criticism and self-criticism*
Working in an international environment	*Promoting free, creative and inductive thinking*
Working in an interdisciplinary environment	*.....*
Generating new research ideas	*Other...*
	.....

- Search, analysis and synthesis of data and information using the necessary technologies
- Adapting to new situations
- Decision-making
- Autonomous work
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Project planning and management
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: Project management is a key function of modern businesses and

organizations. The course aims to present basic principles, methods and techniques related to the organization, planning, control and evaluation of projects and programs. It also aims to gain knowledge about the context, concepts, processes and techniques of proper project and program management. Special emphasis is given to time and cost management. Familiarity with the use of project management software.

Module Title	**Bibliography**	**Presentation link**
1. Introduction to Project Management		
2. Project life cycle, project categorization and impact on the management process		
3. Selection and Evaluation of Projects		
4. Cost-benefit analysis, cost-effectiveness analysis		
5. Project planning		
6. Restrictions on the development of a project, identification of activities, estimation of time duration and required resources		
7. Structural Job Analysis (WBS). Critical Path Method (CPM), PERT Method		
8. Project budget. Cost estimation techniques. Project cash flows		
9. Cost-time ratio project allocation, resource allocation smoothing, multi-project management(Programme Management)		
10. Risk management		
11. Project Control: Project control techniques		
12. Consecutive and massive balancing of resources, optimization of project potential		
13. Repetition and discussion		
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of teaching of the course.

(4) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY
Face-to-face, Distance learning, etc.</td><td>Face to face, Distance learning</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES
Use of ICT in Teaching, Laboratory Training, Communication with students</td><td>Communication with students via email, eclass, PC, Video Projector. Powerpoint presentations Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANISATION OF TEACHING

The way and methods of teaching are described in detail.

Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.

The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.</td><td>
<table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)</td><td>39 hours (1,56 ECTS)</td></tr>
<tr><td>Group assignment</td><td>34 hours (1,36 ECTS)</td></tr>
<tr><td>Study at home</td><td>75 hours (3 ECTS)</td></tr>
<tr><td>Final written exams</td><td>2 hours (0,08 ECTS)</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150 hours (6 ECTS)</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT

Description of the evaluation process

Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other

Explicitly identified assessment criteria are stated and if and where they are accessible to students.</td><td>Group assignment (30%)

Final written exam (70%)</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- Administration - Project Management, A. Dimitriadis
- Project Management, Processes, Methodology and Financial Analysis, Shtub Avraham
- Project Management, Harvey Maylor
- Project administration and management - New revised edition, Polyzos Serafeim

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET619**	**SEMESTER OF STUDY**	6 °Semester
COURSE TITLE	Information Systems Security		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Select
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

The aim of this course is to provide future executives in the field of business administration and organizations with the basic knowledge about the security of information systems and the protection of individual privacy.

After successfully completing the course, students will be able to:

1. Identify the main risks of personal data security and privacy violation from the use of information systems

2. Understand the principles and effectiveness of the most common data protection methods

3. Know the advantages and disadvantages of basic data encryption algorithms

4. Understand and describe, in comparison, the basic methods of access control in information systems

5. Know the basic ways of attacking and defending networks and information systems

6. Analyse different proposals for the application of basic information security techniques in the information systems of a company or organisation and evaluate them.

General skills

At the end of this course the student will have developed the following skills:

1. Understanding the main risks of information systems security and privacy breaches

2. Understanding the advantages and disadvantages of the main techniques for dealing with security breach and privacy violation attacks

3. Understanding of the organisational and technological changes that need to be made in the way an organisation operates in order to minimise the risks of information systems security breaches

(3) COURSE CONTENT

1. Introduction to the objectives and importance of the course - the current information systems security issues

2. Security strategies for organisations and businesses

3. The human factor in information systems security

4. Legal and ethical dimensions of information systems security

5. Risk analysis in an information system

6. Introduction to cryptography

7. Symmetric cryptography

8. Non-symmetric cryptography

9. User identification

10. Public Key Infrastructures - the identification service "KERVEROS"

11. Malware - attacks and defenses

12. Denial of Service (DoS - Attacks)

13. Physical security of information systems

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39
Writing work	55
Independent Study	56

	Total Course Load (25 hours of workload per credit)	**150**
STUDENT ASSESSMENT	*I. Written final examination (60%) including:* ✔ *Comprehension questions* ✔ *Crisis questions* II. Term paper (40%) A group project on a topic related to eGovernment, chosen by the student after discussion with the lecturer. ***Total: 100%.***	

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography

1. Computer security: Principles and Practices, William Stallings, Lawrie Brown
2. Computer Network Security, Stefanos Gritzalis, Dimitris Gritzalis, Socrates Katsikas
3. Information Systems Security, Sect. Katsikas - .
4. LAMBRINOUΔAKIS - MITTROU - GRITZALIS S. - KATSIKAS (2010), Protection of Privacy & Information Technologies & Information Technology (2010), (2010, 2010). Communication Technologies and Information Technology and Communications, PAPASOTIRIOU, Athens, Greece.

-Relevant scientific journals:

1. Computers & Security, Elsevier
2. IEEE Transactions on Dependable and Secure Computing, IEEE
3. International Journal of Information Security, Springer
4. IEEE Security and Privacy Magazine, IEEE
5. Journal of Information Security and Applications, Elsevier

Semester 7

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 701**	**SEMESTER OF STUDIES**	7TH Semester
COURSE TITLE	STRATEGIC MANAGEMENT		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	Compulsory		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The concept and the basic theoretical views of strategy
- ✓ The external environment analysis (Macro analysis and Micro analysis) and internal environment analysis as well as the SWOT analysis
- ✓ How to formulate the Mission / Purpose statement of the business / organization, the Vision statement, the Values statement, the Policies and the Long-Term Goals
- ✓ How to formulate Corporate Growth Strategies, Turnaround / Retrenchment Strategies, Strategies for Achieving Competitive Advantage (Strategic Business Unit strategies – SBU) and Development Strategies through Acquisitions and Mergers
- ✓ The importance of Strategic Alliances
- ✓ How to implement, evaluate and improve the organization's Strategy
- ✓ How to develop the Strategic Plan of the company / organization.

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Project Management
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENT

This course focuses on the theory and practice of strategic management of companies and organizations, and aims to give the student the knowledge to meet the strategic challenges faced by modern companies and public organizations. The course analyzes the phases (a) strategy formulation (corporate strategy, competitive strategy and operational strategy), (b) strategy implementation, and (c) strategy evaluation and improvement, in the modern business environment.

Module title	Bibliography	Presentation Link
1. Introduction to Strategic Management	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
2. Strategic analysis of external environment	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
3. Strategic analysis of internal environment	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
4. Mission and Vision	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
5. Fundamental views of strategy	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
6. Corporate growth strategies	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
7. Turnaround / Retrenchment strategies	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
8. SBU level strategies (Competitive strategies)	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα:	eclass.uop.gr

	Μπένου.	
9. The international perspective of Strategy and Strategic Alliances	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
10. Strategy implementation	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
11. Strategy evaluation and improvement	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
12. Strategic decisions	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
13. Portfolio analysis	Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.

<table>
<tr><td></td><td></td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td>
<table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)</td><td>39 hours (1,56 ECTS)</td></tr>
<tr><td>Group assignment</td><td>34 hours (1,36 ECTS)</td></tr>
<tr><td>Study at home</td><td>75 hours (3 ECTS)</td></tr>
<tr><td>Final written exams</td><td>2 hours (0,08 ECTS)</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150 hours (6 ECTS)</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Group assignment (30%)
Final written exam (70%)</td></tr>
</table>

5. RECOMMENDED BIBLIOGRAPHY

Παπαδάκης, Β. (2016). Στρατηγική των επιχειρήσεων: Ελληνική και Διεθνής εμπειρία. Αθήνα: Μπένου.

Dess, G., McNamara, G., Eisner, A., & Lee, S. (2019). Στρατηγική Διοίκηση: Θεωρία και Εφαρμογές. Αθήνα: Τζιόλα

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 702**	**SEMESTER OF STUDIES**	7TH Semester
COURSE TITLE	LEADERSHIP		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	SPECIALIZATION COURSE (KA)		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The concept and role of leadership in business
- ✓ The duties of Leadership and the connection with the Management
- ✓ How leadership skills are developed
- ✓ How to assign tasks and tasks to his associates
- ✓ How to constantly improve and develop the skills and performance of his associates
- ✓ How to motivate and empower his associates to achieve common goals
- ✓ How to create and operate the team in the workplace
- ✓ How to evaluate the effectiveness of leadership and team actions based on research tools
- ✓ How to create a culture of outstanding performance

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Project Management
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development
- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

The course deals with the understanding of principles of Leadership in order to prepare students to become future leaders of organizations and companies and apply the appropriate strategies after they have developed their managerial and leadership skills as well as virtues of their character and

personality. Efficiency, competitiveness, continuous adaptation and development of companies and organizations require the exercise of effective management and leadership at all hierarchical levels. The study of leadership, as well as the interaction with the concepts of motivation and corporate culture is a key subject of analysis.

Module title	Bibliography	Presentation Link
1. Introductory concepts: Leadership and Management as fundamental parameters of efficiency, effectiveness and competitiveness	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
2. The fundamental issues of Leadership	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
3. Skills, Characteristics and leadership development	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
4. Team leadership and management in practice	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
5. Recruiting the right associates	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
6. Personal planning, effective time management and effective assignment of tasks to partners	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
7. Methods of continuous improvement and development of the skills and performance of your partners	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
8. Motivating partners	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
9. Creating a culture of outstanding performance	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
10. Methods and tools of effective meetings and conferences	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr

11. Diagnostic questionnaires of (a) an effective team member, and (b) team effectiveness	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
12. Personal development plan	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
13. Case studies and Good Practices for the exercise of Leadership	Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)
Group assignment	34 hours (1,36 ECTS)
Study at home	75 hours (3 ECTS)
Final written exams	2 hours (0,08 ECTS)
Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**

STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)

5. RECOMMENDED BIBLIOGRAPHY

Μπουραντάς, Δ. (2018). Επιτυχημένος Ηγέτης και Μάνατζερ. Αθήνα: Ψυχογιός.

Ρωσσίδης, Γ., Μπελιάς, Δ. & Ασπρίδης, Γ. (2019). Διαχείριση Αλλαγών και Ηγεσία. Αθήνα: Τζιόλα.

Μπουραντάς, Δ. (2005). Ηγεσία: Ο δρόμος της διαρκούς επιτυχίας. Αθήνα: Εκδόσεις Κριτική ΑΕ.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET703**	**SEMESTER OF STUDY**	7 °Semester
COURSE TITLE	International Marketing		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	KA
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

The teaching of the course aims to:

-Raising the students' awareness of political, economic and social issues

(cultural) differences between nations.

-Show the importance of international trade, analyse the issues that exist in international business and the role of marketing in addressing them.

-Describe the role of marketing people in a company with international operations.

-Contributes to the understanding of the factors that influence marketing operations and activities at the international level, in relation to those at the country level.

-Analyze in depth the different strategies for entering the international market and the criteria for choosing between them.

At the end of the course, students are expected to be able to:

- Describe the importance of international trade and the role of marketing in it.
- Analyse the options for a company to enter the international markets and make relevant recommendations.
- Address marketing challenges in companies operating in international markets, taking into account all the factors that affect them.

General skills
- Search, analysis and synthesis of data and information, using the necessary technologies - Autonomous work - Teamwork - Working in an interdisciplinary environment - Respect for the natural environment - Respect for diversity and multiculturalism - Promoting free, creative and inductive thinking

(3) COURSE CONTENT

PART A. Introduction

- Exports and international trade
- International Marketing and its forms

PART B. Understanding the international marketing environment

- The macro-economic environment
- The international social and cultural environment
- The international political and legal environment
- The international technological environment
- Information system and market research in the international environment
- Characteristics of international markets, competition

PART C. Defining and selecting the international target market/ Marketing strategies

- Methods of entry to international markets
- Selection criteria

PART D. International Marketing Mix (4 Ps)

- International product policy
- International pricing policy, strategies
- International distribution channels
- International communication mix, strategies, promotional tools

PART E. Specific issues

- Special marketing topics (optional)

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational

<table>
<tr><td>TECHNOLOGIES</td><td>material and lectures on the eclass platform</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td>
<table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Study and analysis of the literature</td><td>25</td></tr>
<tr><td>Analysis of case studies</td><td>45</td></tr>
<tr><td>Unguided study</td><td>41</td></tr>
<tr><td>Total Course</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Evaluation method:

Final paper/presentation (70% of the grade)

Case studies / assignments, participation (30% of the grade)

Total: 100%</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Suggested Bibliography:

1)Panigirakis, G. (2013). International Marketing. Athens: edition 1, Publications 2)Stamouli A.E. [ISBN 978-960-351-914-0], [Evdoxos 22767967].

3)Avlonitis, C., Lieberopoulos K., & B. Tsanavaras (2010). Modern Strategies 4)Marketing for International Markets. Athens.

Supplementary suggested bibliography:

1)Cateora, P.R. & J.L. Graham (2002). International Marketing (Volumes A & B). Athens, 2)Papazisis Publications (post-translation of the 10th American Edition in Greek). [ISBN 960-02-1673-8 & 960-02-1674-6, respectively].

3) Kotler, P. (2000). Marketing Management: Analysis, Planning, Implementation and Control. Athens: Interbooks (translation of the 9th edition in Greek).

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET704**	**SEMESTER**	7
COURSE TITLE	Usability and Human-Computer Interaction		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory / Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Understand the concept of user interaction with computers on a daily basis, with applications and with devices containing computers (such as certain home appliances, industrial and automation devices, banking machines, etc.).
- Design the user interface, i.e., the set of elements of the computing system with which the user comes into contact and interacts with.
- Calculate and evaluate usability and overall user experience

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Respect for diversity and multiculturalism
- Respect for the natural environment
- Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- Criticism and self-criticism

- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The course focuses on human-computer interaction (HCI) and in particular the design, development, specification and evaluation of computer systems that interact with their users, as well as the basic principles of usability. User interaction with the computer is an important research and training aspect of Management Science and Technology, since the end user is the target of user-centred intelligent information systems.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to HCI		
2. Human and Machine		
3. Interaction Models		
4. Interactive Devices		
5. Multimodal Interaction		
6. User-driven design		
7. Usability		
8. Accessibility		
9. User Experience		
10. Evaluation Methods		
11. Application Evaluation Tools		
12. Usability Evaluation Models		
13. HCI Evaluation		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	

Activity	***Course Workload***
Lectures	39
Study at home	111
Total course workload (25 hours of workload per credit unit)	**150**

STUDENT ASSESSMENT	*End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions)* ***100%***

(5) RECOMMENDED READING

N. Avouris, C. Katsanos, N. Tselios and K. Moustakas, Introduction to the Human-Computer Interaction, University of Patras Publications, 2016

D. Akoumianakis, User-Computer Interface: A Modern Approach, Kleidarithmos, 2006

P. Koutsampasis, Human-Computer Interaction, Kleidarithmos, 2011.

A. Dix, J. Finlay, G. Abowd, R. Beale, Human-Computer Communication, M.Gkiourdas Publications, 3rd Edition, 2007

D. Norman, The Design of Everyday Things, Kleidarithmos Publications, 2010

B. Shneiderman, C. Plaisant, User Interface Design, 6th edition, Tziola Publications, EUDOXUS CODE: 59396199

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET705**	**SEMESTER OF STUDY**	7 ^{o}Semester
COURSE TITLE	Information Systems Analysis and Design I		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	KB
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: Distinguish the basic concepts of information systems. Collect and analyse information in relation to the definition of information system requirements, using methods such as interviews, questionnaires, structured environmental observation, etc.). Model information systems and capture requirements, using techniques such as Data Flow Diagrams, Entity-Correlation Diagrams, UML diagrams, Decision Tables/Decision trees, etc. Design information systems.
General skills
Searching, analysing, synthesising and managing data and information, using the necessary technologies Adapting to new situations Decision-making Autonomous work Teamwork

Project planning and management

Exercise of criticism and self-criticism

Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The concept of the Information System. Types of information systems and their role in businesses and organizations. Factors affecting the development of an information system. The role of the analyst. Techniques of requirements identification (interviews, questionnaires, JAD method, document analysis, structured environment observation). Life cycle of the information system. Data processing modelling with Data Flow Diagrams. Data dictionaries. Process specifications and structured decisions. Data analysis with the Entity-Correlation Model. Object-oriented analysis and design with UML (CRC Maps, Use Case Diagrams, Class Diagrams, Sequence Diagrams, Activity Diagrams, State Diagrams). Quality management in information systems development.

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face theoretical teaching. Work in small groups of students. Laboratory exercises of heterogeneous parallel programming applications in small groups of students. Laboratory training on computers with appropriate software.
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Use of slide presentation software. Communication with students through an asynchronous tele-education platform. Use of software for the design and analysis of information systems
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39
Writing Individual Assignments, Group Assignments Application Exercises and Exams	55

	Individual Study	56
	Total Course Load (25 hours of workload per credit)	**150**
STUDENT ASSESSMENT	I. Written final examination (70%) - Problem solving/calculations - Comparative evaluation of theory elements - Development, design and analysis of a simple information system II.Application work (30%) The evaluation criteria are accessible to students from the web page of the course and are announced in the first lesson.	

(5) RECOMMENDED-BIBLIOGRAPHY

Suggested Bibliography:

Greek or translated textbooks:

- Kendall and Kendall, "Systems Analysis and Design", M. Gourdas Publications, 2011.

- Evangelos Kyountouzis, "Methodologies for the Analysis and Design of Information Systems", Third Edition, Ed. Evg. Benou, 2008.

- Related scientific journals:

IET Computers & Digital Techniques, 5 year Impact Factor 0.45

European Journal of Information Systems

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET706**	**SEMESTER OF STUDY**	7^{o} Semester
COURSE TITLE	Public Finance		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	KG
PREREQUISITE COURSES:	Introduction to Economic Science I and II.
LANGUAGE OF TEACHING AND EXAMINATION:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to: ✓ Understands the economic function of the state ✓ Explains how the state affects the whole economy ✓ Understand how the state influences individual sectors of the economy ✓ Understands the interaction between the public sector of the economy and the private sector ✓ Explains the intervention of the state in the economy to redistribute income and wealth ✓ Analyses how the public sector works to combat poverty ✓ Explains the role of the state in protecting the environment ✓ Analyses the power of the state to provide public goods such as health, education, culture
General skills
✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Perception and correlation of the power of state intervention in the economy and the full functioning of the public sector ✓ Financial decision-making ✓ Autonomous work ✓ Teamwork ✓ Working in an international environment ✓ Respect for diversity and multiculturalism ✓ Respect for the natural environment ✓ Demonstrate social, professional and ethical responsibility and sensitivity to gender

issues
- ✓ Exercise of criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Taxation and public expenditure

The regulatory role of the state vis-à-vis the private sector

The regulatory role of the state in environmental protection

The redistributive role of the state towards wealth and income

The intrusive role of the state in the provision of health and education services

Module title	**Bibliography**	**Presentation link**
1. The Role of the State in the Economy		
2. The Functioning and Structure of Public Expenditure		
3. The Function and Structure of Taxes		
4. The impact of taxes and the efficiency principle		
5. State regulation of business activity		
6. The State's antitrust policy		
7. The protection of the environment as a major problem of the public sphere and the law of scarcity		
8. The problem of externalities and state intervention		
9. The problem of the distribution of income and wealth		
10. Forms of inequalities and the problem of poverty		
11. Public policies to tackle inequality and poverty		
12. The problem of health care, public health policies, alternative approaches and new trends		
13. The school of public choice and its contribution to modern public finance		
Ways of student assessment:		
Proposal 1	Final written examination (100%)	
	Language of Evaluation Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>MODE OF DELIVERY.</td><td>Face-to-face (interactive lectures) and collaboration via e-classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Written Examinations at the end of the semester (100%)</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Samuelson, P., and Nordhaus, W., Economics, Volume A, Part Four, Papazisis Publications 2000

Stiglitz. J., Public Sector Economics, Critique Publications, 1992

Rosen, H., Gayer, T., Kaplanoglou, G., Rapanos, V., Public Finance, Contemporary Theory and Greek Reality, Kritiki Publications, 2009

Dalamagas, V., Introduction to Public Economics, Kritiki Publications, 2015

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET707	**SEMESTER OF STUDY**	7^{O} Semester
COURSE TITLE	INTERNATIONAL FINANCE		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in discrete parts of the course e.g. Lectures, Laboratory Exercises etc. If the credits are awarded uniformly for the whole course indicate the weekly teaching hours and the total number of credits credits*	**WEEKLY TEACHING HOURS**	**CREDIT UNITS**
Total	3	6,0
Add rows if necessary. The teaching organization and the teaching methods used are described in detail in the (δ).		

TYPE OF COURSE *general background, special background, specialisation general knowledge, skills development*	SPECIAL BACKGROUND
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING and EXAMINATION:	GREEK
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC PAGE COURSE (URL)	https://eclass.uop.gr/courses

(2) LEARNING OUTCOMES

Learning Outcomes

Describe the learning outcomes of the course - the specific knowledge, skills and competences appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

The International Economics course includes primarily theoretical and secondarily practical knowledge to help students understand its conceptual content. The subject of the course is the analysis of the external sector of an economy from the perspective of international monetary relations. Emphasis is placed on the determination of exchange rates and their relation to product and money markets: alternative models of short- and long-term macroeconomic equilibrium are examined and the advantages and disadvantages of each approach are discussed at length. Upon successful completion of the course, students should have acquired a range of theoretical and applied knowledge in relation to international economics and in determining the role that it plays in policy-making. In terms of skills, it develops

the use of logic and synthetic and creative thinking in the field of international economics. Finally, in terms of skills, and through the relevant discussion in the course lectures, students will gain greater autonomy of thought and the ability to apply theoretical concepts of international economics to practice. In this way, and in the context of a pragmatic economic environment, their responsibility and their potential for professional or personal development are increased.

General skills

Taking into account the general competences that the graduate should have acquired (as indicated in the Diploma Annex and listed below) which one(s) is/are the course aimed at?.

Search, analysis and synthesis of data and information, using the necessary technologies
Adapting to new situations
Decision-making
Autonomous work
Group work
Working in an international environment
Working in an interdisciplinary environment
Generating new research ideas
Project planning and management
Respect for diversity and multiculturalism Respect for the natural environment
Demonstrate social, professional and ethical responsibility and sensitivity to gender issues
Exercise of criticism and self-criticism
Promoting free, creative and inductive thinking
.....
Other...
.....

- ✓ Teamwork
- ✓ Autonomous Work
- ✓ Generating new research ideas
- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The contents of the course are divided into six main thematic units:

- National Accounts and Balance of Payments in an Open Economy
- Exchange Rates, Foreign Exchange Market and Balance
- Money, Interest Rates and Exchange Rates
- Prices and Exchange Rate in the Long Term - Monetary Approach
- Product and Exchange Rate in the Short Term - Keynesian Approach
- Fixed Exchange Rates and Foreign Exchange Market Intervention - The Role of the Central Bank

The theoretical approach of the specific thematic modules is complemented by the analysis of real case studies and the examination of alternative hypothetical economic conditions and regimes.

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face to face, Distance learning education, etc.*	✓ Face to face (Lectures in the room) ✓ Discussion with students using the Socratic method ✓ Presentation of case studies (case studies) ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Working on small group or individual projects in the classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Education, Communication with students*	✓ Use of ICT in teaching (power point presentations). ✓ Contact students via the eclass platform and email. ✓ Posting of slides and course material on the eclass platform.
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	

Activity	***Semester workload***
Lectures	39
Independent Study	65
Teamwork	39
Final examinations	2
Total course load (25 hours of workload per credit)	**150**

STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	1. *Evaluation of the Group Work with presentation (30% of the total score)* 2. *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*

(5) RECOMMENDED-BIBLIOGRAPHY

- *Suggested Bibliography:*

- Krugman P., Obstfeld M. and Melitz, M. (2016) International Economics: Theory and Policy (4 ηEdition), Athens: Critique.
- Agiomirgianakis, G., Vlassis, M. and Thompson, H. (2006) International Economic Relations. Athens: Rosili Publications.
- Dornbusch, R. (1976) Expectations and Exchange Rate Dynamics, Journal of Political Economy 84: 1161-1176.
- Dornbusch, R. (1976) Exchange Rate Expectations and Monetary Policy. Journal of International Economics, 6: 231-244.
- Gowland, D. (2005) International Economics. Thessaloniki: Epikentro Publications.
- Levish, R. M. (1998) International Financial Markets: Prices and Policies, Boston: Irwin McGraw-Hill.
- Maldonado, R. M. (1979) Recording and Classifying Transactions in the Balance of Payments. International Journal of Accounting, 15 (Autumn): 105-133.
- Mishkin, F. S. (1998) The Economics of Money, Banking and Financial Markets (5th edition). New York: Harper Collins Publishers.
- Obstfeld, M. (1996) Models of Currency Crises with Self-Fulfilling Features, European Economic Review, 40: 1037-1048.
- Salvatore, D. (2004) International Economics (8th edition). New York: John

Wiley & Sons.
- Schwartz, A. J. (1987) Money in Historical Perspective Chicago: University of Chicago Press.

- *Related scientific journals:*
  - European Economic Review
  - Journal of Political Economy
  - Journal of International Economics

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET708**	**SEMESTER OF STUDY**	7 °Semester
COURSE TITLE	Social Network Analysis		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Select
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
At the end of this course, students will be able to: - know the basic theories of social networking - know the basic typology of social media - understand the conditions in which social media emerged, as well as the reasons for the growth of application environments and their users - understand the process of constructing the virtual/digital self, at the individual and collective level, and the processes that take place between the members of the digital social networks - know the environments in which social media are used (e.g. employment, culture, politics, education) and to be able to record the

the outputs of such exploitation

- use social media applications in different contexts, to

predict and evaluate the results of applications

assess the needs of groups, organisations, institutions etc. and propose uses

social media to achieve expected goals

- perceive and evaluate advantages resulting from the use of media

social networking, but also potential risks at the level of the individual and society

General skills

- Search, analysis and synthesis of data and information, using both the

necessary technologies

- Adapting to new situations

- Autonomous work

- Generating new research ideas

- Exercise of criticism and self-criticism

- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The course deals with the issue of online social networking, the construction of digital - individual and collective - identity and the penetration and use of social media in a series of everyday functions (e.g. in education, culture, politics). At first, a theoretical introduction to social networking, its types and its evolution in a short period of time is attempted, as well as a brief presentation of well-known social networking applications (Twitter, Facebook, Google+, Linkedin, Youtube, Flickr, Instagram, etc.).

Issues such as the ways in which the self (the persona or personae) is presented online through the choice of appearance or the intentional concealment of data and the use of multimodal sources in self-presentation, the building and management of social networks online, the development of the sense of group membership and identity negotiation through an iterative process of dialogical and symbolic exchange with others, fame, recognition, reward and possibly posterity of the digital self as a desire and result of systematic actions will constitute the first part of the course. At the same time, privacy issues will be emphasized. In the second part, an approach to issues related to the emergence of new behaviours, such as cyber-bulling or cyber-sex, in the integration and use of social media in education (e.g. communities

of practice, e-learning), culture, employment, politics (digital politics), the organisation of fan-based communities or movements (e.g. the Arab Spring) and the impact of social media on public opinion.

(4) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>MODE OF DELIVERY.</td><td>Face to face (face-to-face lectures)</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td>
<table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Lecture study</td><td>56</td></tr>
<tr><td>Writing work</td><td>55</td></tr>
<tr><td>Total Course Load (25 hours of workload per credit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>The final examination is the main method of assessment of the student and includes questions on the understanding of the taught material in the form of essay development.

One assignment is also given, which is included (if delivered by the student) in the final grade with a weight of 30%.

The course and assignment specifications as well as the assessment criteria are made known during the first lesson and are clearly stated in the material offered in the e-class of the course.</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

- Suggested Bibliography:

Mr Koskinas and Sp. Arsenis (eds), Potential communities and the Internet. Socio-psychological approaches and technical applications, Athens : KLEIDARITHMOS EPE,

2008, ISBN 978-960-461-210-9

- M. Castells, The Galaxy of the Internet, Athens: ATHANASIOS A. KASTANIOTIS, 2005, ISBN 960-03-3976-7

- N. Christakis and J. Fowler, Related. The surprising power of social networks and how they shape our lives, Athens : ed. Katoptro, 2010, ISBN 978-960-6717-39-0

- L. Tsene, From the media crisis to social media, Athens : ed. Aeiora, 2012, ISBN 978-960-7872-92-0

- St. Warburton and St. Hatzipanagos, Digital identity and social media, USA :IGI Global, 2013, ISBN13 : 9781466619159

- Z. Papacharissi (ed), A networked self: identity, community and culture on social network sites, NY : Routledge, 2011, ISBN13: 978-0-415-80180-5

- Ch. Fuchs, Social Media: A Critical Introduction, London : SAGE Publications, 2014, ISBN 978-1-4462-5731-9.

- Related scientific journals:

- Computers in Human Behavior, Elsevier

- Social Media and Society, Sage

- New Media and Society, Sage

- Social Networks, Elsevier

- Journal of Computer-Mediated Communication, Wiley-Blackwell /ICA

- Communication Quarterly, Taylor and Francis

- Communication Research, Sage

- Internet Research, Emerald

- Cyberpsychology, Behavior and Social Networking, Liebert Open Access

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET709**	**SEMESTER OF STUDY**	7 °Semester
COURSE TITLE	Software Technology		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Select
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
In today's information society, the cost of software development is rising while the cost of hardware is falling. Application development times are increasing and application maintenance costs are rising. Software errors are increasing while hardware errors have been reduced to a minimum. In order to be able to solve the above problems which are becoming more and more severe we need to follow structured ways of software development. Software Engineering or "Software Engineering" includes the whole range of tasks that need to be done for the proper implementation of software. These tasks are summarized in Analysis, Design, Implementation, Validation & Verification, Project Management and Development & Evolution Software Development and Maintenance. The Software Engineering course is designed to deal with topics related to all stages of Software Engineering, Analysis-Design-Implementation-Validation & Verification, at an introductory level. In particular, it aims to familiarize the student with basic concepts, tools, diagrams, models, methods and methodologies of software analysis, design and verification and thus equip the student with basic Software Engineering skills.

Upon successful completion of the course the student will be able to:

- He/she knows basic concepts of analysis, design and control of software systems.
- Analyse, design and test simple software systems.
- Applies software implementation methods and tools
- Compare, evaluate and ensure quality in software systems.
- Applies at least one CASE tool of UML.
- It applies the Unified Software Development Process (USDP) methodology in practice.

General skills

- Adapting to new situations
- Decision-making
- Autonomous Work
- Teamwork
- Project Planning and Management

(3) COURSE CONTENT

Theoretical Lecture Modules

- **Introduction** to software engineering and explanation of its importance. Definition of the key terms of software engineering Introduction to ethics and professionalism and what they relate to software engineers
- **Systems Engineering:** how software engineering is affected by issues in the broader field of system engineering Why the system environment should be involved in the system design processes.
- **Software Processes:** Presentation and description of software process models. Description of how process models can be used in requirements capture, design, development, testing and system evolution. Presentation of CASE technology and description of how it can help in the different stages of software engineering.
- **Software Requirements:** Introduction to the concepts of "User Requirements" and "System Requirements". Description of functional and non-functional requirements. Explanation of how the software requirements description document is structured
- **Requirements Engineering Processes:** description of the key stages of requirements engineering. Presentation of the basic principles of requirements engineering. Description of the requirements validation process. Description of the requirements management process.
- **System models:** why the system content must be designed with models during the requirements engineering process. Description of behavioural modelling, data modelling and object modelling. Presentation of some notations used in the Unified Modelling Language (UML). Presentation of the ways that CASE workbenches support system modelling
- **Software Prototyping:** description of the use of prototypes in various types of projects. Description of evolutionary prototypes and throw-away prototyping. Description of 3 rapid prototyping techniques, development using a higher level programming language and iterative use of existing code snippets. Explaining the need for user interface prototyping
- **Formal Specification:** explanation of formal specification techniques and how they help in finding problems in system requirements. Description of the use of

algebra techniques in interface specification. Description of the use of model-based techniques to determine system behaviour.

- **Architectural Design:** presentation of architectural design and its importance. Explanation of why multiple models are needed to document the software architecture. Description of the different types of architecture models. Comparison of software architectures
- **Distributed Systems Architecture:** explanation of the advantages and disadvantages of distributed systems architecture. Description of the advantages, advantages and disadvantages of distributed systems.
- different ways of developing client-server systems. Explain the differences between client-server architecture and distributed systems architecture.
- Software Design Object-Oriented: How can software design be represented as independent objects that interact with each other and manage their state and functions. Description of the steps in the object-oriented design process. Presentation of the models that describe object-oriented design. Demonstration of the capability of UML to represent these models
- Real-time software design: explaining the concept of a real-time system and why these systems are developed using concurrent processes. Description of the design process for real-time systems. Description of architectures for monitoring, control and data acquisition systems
- Software Design with Reuse: The benefits of software reuse and some problems. Description of different types of reusable modules and processes. Presentation of families of applications from which pieces of code can be used.
- Validation and Verification: The concepts of software validation and verification and their differences. Explanation of static analysis as a verification technique.
- Software Testing: the testing techniques used to find program bugs. Presentation of instructions for testing the interface. Approaches to object-oriented testing. Tools can support testing.

Laboratory exercises

In the laboratory part of the course, students have the opportunity to practically apply the concepts of the theory by using exercises that cover the material extensively and cultivate good programming skills for the development of software systems.

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Specialised software analysis and design software. Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING	

Activity	***Semester workload***
Lectures	39

	Group work on a case study.	56
	Independent Study	55
	Course Total (25 hours of workload per credit)	**150**
STUDENT ASSESSMENT	Final written examination on all matter(60%). The examination includes questions of theory (from 3 to 5) and exercises operations (from 1 to 2). The final grade is obtained by writing an project (40%) and final examination (60%) Assessment criteria are announced to students at the beginning of the semester and are posted on the course website in eClass.	

(5) RECOMMENDED-BIBLIOGRAPHY

- Suggested Bibliography:

- Bruegge, B., & Dutoit, A. H. (2009). Object--Oriented Software Engineering: Using UML, Patterns, and Java. learning, 5(6), 7.
- Chung, L., Nixon, B. A., Yu, E., & Mylopoulos, J. (2012). Non-functional requirements in software engineering (Vol. 5) Springer Science & Business Media.
- Humphrey, W. S. (1995). A discipline for software engineering. Addison-Wesley Longman Publishing Co., Inc.
- Jacobson, I. (1993). Object-oriented software engineering: a use case driven approach. Pearson Education India.
- Jacobson, I. (1999). The unified software development process. Pearson Education India.
- Kotonya, G., & Sommerville, I. (1998). requirements engineering: processes and techniques. wiley Publishing.
- Pohl, K. (2010). requirements engineering: fundamentals, principles, and techniques, Springer Publishing Company, Incorporated.
- Pree, W., & Gamma, E. (1995) Design patterns for object-oriented software development (Vol. 183) Reading, MA: Addison-wesley.
- Pressman, R. S. (2005). software engineering: a practitioner's approach.

palgrave macmillan.

- Sommerville, I. (2011). software engineering 9th edition. ISBN-10, 137035152.
- The Carnegie Mellon Software Engineering Home: http://www.sei.cmu.edu/sei-home.html
- Wohlin, C., Runeson, P., Höst, M., Ohlsson, M. C., Regnell, B., & Wesslén, A. (2012). Experimentation in software engineering.Springer Science & Business Media.

- Related scientific journals:

- Advances in Engineering Software - Journal - Elsevier
- Journal of Software Engineering Research and Development, Springer
- IEEE Transactions on Software Engineering
- ACM Transactions on Programming Languages and Systems
- ACM Transactions on Software Engineering and Methodology
- IEEE Software
- Information and Software Technology, Elsevier

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET710**	**SEMESTER OF STUDIES**	7th Semester
COURSE TITLE	Law and Entrepreneurship		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Resolve and apply decision-making legislation
- ✓ Explain the legal process and its relationship with businesses
- ✓ Resolve and apply the basic fair rules for business activities
- ✓ Explain contract law, negotiable instruments, the rights of the creditor and the debtor, business relations, and property law, and their applications within the business;
- ✓ Describes legislation regulating, affecting and/or affecting business activity
- ✓ Outlines analyses relating to laws which affect and/or affect the activities of undertakings.
- ✓ Defines the economic impact of legal issues on the economy.

General Competencies

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work

- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The course provides students with the general principles of Corporate and Commercial Law so that they can develop and appreciate how these principles evolve jurisprudently and legislatively.In addition, it analyzes recent court decisions and legislative reforms in order to promote legal thinking and judgment in the student.The course encourages the student to participate in academic discussions concerning the application of the general principles of company law. The various legal ways of conducting business (sole proprietorship, corporate types, company partnerships, etc.) are examined. The course includes elementsof commercial law such as theconcept and subject matter of commercial law. Justification of commercial law as a particular branch of law-Relations with other branches of law-Historical development of commercial law-Legislative sources-The doctrinal bases of commercial law-Commercial acts-Traders (legislative regime) Consequences of commerciality-The administrative organization of the commercial profession-Basic concepts and regulations of its law Market.

Section title	**Bibliography**	**Presentation link**
1. Introduction to Business Law		
2. Sources of Commercial Law. Ecommercial acts. Commercial capacity, commercial books		
3. Name		
4. Companies: General Partnership. Limited Partnership – Dodging or Participatory – Cooperatives. Société Anonyme		
5. Securities: Bill of Exchange, Promissory Note, Cheque. Unfair Competition		
6. Basic Concepts. Industrial Property: trade mark/ distinctive title		
7. Eresisty		
8. Bankruptcy Law		
9. Unfair competition		
10. Free competition		
11.Basic concepts and regulations of market law		

12. Regulatory framework in the EU for business and international entrepreneurship		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

WAY OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	***Dr.inactivity*** / ***Workload FromAmenos***
	Lectures: 39
	Independent Study: 111
	Total course (25 hours of workload per credit unit): 150
STUDENT EVALUATION	*Presentation/examination of group projects and comparative scoring(30%)* *Exams at the end of the semester* (Multiple*Choice*Questions, *Short Answer & Development Questions) (70%)*

(5) RECOMMENDED -BIBLIOGRAPHY

- Παναγιώτου, Π. (2021). Το δίκαιο των μετασχηματισμών επιχειρήσεων, Αθήνα: Εκδόσεις Σάκκουλα
- Ψυχομάνης, Σ. (2013). Δίκαιο Εμπορικών Εταιριών (Μετά το νόμο 4072/2012), Αθήνα Εκδόσεις Σάκκουλα
- Παπαδρόσου-Αρχανιωτάκη, Π. (2014). Επιτομή δικαίου Εμπορικών Εταιρειών, Αθήνα: ΕκδόσειςΣάκκουλα

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET711**	**SEMESTER OF STUDY**	7^{o}
COURSE TITLE	STRUCTURE AND CHALLENGES OF THE GREEK ECONOMY		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	3	6,0
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization general knowledge, skills development*	Specialization knowledge
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass. uop. gr/modules

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course the student will be able to:

- ✓ It knows the functioning of the Greek economy in the context of European integration.
- ✓ Uses the tools of economic theory for the analysis of the economic crisis in Greece and in Europe
- ✓ Evaluate the knowledge acquired in a specific subject area using synthetic procedures in small-scale projects
- ✓ Answers to questions and dilemmas that arose during the economic crisis in Greece

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies

Adapting to new situations

Decision-making

Autonomous work

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Generating new research ideas

Project planning and management

Respect for diversity and multiculturalism

Respect for the natural environment

Demonstrate social, professional and ethical responsibility and sensitivity to gender issues

Exercise of criticism and self-criticism

Promoting free, creative and inductive thinking

.....

Other...

.....

- ✓ Teamwork
- ✓ Autonomous Work
- ✓ Generating new research ideas
- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Themes

1. THE ECONOMIC CRISIS OF 2010 IN GREECE AND THE MEMORANDA
2. THE BASIC PHILOSOPHY OF THE MEMORANDA
3. THE KEY POLICY TOOLS OF THE MEMORANDA
4. DILEMMAS DURING THE ECONOMIC CRISIS IN GREECE
5. QUESTIONS DURING THE ECONOMIC CRISIS
6. THE CONSEQUENCES OF THE ECONOMIC CRISIS
7. GREEK ECONOMY AFTER THE MEMORANDA
8. THE EUROPEAN UNION BEFORE AND AFTER THE ECONOMIC CRISIS
9. THE COVID-19 CRISIS AND THE GREEK ECONOMY

TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr>
<td>METHOD OF DELIVERY
Face-to-face, Distance learning, etc.</td>
<td>✓ Face to face (Lectures in the room)
✓ Discussion with students using the Socratic method
✓ Presentation of case studies (case studies)
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Working on small group or individual projects in the classroom</td>
</tr>
<tr>
<td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES
Use of ICT in Teaching, Laboratory Training, Communication with students</td>
<td>✓ Use of ICT in teaching (power point presentations).
✓ Contact students via the eclass platform and email.
✓ Posting of slides and course material on the eclass platform.</td>
</tr>
<tr>
<td>ORGANISATION OF TEACHING

The way and methods of teaching are described in detail.

Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.

The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.</td>
<td>
<table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>65</td></tr>
<tr><td>Teamwork</td><td>39</td></tr>
<tr><td>Final examinations</td><td>2</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table>
</td>
</tr>
</table>

STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	3. *Evaluation of the Group Work with presentation (30% of the total score)* 4. *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*

(4) RECOMMENDED-BIBLIOGRAPHY

(1) P. Liargovas (2021) *Ten years of crisis, three memoranda and a pandemic. Greece in search of a way out*, Pataki Publications 2021

(2) P.Liargovas (2010) Contemporary Issues in Greek and International Economics, Stamoulis Publications, Athens.

(3) Roukanas, S. and Sklias, P. (2014) The Greek Political Economy 2000-2010: from EMU to the Support Mechanism, A.A. LIVANI, Athens.

(4) Liargovas, P., Repousis, S. (2011), Crisis, lending and bankruptcy: Greek and international experiences, Athens: Papazisis

(5) Liargovas, P. and Papageorgiou Chr. (2018), The European Phenomenon: History, Institutions, Policies, Tziola Publications, Athens, Greece.

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COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET712**	**SEMESTER**	7
COURSE TITLE	Economic Growth		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- Economic growth has a multidimensional character and is a dynamic process of economic enlargement and social change, and means not just an increase in the productive potential of a country but a deeper transformation in terms of structure of the economy, institutional framework, consumer and environmental protection, education, health etc.
- In this context, the purpose of the course is to present and analyze the models and theories developed for the study of economic development both from the point of view of political economy and from the point of view of neoclassical theory.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

XX. THE CONCEPT OF GROWTH - INEQUALITY

XXI.	THE ISSUE OF POVERTY - BASIC ECONOMIC MODELS
XXII.	POPULATION, RURAL, CITY, IMMIGRATION AND ECONOMIC GROWTH
XXIII.	THE EXTERNAL DIMENSION OF DEVELOPMENT - TECHNOLOGY AND HUMAN CAPITAL
XXIV.	ENVIRONMENT, GLOBALIZATION AND ECONOMIC GROWTH

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	70
Study at home	80
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

1) Μακροοικονομική Θεωρία: Μια προσέγγιση με μικροθεμελίωση, Barro J.Robert

2) Οικονομική Μεγέθυνση, Weil N.D.

3) Αρχές αναπτυξιακής οικονομικής, Βαΐτσος Κωστής

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET7013**	**SEMESTER OF STUDIES**	7th Semester
COURSE TITLE	Learning Theories and Pedagogy		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the different paradigms of learning (behaviorism, gnosticism, behavioralism, humanism)
- ✓ Explain cognitive learning approaches
- ✓ Explain Piaget's cognitive constructivism
- ✓ Explain Vygotsky's social constructivism
- ✓ Understand experiential learning and the different approaches to it
- ✓ Analyse the andragogy of Knowles and adult education
- ✓ Describe Mezirow's transformative learning
- ✓ Explain the situated learning and community of practice of Lave and Wenger
- ✓ Understand the principles and purpose of critical pedagogy
- ✓ Design the pedagogical approach of a subject based on a learning theory
- ✓ Carry out exemplary teaching based on a learning theory
- ✓ Critically discuss the various theoretical approaches to learning

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies

- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity togender issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The purpose of the course is to introduce students to fundamental learning theories which form the basis for the development of pedagogy and specific teaching methods in various disciplines. Each learning theory describes the mechanism that knowledge is acquired or transformed through specific individual or collective processes. Based on these theories, pedagogy is called upon to shape, in educational environments, the conditions for learning to take place. From pedagogy, the specific teaching methods are derived.

Thus, students acquire the relevant knowledge in order to be able to identify the different theories and examples of learning and to build appropriate pedagogical approaches in various subjects taught. At the skill level students are expected to develop exemplary teaching based on any of the previous learning theories. Students are also expected to critically evaluate various educational approaches related to the subject of their studies.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. What is learning (definitions, cases)		
3. Paradigms of learning (behaviorism, gnosticism, constructivism, humanism)		
4. Cognitive approaches: Gestalt theory, Think out loud, social learning		
5. Individual constructivism (Piaget)		
6. Social constructivism (Vygotsky, Engeström, Papert)		
7. Experiential learning (Dewey, Kolb, Jarvis)		
8. Andragogy and adult education		
9. Transformative learning (Mezirow)		
10. Community of Practice (Lave and Wenger)		
11. Critical pedagogy		
12. Development of pedagogy and exemplary teachings		

13.Recap and discussion		
Methods of student evaluation:		
Suggestion 1	Presentation/examination of group work (40%) and	
	Final written exam (60%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHODS OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload***
	Lectures: 39
	Independent Study: 111
	Total course (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*Presentation/Examination of group projects/teachings and comparative grading (40%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (60%)*

(5) RECOMMENDED -BIBLIOGRAPHY

- Illeris, K. (Ed.) (2009). Contemporary theories of learning.Athens: Metaichmio.
- Schunk, D.H. (2010). Learning theories. Athens: Metaichmio.
- Mitropoulou, V. (2015). Sociocultural Theories of Learning. Thessaloniki: Shellfish.
- Mponidis, K. and Zarifis, G. (Ed.) (2020).Pedagogy-Education Science-Education Sciences. Thessaloniki: Grafima.
- Solomonidou,Ch. (2006). New trends in educational technology. Athens: Metaichmio.
- Freire, P. (2006). Ten letters to those who dare to teach. Athens: Epikentro.
- Illeris, K. (2016). How we learn: Learning and non-learning in school and beyond. Routledge.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 714**	**SEMESTER OF STUDY**	7^{O} Semester
COURSE TITLE	ADMINISTRATIVE, POLITICAL AND ECONOMIC INSTITUTIONS IN MODERN GREECE		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	SELECT
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course the student will be able to know: ✓ The basic institutions of modern Greece ✓ The history of the Institutions ✓ The most important events in the history of the Greek institutions ✓
General skills
✓ Exercise of criticism and self-criticism ✓ Teamwork ✓ Decision-making ✓ Autonomous Work ✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

The course is a comprehensive presentation, examination and evaluation of Greek politics in relation to the European dimension of the Greek political system. The

historical development of the Greek political system since the beginning of the 20th century is examined and then the course focuses on the systematic investigation of the relations between the Greek political system (political institutions, political parties, interest groups, fields of public policies) and the processes of European integration from the mid-1950s until today.

Specific structure of the course:

A. The modern state in Greece: historical formation, models of organization, problems of operation, prospects Political history of the 20th century and types of cleavages Authoritarianism and parliamentarism in Greek politics Political parties and party systems (a) in twentieth century Greece (b) especially in the Third Greek Republic Political leadership and types of leaders in the Greek political system Organized interests and political networks: categories and case studies of business and trade union associations

B. History and political development of the Greek political system's relations with the EEC / EC / EU The formation of a European strategy in the political system: stages, discontinuities, contradictions, dynamics and gaps Participation in the EC / EU and national security Participation in the Eurozone and the financial and fiscal crisis Greece and European integration today Prospects, problems and limits of the concept and approaches of Europeanization The Greek political system in a changing international environment.

(4) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>MODE OF DELIVERY.</td><td>✓ Face to face (Lectures in the room)
✓ Discussion with students using the Socratic method
✓ Presentation of case studies (case studies)
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Working on small group or individual projects in the classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>• The communication with students takes place via email and through the eclass platform where the forum is also used to inform students.
• The educational material of the course (slides and notes of the lectures) are offered in electronic form to the students through the eclass platform.
• The teaching of the courses is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td><table><tr><th>Activity</th><th>Semester workload</th></tr><tr><td>Lectures</td><td>39</td></tr></table></td></tr>
</table>

	Independent Study	65
	Teamwork	39
	Final examinations	2
	Total course load (25 hours of workload per credit)	**150**
STUDENT ASSESSMENT	1. *Evaluation of the Group Work with presentation (30% of the total score)* 2. *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*	

(5) RECOMMENDED-BIBLIOGRAPHY

Anastasiades, G. The Democratic Institutions of the Greeks.

Veremis, Th. Glory and Deadlocks: Leaders of Modern Greek History (Athens: Metaixmio, 2017).

Gennimatas, P. Hellas: West or East? (Athens.) Demertzis, N. (ed.), The Greek Political Culture Today (Athens.)

Diamantopoulos, Th. Institutions: Crisis and Rupture (Athens.)

Diamantopoulos, Th. 10 and a decade of political divisions: the divisive intersections in Greece in the period 1910-2017, issues 1-7 (Thessaloniki: Epikentro, 2017-2018).

Diamantopoulos, T., The Twilight of Democracy? The Parliamentarism of Co-government.

Diamanturos, N. Cultural dualism and political change in post-communist Greece (Athens: Alexandria Publications, 2000).

Divanis, L. The Territorial Integration of Greece 1830-1947 (Athens: Kastaniotis Publications, 2000).

Featherstone, K. (ed.), Politics in Greece: The Challenge of Modernization (Athens.)

Featherstone, K. & Papadimitriou, D. The Limits of Europeanization: Public Policy and Reforms in Greece (Athens: Ektokos Ektos, 2010). Ioakeimidis, P. K. European Union and the Greek State: Implications of Participation in the Unification Process (Athens: Themelio, 1998).

Kazakos, P. The drachma is not (will not) be a solution (Thessaloniki: Epikentro, 2016).

Karkatsoulis, P. Governing the Crisis (Athens: I. Sideris Publications, 2017).

Kontogiorgis, C., Citizen and City: The Concept and Typology of "Politeity" (Athens: Papazisis Publications, 2003).

Kontogiorgis, C. On Ethnos and Hellenic Continuity (Thessaloniki: Janos, 2011).

Kostis, K. The Spoiled Children of History: The Formation of the Modern Greek State 18th-21st century (Athens: Pataki Publications, 2018).

Lavdas, K. A., Interests and Politics: Organizing Interests and Standards of Governance (Athens: Papazisis Publications, 2004).

Maraveyas, N. ed., Greece in the European Union (Athens: Themelio Publications, 2008).

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET715**	**SEMESTER**	7
COURSE TITLE	Web and Cloud Computing Application Development		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon completion of the course, students should acquire theoretical and practical knowledge, understanding, application and analysis capabilities related to:

- Architectures for the development of web systems & applications (client - server) and basic infrastructure components for web applications (webservers).
- Fundamental concepts for the development of internet systems (state, session, application, request, response).
- Server-Side programming using 3rd generation languages (PHP).
- CMS systems (e.g., WordPress, Joomla, Drupal).
- Development of web applications using CMS systems.
- Management, Application Optimization.
- Frameworks for developing Ajax-based web systems (e.g., jQuery, Mootools).
- Rich Internet Applications.
- Development of web systems using Python and JavaScript.
- Metadata and their management in the development of web systems.
- Scalability & Efficiency Issues.
- The technology of Web Services.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The subject of the course is the understanding and learning of all the necessary technologies, programming languages and methods for the development of web systems and applications with special and basic emphasis on web applications and cloud computing technologies.

Course layout	**Bibliography**	**Presentation link**
1. Introduction		
2. Web Applications		
3. Basic internet concepts		
4. Protocols		
5. Web content		
6. Content management systems		
7. HTTP protocol		
8. HTML / XHTML		
9. CSS		
10. Basic PHP principles		
11. XML		
12. Microservices and servers		
13. Selvlets and JSP		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>DELIVERY METHOD</td><td>In class</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.</td></tr>
<tr><td>TEACHING ACTIVITIES</td><td>
<table>
<tr><th>Activity</th><th>Course Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Study at home</td><td>111</td></tr>
<tr><td>Total course workload (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions) 100%</td></tr>
</table>

(5) RECOMMENDED READING

Μ. Σαλαμπάσης, Εισαγωγή στον Προγραμματισμό Διαδικτυακών Εφαρμογών, 2017, Λύχνος

R. Connolly, R. Hoar Προγραμματισμός για το Web, 2015, Μ.Γκιούρδα, Κωδικός Βιβλίου στον Εύδοξο: 50661201,

P.J Deitel, H.M. Deitel Προγραμματισμός Internet & World Wide Web, 2011 4η Έκδοση, Μ.Γκιούρδα, Κωδικός Βιβλίου στον Εύδοξο: 12543770,

J. Meloni, Μάθετε PHP, MySQL και Apache Όλα σε Ένα, 5η Έκδοση, Μ.Γκιούρδα Κωδικός Βιβλίου στον Εύδοξο: 41960260

P. Ballard, M. Moncur, Μάθετε Ajax, Javascript και PHP,Όλα σε ένα, Μ.Γκιούρδα, Κωδικός Βιβλίου στον Εύδοξο: 12308

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET716**	**SEMESTER OF STUDIES**	7th Semester
COURSE TITLE	Behavioral Economics		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the concept of bounded rationality
- ✓ Explain the impact of psychological and cultural biases on decision-making
- ✓ Explain the concept of bias
- ✓ Explain through examples the decoy effect
- ✓ Describe through examples the irregular behavior of consumers
- ✓ Explain the reduced cost impact and overload
- ✓ Understand differences between behavioral and traditional economic models
- ✓ Understand and analyze experiments and Nudge samples
- ✓ Describe examples of Nudges in marketing, health, politics, etc.
- ✓ Design experiments and Nudge samples in marketing (naming, promoting and costing products)
- ✓ Identify examples of irregular behavior in her environment
- ✓ Critically discusses differences between behavioral and orthodox economic models

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies

- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Demonstration of social, professional and moral responsibility and sensitivity togender issues
- ✓ Criticism and self-criticism

(3) COURSE CONTENT

Brief Course Description: This course examines the ways in which people are more sociable, more impulsive, less adept at using information and more vulnerable to psychological biases than regular economic models assume. The basic distances from orthodox economics and the consequences for individuals, businesses and politics will be explored. The course provides students with an introduction to the principles and methods of behavioral economics, while providing students with an overview of how the principles of behavior are applied to economic problems in both microeconomics and macroeconomics.

Thus, students acquire the relevant knowledge in order to be able to recognize the concept of bounded rationality and the influence of psychological and cultural parameters on economic decisions as well as on the decoy effect to specific products and decisions. They will also get to know the Nudge samples, as small changes in the environment, which manage to influence individual decision-making on product purchasing, in health, in politics, and elsewhere. They will also be able to implement behavioral economics knowledge in marketing (naming, promotion and costing of products).

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. Bounded rationality		
3. Irregular consumer behavior		
4. Human prejudices		
5. Adherence to decision-making (decoy effect)		
6. Decision-making, planning and error		
7. Naming, promoting and costing a product		
8. Psychologic Accounting, Reduced Cost Effect, Overload Option		
9. Nudges and motivation (Nudge experiments and samples)		
10. Case studies in various fields		
11. Behavioral versus orthodox economic models		
12. Applications in politics		

13.Recap and discussion		
Methods of student evaluation:		
Suggestion 1	Presentation/examination of group work (40%) and	
	Final written exam (60%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHODS OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload*** Lectures: 39 Independent Study: 111 **Total course (25 hours of workload per credit unit): 150**
STUDENT ASSESSMENT	*Presentation/Examination of group projects/teachings and comparative grading (40%)* *Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (60%)*

(5) RECOMMENDED BIBLIOGRAPHY

- Kahneman, D. (2014). Thinking, slow and fast. Behavioral economics, decision-making mechanisms, cognitive science. Athens: Katoptro.
- Thaler, R. (2018). Irregular behavior. Athens: Katoptro.
- Alexakis, C., Xanthakis, E.(2008). Behavioral finance. Athens: Stamoulis Publications.
- Wilkinson, N., & Klaes, M. (2017). An introduction to behavioral economics. Macmillan International Higher Education.
- Camerer, C.F., Loewenstein, G., & Rabin, M. (2004). Advances in behavioral economics. Princeton University Press.
- Cartwright, E. (2018). Behavioral economics. Routledge.
- Angner, E., & Loewenstein, G. (2007). Behavioral economics. Handbook of the philosophy of science. Vol. 5. , 641-690, Elsevier.

SEMESTER 8

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 801**	**SEMESTER OF STUDY**	8^{O} Semester
COURSE TITLE	Temporary issues in the global economy		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	General background, Compulsory
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes
The aim of the course is to understand the interactions that take place in the contemporary international economic and political environment. In order to understand the interactions, the four dimensions of the field of study of International Political Economy are studied which are the state, the market, the domestic and the international environment. The understanding of the interactions is directly related to the theoretical approach adopted by each scholar to understand the contemporary international economic and political environment. The study of the interactions of the four dimensions of international political economy is attempted in various thematic areas of international political economy such as international monetary relations, international trade relations, South-North relations, the issue of high external debt for developing economies, financial crises, multinational enterprises and global production and the effects of the international economic crisis that

first manifested itself in August 2007.

Upon successful completion of the course, students will be able to:

- recognise the field of study of International Political Economy

- describe the interaction between the state, the market, the domestic and international economic environment

- develop thematic fields of analysis in the light of International Political Economy

General skills

- ✓ Exercise of criticism and self-criticism
- ✓ Teamwork
- ✓ Decision-making
- ✓ Autonomous Work
- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Themes:

1. The field of study of International Political Economy
2. Approaches to International Political Economy
3. Methods and Theoretical
4. The Global Economic and Political Environment before World War II
5. The Global Economic and Political Environment after World War II
6. International Trade Relations
7. International Financial Relations
8. Multinational Enterprises and the Global Economy
9. Global Division of Labour
10. Economic development issues
11. Governance of the Global Political Economy
12. International Economic Crises
13. Contemporary Trends in International Political Economy

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	✓ Face to face (Lectures in the room) ✓ Discussion with students using the Socratic method ✓ Presentation of case studies (case studies) ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Working on small group or individual projects in the classroom

<table>
<tr><td></td><td></td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>• The communication with students takes place via email and through the eclass platform where the forum is also used to inform students.
• The educational material of the course (slides and notes of the lectures) are offered in electronic form to the students through the eclass platform.
• The teaching of the courses is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>65</td></tr>
<tr><td>Teamwork</td><td>39</td></tr>
<tr><td>Final examinations</td><td>2</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>1. Evaluation of the Group Work with presentation (30% of the total score)
2. End-of-semester exams (multiple-choice, Short Answer & Development Questions) (70% of the total score)</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Samuelson, P., and Nordhaus, W., Economics, Volume A, Part Four, Papazisis Publications 2000

Stiglitz. J., Public Sector Economics, Critique Publications, 1992

Rosen, H., Gayer, T., Kaplanoglou, G., Rapanos, V., Public Finance, Contemporary Theory and Greek Reality, Kritiki Publications, 2009

Dalamagas, V., Introduction to Public Economics, Kritiki Publications, 2015

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 802**	**SEMESTER OF STUDIES**	8TH Semester
COURSE TITLE	CONTEMPORARY MANAGEMENT MODELS		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	SPECIALIZATION COURSE (KA)		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to understand:

- ✓ The basic principles of management through the prism of analysis offered by the new management methodologies and trends.
- ✓ How to evaluate and select an administrative model that serves the goals of the organization.
- ✓ To optimally combine management methods and models.
- ✓ The business principles of the Toyota Model on Lean Production and Lean Enterprise.
- ✓ The way of applying the TOYOTA Model and adapting to the Greek business reality.
- ✓ How any unnecessary activity (waste) that takes place in the operation of the business can be reduced.
- ✓ The Six Sigma methodology in order to solve business problems and improve processes

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Project Management
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- New research ideas development

- Decision-making
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENT

The purpose of the course is to provide education in the application of Lean Six Sigma methodology, a business methodology / philosophy, which effectively leads to the improvement of quality and efficiency having proven success in a wide range of fields. It masterfully combines two of the most widely used concepts in the world, that of Lean Manufacturing developed in Japan and the Six Sigma system (6s) developed in Motorola of the United States of America. The aim of this course is to provide students with knowledge and skills that will help them understand in depth, but also to effectively apply the principles and tools of Lean management and the Six Sigma methodology. The course combines theory with practice and is focused on how a company will create value in its products, minimizing any type of waste and significantly improving its competitiveness through the continuous improvement of all processes.

Module title	**Bibliography**	**Presentation Link**
1. Contemporary management models and competitiveness increase	Liker, J. (2005). Καν'το όπως η TOYOTA. Αθήνα: Μοντέρνοι Καιροί. Professor Notes	eclass.uop.gr
2. The 14 business principles of the TOYOTA management model	Liker, J. (2005). Καν'το όπως η TOYOTA. Αθήνα: Μοντέρνοι Καιροί. Professor Notes	eclass.uop.gr
3. Leadership development	Liker, J. (2005). Καν'το όπως η TOYOTA. Αθήνα: Μοντέρνοι Καιροί. Professor Notes	eclass.uop.gr
4. Continuous problem solving and organizational learning	Liker, J. (2005). Καν'το όπως η TOYOTA. Αθήνα: Μοντέρνοι Καιροί. Professor Notes	eclass.uop.gr
5. Implementation of the TOYOTA management model – Lean management	Liker, J. (2005). Καν'το όπως η TOYOTA. Αθήνα:	eclass.uop.gr

	Μοντέρνοι Καιροί. Professor Notes	
6. Continuous process improvement using the Six Sigma methodology – DMAIC – Define-Measure-Analyze-Improve-Control	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
7. Define step	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
8. Measure step	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
9. Analyze step	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
10. Improve step	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
11. Control step	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	eclass.uop.gr
12. The management of Six Sigma projects	Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για	eclass.uop.gr

	την Ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος. Professor Notes	
13. Case Studies focused on Six Sigma projects		eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

METHOD OF DELIVERY.	✓ Face to face (interactive lectures) ✓ Class discussions using the method of Socratic dialogue ✓ Presentation of Case studies ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Elaboration of small-scale group or individual projects and exercises in the class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor. ✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform. ✓ The teaching of the course is carried out through Laptop and Video Projector.
ORGANIZATION OF TEACHING	

Activity	***Semester Workload***
Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)	39 hours (1,56 ECTS)
Group assignment	34 hours (1,36 ECTS)
Study at home	75 hours (3 ECTS)
Final written exams	2 hours (0,08 ECTS)

	Total course (25 hours of workload per credit unit)	**150 hours (6 ECTS)**
STUDENT ASSESSMENT	Group assignment (30%) Final written exam (70%)	

5. RECOMMENDED BIBLIOGRAPHY

Evans, J. R. & Lindsay, W. M. (2020). Διοίκηση για την ποιότητα και επιτέλεση αριστείας. Αθήνα: Κλειδάριθμος.

Pande, P.S., Neuman, R. P. & Cavanagh, R. R. (2009). Το Σύστημα Έξι Σίγμα. Αθήνα: Πατάκης.

Liker, J. (2005). Καν'το όπως η ΤΟΥΟΤΑ. Αθήνα: Μοντέρνοι Καιροί.

Σημειώσεις σχετικά με το Σύστημα Lean Six Sigma από τον Καθηγητή.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	UNDERGRADUATE		
COURSE CODE	**DET803**	**SEMESTER OF STUDY**	**8o**
COURSE TITLE	International Management		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	13	6
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization* *general knowledge, skills development*	Special Background
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course students will be able to:

- ✓ Understand the basic principles of management through the prism of analysis offered by new management methodologies and trends.
- ✓ Understand the concepts of globalization and the internationalization of markets, the main "players" of the international economic environment as well as their role and contribution to its operation and formation.
- ✓ Implement the strategies available to companies to internationalize its activities.
- ✓ Recognize the importance and benefits of the development of Economic Integration and consequently of the Economic and Monetary Union of the European area.
- ✓ Understand the need to address issues arising from ethnic, cultural and linguistic differences.

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies

Adapting to new situations

Decision-making

Autonomous work

Teamwork

Working in an international environment

Working in an interdisciplinary environment

Generating new research ideas

Project planning and management

Respect for diversity and multiculturalism

Respect for the natural environment

Demonstrate social, professional and ethical responsibility and sensitivity to gender issues

Exercise of criticism and self-criticism

Promoting free, creative and inductive thinking

.....

Other...

.....

- Search, analysis and synthesis of data and information using the necessary technologies
- Adapting to new situations
- Decision-making
- Autonomous work
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment

- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is to communicate with the students the importance of the concepts of globalization and the internationalization of markets and economies as well as the internationalization of business activities. To describe the advantages and disadvantages of the internationalization of business activities, the most important characteristics of the most important international financial organizations and the role they play in the international economic environment and business. To teach students the fundamentals and stages of economic integration as well as the benefits and costs for business as it demonstrates the objectives of the European Union and the Economic and Monetary Union. Students to recognize the additional occupations of business management operating in more than one country

Module title	**Bibliography**	**Presentation link**
1. Overview of international companies		
2. Global markets and business centers		
3. Analysis of the global "external" environment, global environmental forces		
4. Analysis of the European business environment		
5. International trade and business risk		
6. International monetary system and European integration		
7. International entrepreneurship and government intervention		
8. International strategic management		
9. International corporate cooperation and strategic alliances		
10. Organizational planning and control in international companies		
11. Leadership and employee behavior in international companies		
12. The strategic management framework of international business operations		
13. Recap and discussion		

Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of teaching of the course

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face-to-face, Distance learning, etc.*	Face to face
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Training, Communication with students*	Communication with students via email, eclass, PC, Video Projector. Powerpoint presentations Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	**Activity** / **Semester Workload** Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester) — 39 hours (1,56 ECTS) Group assignment — 34 hours (1,36 ECTS) Study at home — 75 hours (3 ECTS) Final written exams — 2 hours (0,08 ECTS) **Total course (25 hours of workload per credit unit)** — **150 hours (6 ECTS)**
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	Group assignment (30%) Final written exam (70%)

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- International Business and Entrepreneurship, 8th Edition, Griffin Ricky W., Pustay M.W., Manolopoulos, D., Sapouna P. (editing)
- The Internationalized Business in the Twenty-First Century, Manolopoulos D., Bitzenis A.
- International Business, Ball A. Donald, Geringer J. Michael, Minor S. Michael, McNett M. Jeanne

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET804**	**SEMESTER**	8
COURSE TITLE	Business Intelligence		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Understand the basic concepts, methods and procedures aimed at extracting data and converting it into information.
- Design and implement models for analysing information and converting it into knowledge.
- Implement ways to leverage knowledge to support a wide range of management and business marketing tasks, such as discovering trends, studying behaviors, making multi-criteria decision making, and evaluating product and service performance in environments, market conditions, and users.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work

- Teamwork
- Production of new research ideas
- Respect for diversity and multiculturalism
- Respect for the natural environment
- Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: One cannot run a business or run an organization without measuring: knowing where you have been, where you are and where you are going. However, while Business Intelligence is the key to such quantitative business management, it remains one of the most complex areas of information technology. Business Intelligence encompasses a wide range of know-how from the technical mastery of data modelling to the psychological finesse of conflict resolution between technocrats and entrepreneurs.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Business Intelligence		
2. Data management and information		
3. From data to information		
4. Decision support systems		
5. Problem modelling		
6. Multi-level analysis and data stores		
7. Data analytics and optical representation		
8. From data mining to knowledge		
9. Data pre-processing		
10. Correlation rules		
11. Categorisation		
12. Business intelligence projects		
13. Case study		
Course Assessment:		
Suggestion 1	Course Assignments and final exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>DELIVERY METHOD</td><td>In class</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.</td></tr>
<tr><td>TEACHING ACTIVITIES</td><td>
<table>
<tr><th>Activity</th><th>Course Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Study at home</td><td>111</td></tr>
<tr><td>Total course workload (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Course assignments 30%

End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions) 70%</td></tr>
</table>

(5) RECOMMENDED READING

Books in Greek

Κύρκος, Ε., (2015). *Επιχειρηματική ευφυΐα και εξόρυξη δεδομένων*. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στο: http://hdl.handle.net/11419/1226 [Κωδικός στον Εύδοξο: 320088]

Γ. Σταλίδης, Δ. Καρδαράς, Διαχείριση Δεδομένων και Επιχειρηματική Ευφυία, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στον Κάλλιπο: http://hdl.handle.net/11419/1161

Books in English

R. Sherman, Business Intelligence Guidebook: From Data Integration to Analytics, 2014, Morgan Kaufmann; 1st edition

J.M. Kolb, Business Intelligence in Plain Language: A practical guide to Data Mining and Business Analytics, 2013

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET805**	**SEMESTER**	8
COURSE TITLE	Interaction Design		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory / Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Design Technologies that bring people joy and not disappointment.
- Create Interaction ideas, rapid prototyping techniques, and use prototypes for feedback from users.
- Use the principles of visual design, perception and knowledge that inform effective interaction design.

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Respect for diversity and multiculturalism

- Respect for the natural environment
- Demonstration of social, professional and moral responsibility and sensitivity to gender issues
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The field of interactive design concerns all aspects of how an interactive product works. The interactive design is integrated into the overall design of a product from the beginning to optimise the functionality of the product from the user experience. The interactive designer demonstrates a strong knowledge of intuitive design heuristics. Additional skills in communication, cognitive psychology, computer science and information technology are also required.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Interaction Design		
2. Types of Interaction		
3. Semantic Models		
4. Cognitive Frameworks		
5. Social Interaction		
6. Emotional Interaction		
7. Interface Design		
8. User Data Collection		
9. Data Analysis, Interpretation and Presentation		
10. Defining user requirements		
11. Prototype Design		
12. Evaluation Models		
13. Review and Analysis Models		
Course Assessment:		
Suggestion 1	Course Assignments	
Suggestion 2	Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and

<table>
<tr><td>AND COMMUNICATION TECHNOLOGIES</td><td>lectures on the eclass platform.</td></tr>
<tr><td>TEACHING ACTIVITIES</td><td>
<table>
<tr><th>Activity</th><th>Course Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Study at home</td><td>111</td></tr>
<tr><td>Total course workload (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>End of the semester exams (Multiple Choice Questions, Short Answer and Development Questions) 100%</td></tr>
</table>

(5) RECOMMENDED READING

D. Norman, The Design of Everyday Things, Kleidarithmos Publications, 2010

B. Shneiderman, C. Plaisant, User Interface Design, 6th edition, Tziola Publications, EUDOXUS CODE: 59396199

J. Preece, Y. Rogers, H. Sharp, Interaction Design - Beyond Human-Computer Interaction., 4th Edition, M.Giourdas Publications, 2016

Schneider, D.I. Introduction to programming with Visual Basic, Broken Hill, 2021

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	ADMINISTRATIVE SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	UNDERGRADUATE		
COURSE CODE	**DET806**	**SEMESTER OF STUDY**	**8o**
COURSE TITLE	Optimization methods in Management Science		

INDEPENDENT TEACHING ACTIVITIES *where credit is awarded for discrete parts of the course e.g. lectures, laboratory exercises, etc. If credit is awarded for the whole course, indicate the weekly teaching hours and the total number of credits*	**TEACHING WEEKS**	**CREDIT UNITS**
Total	13	6
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialization* *general knowledge, skills development*	Special Backround
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	No
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/

(2) LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

Upon successful completion of the course students will be able to:

- ✓ apply the appropriate methods of analysis to delineate the components or factors that affect the problems in question as well as to identify the strategic-operational objectives and the constraints that govern them
- ✓ utilize special features of the problem (mixed type variables, a variety of local minima)
- ✓ analyze and design optimization methodologies to solve the problems in question
- ✓ analyze case-studies, which highlight the modern rational approach of this science to the complex operational and strategic problems of today's companies
- ✓ solve complex computational problems affecting management

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations	*Respect for diversity and multiculturalism*
Decision-making	*Respect for the natural environment*
Autonomous work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Teamwork	*Exercise of criticism and self-criticism*
Working in an international environment	*Promoting free, creative and inductive thinking*
Working in an interdisciplinary environment	*.....*
Generating new research ideas	*Other...*
	.....

- Search, analysis and synthesis of data and information using the necessary technologies
- Adapting to new situations
- Decision-making
- Autonomous work
- Teamwork
- Working in an international environment
- Working in an interdisciplinary environment
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The course examines the basic principles of methods of known evolutionary calculation algorithms, as well as techniques for approaching optimization problems. Also, applications are presented with emphasis on Optimization problems from the wider field of Economics and Management, such as Business Research, Financial Analysis, Decision Strategy, etc. The aim of the course is for the undergraduate students of the Department to be able after their successful examination to apply the appropriate analysis methods for the delimitation of the components or factors that affect the problems in question as well as to identify the strategic-operational objectives and the constraints that govern them and of course to analyze and design optimization methodologies for the solution of the problems in question.

Modeule title	**Bibliography**	**Presentation link**
1. Basic principles of Optimization		
2. Computational complexity and applications of Management Science		
3. Large-scale optimization and applications		
4. Approximation algorithms and applications		
5. Multi-Criterion Optimization and Restriction Optimization		
6. Construction algorithms and applications		
7. Local search for solutions and neighborhood structures		
8. Repetitive improvement algorithms and applications		
9. Semi-advantageous solution search algorithms and applications		
10. Variable neighborhood search algorithms		
11. Customization and Performance Change Parameters		
12. Case Studies (Applications in Management, Economy, Finance, Energy, etc.)		

13. Recap and discussion		
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of teaching of the course.

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face-to-face, Distance learning, etc.*	Face to face, Distance learning
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Training, Communication with students*	Communication with students via email, eclass, PC, Video Projector. Powerpoint presentations Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	**Activity** / **Semester Workload** Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester) — 39 hours (1,56 ECTS) Group assignment — 34 hours (1,36 ECTS) Study at home — 75 hours (3 ECTS) Final written exams — 2 hours (0,08 ECTS) **Total course (25 hours of workload per credit unit)** — **150 hours (6 ECTS)**
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	Group assignment (30%) Final written exam (70%)

(5) RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- Computation and Programming with Python, JOHN V. GUTTAG
- Applied Evolutionary Algorithms in Java, Ghanea-Hercock R. (Editing)
  Fragaki M.-Fragakis CH.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET807	**SEMESTER OF STUDY**	**7o**
COURSE TITLE	EUROPEAN ECONOMIC INTEGRATION		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in discrete parts of the course e.g. Lectures, Laboratory Exercises etc. If the credits are awarded uniformly for the whole course indicate the weekly teaching hours and the total number of credits credits*	**WEEKLY TEACHING HOURS**	**CREDIT UNITS**
Total	3	6,0
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in the (δ).		

TYPE OF COURSE *general background, special background, specialisation general knowledge, skills development*	Specialist background, general knowledge specialisation
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING and EXAMINATION:	GREEK (ENGLISH FOR ERASMUS STUDENTS)
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES
ELECTRONIC COURSE PAGE (URL)	https://eclass. uop. gr/modules

(2) LEARNING OUTCOMES

Learning Outcomes

Describe the learning outcomes of the course - the specific knowledge, skills and competences appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels &6,7 8 of the European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

This course analyses the benefits and costs for member states of the integration of the European Union into a monetary union, with emphasis on the participation of the Greek economy in the euro area. It analyses the
the theory of the Excellent Monetary Areas (EMAs) and examines whether the euro area is an EMA. It examines the criteria for membership
in the euro area. The institutions of the Union are presented, with an emphasis on the European Central Bank (ECB).

LEARNING OUTCOMES

- A clear understanding of the benefits and costs to member states of the European Union becoming a monetary union.
- Clear understanding of the arguments for and against the participation of a small open economy in a monetary union, with specific reference to the participation of the Greek economy in the euro area.
- Clear understanding of the basic concepts of the theory of Optimum Currency Areas.
- Assessing the Eurozone as an excellent currency area. Examine, on the basis of theory, whether the euro area is an EMU.
- Examination and assessment of the criteria for joining the euro area.
- A clear understanding of the Union's institutions, with an emphasis on the European Central Bank.
- Clear understanding and analysis, based on macroeconomic theory, of how the ECB conducts monetary policy.
- Familiarisation and analysis of the policies of the European Union and the ECB to be used to understand the policies included in the three adjustment programmes followed in the Greek economy during the years of the crisis. Evaluation by students of these policies.

Students are asked to analyse Greek economic developments over the last twenty years, using the theoretical tools of analysis to assess the significance of Greece's participation in the euro area.

General skills

Taking into account the general competences that the graduate should have acquired (as indicated in the Diploma Annex and listed below) which one(s) is/are the course aimed at?.

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations	*Respect for diversity and multiculturalism*
Decision-making	*Respect for the natural environment*
Autonomous work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Group work	*Exercise of criticism and self-criticism*
Working in an international environment	*Promoting free, creative and inductive thinking*
Working in an interdisciplinary environment	*.....*
Generating new research ideas	*Other...*
	.....

Searching, analysing and synthesising data and information, using the necessary technologies Working in an interdisciplinary environment
Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Theory of optimum currency areas

Is the European Union an excellent currency area? The

benefits of the single currency

The cost of a common currency. The cost of losing the ability to conduct monetary policy in the event of asymmetric changes in demand.

The transition to a Monetary Union and the Maastricht criteria.

The European Central Bank: the institutional framework and monetary policy objectives

(4) TEACHING and LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY
Face to face, Distance learning education, etc.</td><td>✓ Face to face (Lectures in the room)
✓ Discussion with students using the Socratic method
✓ Presentation of case studies (case studies)
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Working on small group or individual projects in the classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES
Use of ICT in Teaching, Laboratory Education, Communication with students</td><td>✓ Use of ICT in teaching (power point presentations).
✓ Contact students via the eclass platform and email.
✓ Posting of slides and course material on the eclass platform.</td></tr>
<tr><td>ORGANISATION OF TEACHING
The way and methods of teaching are described in detail.
Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.

The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.</td><td>
<table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>65</td></tr>
<tr><td>Teamwork</td><td>39</td></tr>
<tr><td>Final examinations</td><td>2</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT
Description of the evaluation process

Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other

Explicitly identified assessment criteria are stated and if and where they are accessible to students.</td><td>5. Evaluation of the Group Work with presentation (30% of the total score)

6. End-of-semester exams (multiple-choice, Short Answer & Development Questions) (70% of the total score)</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Books:

- Liargovas P. Papageorgiou Chr. "THE EUROPEAN PHENOMENA" History, Institutions, Policies, JIOLA Publications 2021.
- De Grauwe, P. (2008). The Economics of Monetary Union. 6th International Edition. Athens: Papazisis Publications.
- Mankiw, G. (2012). Principles of Economics, 2nd volume, Athens, Greece: Typotheo - Dardanus Publications.
- Papazoglou, Ch. (2018). Introduction to International Economics. 3rd Edition. Athens: Chotra Publications.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET808**	**SEMESTER OF STUDIES**	8nd Semester
COURSE TITLE	Design Thinking and Innovation		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Describe the history of design thinking from the 50's
- ✓ Define and describe the concept of a wicked problem
- ✓ Understand the connection between the method of design thinking and innovation
- ✓ Describe the five phases of design thinking and their interconnection
- ✓ Be actively involved in defining problems with empathy
- ✓ Participate in phases of ideation by adopting creative thinking
- ✓ Suggest original solutions to solve problems
- ✓ Manufacture elementary prototypes for demonstration
- ✓ Implement and evaluate candidate solutions to a problem
- ✓ Adopt innovation to meet existing needs of potential customers

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Decision-making
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The aim of the course is for students to develop design thinking for innovation. The course helps students to gain knowledge of how design thinking is applied as a methodology for creative problem solving. They will also be able to acquire knowledge about the development and design of innovative products and services, strategic innovation, creativity and change, the presentation of innovative applications in modern challenges, customer-centric design and innovative marketing.

Thus, students are expected to be able to apply the method of design thinking in various subject areas with emphasis on the development and promotion of an innovative product or service. Working in groups will acquire the ability to cooperate, communicate and collectively reflect on the solution and resolution of complex problems. Thus, they are expected to develop a positive attitude towards innovation and entrepreneurial initiative in both individual and corporate environment. They will also understand the use of design thinking in enterprises for innovation management and organizational change.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to the history of design thinking		
2. Forming working groups and searching for thematic areas		
3. Wicked problems and design		
4. Identifying problems to solve		
5. Phase 1. Empathy		
6. Phase 2. Definition		
7. Phase 3. Ideation		
8. Phase 4. Prototyping (part 1)		
9. Phase 4. Prototyping (part 2)		
10. Phase 5. Testing (Part 1$^{o)}$		
11. Phase 5. Testing (Part 2$^{o)}$		
12. Group presentations		
13. Discussion and further applications of the method		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (70%) and	
	Final written exam (30%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHODS OF DELIVERY.	Face to face (interactive lectures),work in groups with appropriate material and technical infrastructure and collaboration through the online classroom
USE OF INFORMATION	Communication with students via email, eclass, PC, Video

<table>
<tr><td>AND COMMUNICATION TECHNOLOGIES</td><td>Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td>
<table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures</td><td>13</td></tr>
<tr><td>Independent Study and cooperation outside the classroom</td><td>111</td></tr>
<tr><td>Teamwork in the classroom</td><td>26</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Presentation/examination of group projects and comparative scoring (70%)

Exams at the end of the semester (Multiple Choice Questions, Short Answer & Development Questions) (30%)

Participation in both of the previous ones is mandatory.</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Kyratsis P. , Evkolidis N. , Minaoglou P. , Gravis A. (2021) Product design. Thessaloniki: Tziola Publications.
- Rowe, P. G. (1991). Design thinking. MIT press.
- Brown, T. (2008). Design thinking. Harvard Business Review, 86(6), 84.
- https://eproceedings.epublishing.ekt.gr/index.php/childspace/article/view/1408/2157
- Razzouk, R., & Shute, V. (2012). What is design thinking and why is it important?. Review of Educational Research, 82(3), 330-348.
- Dorst, K. (2011). The core of 'design thinking' and its application. Design Studies, 32(6), 521-532.
- Laurillard, D. (2012) Teaching as a Design Science: Building pedagogical patterns for learning and technology. Routledge.
- KaltsaM., Liamadis G., Moustakas K . (2018). Perceptions of Time. With Design as a tool, children re-approach the fourth dimension of space. Spaces for the Child, 1, 1077-1089.

Foreign literature:

- Brissimis, S., D. Sideris, and F. Voumvaki, "Testing Long-Run Purchasing Power Parity under Exchange Rate Targeting," Journal of International Money and Finance, 24, 2005, 959-981.
- Sideris, D. et al, "Competitiveness and external imbalances within the euro area", European Central Bank Occasional Paper 39, December 2012.
- Sideris, D., "Optimum currency areas, Structural changes and the endogeneity of the OCA criteria: Evidence from six new EU member states", Applied Financial Economics, February 2011, 21, 195-206.
- Sideris, D., "Do the new EU member states form an Optimum Currency area with the euro zone?" in Conference Proceedings on "Economic and Financial Stability in SE Europe in a Historical and Comparative Perspective", National Bank of Serbia, March 2009.
- Sideris, D., "Purchasing Power Parity in economies in transition: evidence from Central and East European countries", Applied Financial Economics, January 2006, 16, 1-2, 135-143.
- Polito, V. and M. Wickens "How the euro crisis evolved and how to avoid another: EMU, fiscal policy and credit ratings", 2014, Journal of Macroeconomics 39, 375-377.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET809**	**SEMESTER OF STUDIES**	8th Semester
COURSE TITLE	Digital Innovation and Entrepreneurship		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY HOURS DIDASKALIAS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
C.LAUSSA OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Describes the key concepts of digital entrepreneurship and digital innovation
- ✓ Explains contemporary digital challenges and cites examples
- ✓ Understands the necessity of business ethics in the digital age
- ✓ Explains the concepts of ecommerce and digital marketing
- ✓ Understands the organizational culture of digital businesses
- ✓ Understands the importance of the business plan for digital businesses
- ✓ Develops analyses for digital entrepreneurship (PEST, SWOT, CANVAS, etc.)
- ✓ Prepares a digital business business plan
- ✓ Outlines policies and mechanisms to support digital entrepreneurship
- ✓ Analyses the digital transition of SMEs

General Competencies

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Adaptation to new situations
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Working in a multidisciplinary environment
- ✓ Respect for diversity and multiculturalism
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

E-Business offers the opportunity to increase the competitiveness of businesses (with innovative business models, personalized services, analysis of purchasing behavior data, etc.) but also the creation of new businesses by exploiting the potential of digital media (e.g. Internet). Innovation is also an essential tool in the modern business environment for increased productivity, added value, extrovert competitiveness and sustainable growth. This course covers the above two trends (i.e. the connection of digital services and new entrepreneurship) through an interdisciplinary approach.

Unity title	**Biography**	**Link to the present**
1. Introduction to the digital economy		
2. Introduction to Digital Innovation		
3. Introducing digital entrepreneurship		
4. E-business business models		
5. Technological and operational developments in digital media		
6. Design innovations in business services / products, processes, etc.		
7. Strategy for innovation and digital entrepreneurship		
8. Design and development of a business plan		
9. Development and financing of new businesses		
10. Critical success factors in running new businesses		
11. Digital transition of SMEs		
12. Examples and good practices		
13. Repetition and discussion		
Ways to evaluate a student:		
Suggestion 1	Presentation/examination of group work(30%) and	
	Final written exam(70%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

WAY OF DELIVERY.	Face to face (interactive lectures) and collaboration through an online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass,PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform

TEACHING ORGANIZATION	***Dr.inactivity***	***Workload FromAmenos***
	Lectures	39
	Independent Study	111
	Total course (25 hours of workload per credit unit)	**150**
STUDENT EVALUATION	*Presentation/examination of group projects and comparative scoring(30%)* *Exams at the end of the semester* (Multiple*Choice*Questions, *Short Answer & Development Questions) (70%)*	

(5) RECOMMENDED -BIBLIOGRAPHY

- Βλαχοπούλου, Μ., και Δημητριάδης, Σ. (2014). Ελεκτρονικό επιχειρείν και μάρκετινγκ: Εκδόσεις Rosili
- Perkin, N. και Abraham, P. (2020). Το Επιχειρείν στον Ψηφιακό Μετασχηματισμό: Εκδόσεις Rosili
- Chaffey, D. (2016). Ψηφιακές επιχειρήσεις και Ηλεκτρονικό εμπόριο Στρατηγική, υλοποίηση, εφαρμογή, Αθήνα: Κλειδάριθμος

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET810**	**SEMESTER**	8
COURSE TITLE	Business Analytics and Recommender Systems		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Compulsory
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Interpret data to inform business decisions
- Recognise trends, detect outliers, and summarize data sets
- Analyse relationships between variables
- Develop and test hypotheses
- Craft sound survey questions and draw conclusions from population samples
- Implement regression analysis and other analytical techniques in Excel

General Skills

The general skills that the student should have acquired and that the course aims at are:

- Search, analysis and synthesis of data and information, using appropriate technologies
- Adaptivity to new situations
- Turning theory into practice
- Decision-making
- Autonomous work
- Teamwork
- Production of new research ideas
- Criticism and self-criticism
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: Modern executives, in their attempt to extract information and analyze data, use information systems. The modern business has at its disposal an

extremely large variety, but also a variety of data. This data, with proper processing, can be a valuable source of information needed to make improved decisions. Business Analytics is the process of turning data into insights for better decision making. Personalisation technologies include user modeling, content, collaborative, hybrid and knowledge-based recommender systems. Recommender systems are a subset of an information filtering system that seeks to predict the "rating" or "preference" that a user would give to an item.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to business analytics and recommender systems		
2. Descriptive statistics, data visualisation, probability		
3. Statistical inference, linear regression		
4. Predictive data mining		
5. Spreadsheet models		
6. Monte Carlo simulation		
7. Neighbourhood-Based Collaborative Filtering		
8. Model-Based Collaborative Filtering		
9. Content-Based Collaborative Filtering		
10. Knowledge-based Collaborative Filtering		
11. Ensemble-Based and Hybrid Recommender Systems		
12. Recommender system evaluation		
13. Case study		
Course Assessment:		
Suggestion 1	Course Assignments and final exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*Course assignments **30%*** *End of the semester exams (Multiple Choice Questions, Short*

Activity	***Course Workload***
Lectures	39
Study at home	111
Total course workload (25 hours of workload per credit unit)	**150**

	Answer and Development Questions) ***70%***

(5) RECOMMENDED READING

Books in Greek

Γ. Σταλίδης, Δ. Καρδαράς, Διαχείριση Δεδομένων και Επιχειρηματική Ευφυία, [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στον Κάλλιπο: http://hdl.handle.net/11419/1161

Κύρκος, Ε., (2015). Επιχειρηματική ευφυΐα και εξόρυξη δεδομένων. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. Διαθέσιμο στο: http://hdl.handle.net/11419/1226 [Κωδικός στον Εύδοξο: 320088]

Γεωργιάδης, Χ. 2015. Εξατομίκευση και Συστήματα Συστάσεων. [Κεφάλαιο Συγγράμματος]. Στο Γεωργιάδης, Χ. 2015. Τεχνολογίες παγκόσμιου ιστού και ηλεκτρονικού εμπορίου. [ηλεκτρ. βιβλ.] Αθήνα: Σύνδεσμος Ελληνικών Ακαδημαϊκών Βιβλιοθηκών. κεφ 4. Διαθέσιμο στο: http://hdl.handle.net/11419/2292

Books in English

James Evans, Business Analytics, 3rd Edition, 2019, Pearson

J.D. Camm, J.J. Cochran, M.J. Fry, J.W. Ohlmann, Business Analytics, 4th edition, 2020, Cengage Learning

P. Pavan Kumar, S. Vairachilai, S. Potluri, S.N. Mohanty, Recommender Systems, Algorithms and Applications, 2021

Charu C. Aggarwalm, Recommender Systems, The Textbook, 2021, Springer

S.N. Mohanty, Recommender System with Machine Learning and Artificial Intelligence, 2020

R. Sherman, Business Intelligence Guidebook: From Data Integration to Analytics, 2014, Morgan Kaufmann; 1st edition

J.M. Kolb, Business Intelligence in Plain Language: A practical guide to Data Mining and Business Analytics, 2013

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET811**	**SEMESTER**	8
COURSE TITLE	Deep Learning and Data Visualisation		
TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**

	3	6

COURSE TYPE:	Optional
PREREQUISITES:	Machine Learning
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	Yes
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes
Upon successful completion of the course, the student will be able to: • Understand the basic principles of Deep Learning • Create code for Image classification and image segmentation • Create code for timeseries forecasting • Create code for text classification and machine translation • Perform complex visualisation tasks
General Skills
The general skills that the student should have acquired and that the course aims at are: • Search, analysis and synthesis of data and information, using appropriate technologies • Adaptivity to new situations • Turning theory into practice • Decision-making • Autonomous work • Teamwork • Production of new research ideas • Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: Deep learning is a type of machine learning and artificial intelligence (AI) that mimics the way people acquire certain types of knowledge. Deep learning is an important element of data science, which includes statistical and predictive models. Data visualization is an interdisciplinary field that deals with graphical data representation. It is a very effective way of communicating when the data is numerous such as a time series. The course aims at specialized analysis in deep learning and data visualization.

Course layout	**Bibliography**	**Presentation link**
1. Introduction to Deep Learning		
2. From Deep Learning to Generalization		
3. Radial basis function (RBF) networks		
4. Restricted Boltzmann Machine (RBM)		
5. Recurrent Neural Networks (RNN)		

6. Convolution Neural Networks (CNN)		
7. Deep Reinforcement Learning		
8. Introduction to the analysis of quantitative and qualitative data		
9. Applications for the analysis of quantitative data		
10. Applications for the analysis of qualitative data		
11. Ensemble methods: Combination of methods of analysis of quantitative and qualitative data		
12. Data Visualisation		
13. Case study in Data Visualisation		
Course Assessment:		
Suggestion 1	Course Assignments, weekly exercises, Final Exam	

The numbering refers to the corresponding week of teaching for the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	***Activity*** / ***Course Workload***
	Lectures: 39
	Study at home: 111
	Total course workload (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*Final exam (Short Answer and Problem Solving)* ***40%***
	Group assignment in theory (plus presentation) ***25%***
	Group assignment in practice (plus presentation) ***20%***
	Weekly homework ***15%***

(5) RECOMMENDED READING

Books in Greek:

Charu C. Aggarwal, Νευρωνικά Δίκτυα και βαθιά μάθηση, Εκδόσεις Φούντας, 2020, ISBN: 978-960-330-802-7, Εύδοξος: 94691948

T. Bergin, Εισαγωγή στην Ανάλυση Δεδομένων, Gutenberg, 2021

M. Kubat, Εισαγωγή στη Μηχανική Μάθηση, Εκδόσεις Φούντας, Εύδοξος: 102074861

Christ. Bishop, Αναγνώριση Προτύπων και Μηχανική Μάθηση, Εύδοξος: 86053413

Κ. Διαμαντάρας, Δ. Μπότσης, Μηχανική Μάθηση, Κλειδάριθμος.

Haykin, Simon. Νευρωνικά δίκτυα και μηχανική μάθηση, 3η έκδ., Αθήνα, Παπασωτηρίου,

2010.

Books in English:

Goodfellow I., Bengio Y., Courville, A., Deep Learning, Εκδ. MIT Press, 2016.

Francois Chollet, Deep Learning with Python, Second Edition, 2021

Kieran Healy, Data Visualisation: A Practical Introduction, Princeton University Press; 1st edition, 2019

Cole Nussbaumer Knaflic, Storytelling with Data: Let's Practice, Wiley; 1st edition, 2019.

Cole Nussbaumer Knaflic, Storytelling with Data: A Data Visualization Guide for Business Professionals. Wiley; 1st edition, 2015.

C. Bishop. Pattern Recognition and Machine Learning. Springer, 2007.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET812**	**SEMESTER OF STUDIES**	8nd Semester
COURSE TITLE	Epistemology		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand epistemology as a branch of philosophy
- ✓ Describe theory of knowledge approaches in Ancient Greece
- ✓ Describe different theory of knowledge streams (Naturalism, Nominalism, Classical Positivism, Empiricism, Logical Positivism, Behaviorism).
- ✓ Critically analyze differences between previous streams
- ✓ Explain Popper's falsification criterion
- ✓ Understand Feyerabend's methodological anarchism
- ✓ Describe the genesis of Kuhn's scientific revolutions
- ✓ Understand and follow the principles of phenomenology and hermeneutics
- ✓ Explain the principles of critical theory
- ✓ Understand the streams of pragmatism and constructivism
- ✓ Recognize influences in individual scientific fields (e.g., public administration, management, economic thinking, technology, etc.).
- ✓ Present a case study on theory of knowledge effects on management science

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Autonomous work
- ✓ Teamwork
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity togender

issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: The purpose of the course is to introduce students to the problem of the nature, production and purpose of scientific knowledge through the various philosophical streams. From antiquity (Plato, Aristotle, etc.) to the present day, the validity of knowledge (gnosiology) has been a fundamental philosophical question with various approaches from the various schools of thought (e.g. empiricism, idealism, positivism, pragmatism, realism, etc.).

Thus, students are introduced to the various questions about knowledge (theory of knowledge) and their historical development in order to be able to recognize the various fundamental epistemological streams in different sciences and regions. Particular emphasis is placed on management science, economics and economic thinking, learning and education. Students are also expected to critically discuss the differences between philosophical streams and recognize their impact on specific scientific fields.

Module title	**Bibliography**	**Presentation Link**
1. Introduction to concepts		
2. Epistemology as a branch of philosophy		
3. The knowledge theory of the Pre-Socratics, Platonic and Aristotle		
4. Theory of knowledge streams: Naturalism, Legalism, Classical Positivism, Empiricism		
5. Theory of knowledge streams: Logical Positivism, Behaviorism		
6. Popper's criterion of falsification		
7. Feyerabend's Methodological Anarchism		
8. The Genesis of Kuhn's Scientific Revolutions		
9. Phenomenology and hermeneutics		
10. The critical theory		
11. Dewey's pragmatism and constructivism		
12. Influences on scientific fields		
13. Recap and discussion		
Methods of student assessment:		
Suggestion 1	Presentation/examination of group work (40%) and	
	Final written exam (60%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY.</td><td>Face to face (interactive lectures) and collaboration through the online classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the eclass platform</td></tr>
<tr><td>TEACHING ORGANIZATION</td><td>
<table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>111</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Presentation/Examination of group projects and comparative scoring(40%)

Exams at the end of the semester (Multiple Choice Questions, Short Answer & Development Questions) (60%)</td></tr>
</table>

(5) RECOMMENDED -BIBLIOGRAPHY

- Terezis, C. (2018). Elements of introduction to philosophy. Athens: Okto.
- Rosenberg, A. (2017). Philosophy of social sciences. Heraklion: University of Crete Publications.
- Roussopoulos,G. (2017). General epistemology. Athens: Sakkoulas.
- Kouzelis, G. (1991). From the experiential to the scientific world. Athens: Kritiki.
- Flea, S. (2008). Science and truth. Athens: Okto.
- Audi, R. (2011). Epistemology. Third Edition. Routledge.
- Sosa, E. (2017). Epistemology. Princeton: Princeton University Press.
- Kouzelis, G. and Psychopedis,K. (Epmm.) (1996). Epistemology of the Social Sciences. Athens: Nisos.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET813**	**SEMESTER OF STUDIES**	8nd Semester
COURSE TITLE	History of The Economy and Technological Revolutions		

INDEPENDENT TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

TYPE OF COURSE	Selective
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek and English
THE COURSE IS OFFERED TO ERASMUS STUDENTS	Yes
ONLINE COURSE PAGE(URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, the student will be able to:

- ✓ Understand the concept of the technological revolution and present examples
- ✓ Critically analyze the reasons for the decline of the ancient world
- ✓ Describe the agricultural revolution and explains its economic consequences
- ✓ Describe the rise and fall of feudalism
- ✓ Explain the concept of globalization by linking it to technological innovations
- ✓ Critically analyze differences between the first and second industrial revolutions
- ✓ Describe the impact of the industrial revolution on the education system
- ✓ Explain the concept of economic and technological change
- ✓ Analyze institutional structures in relation to the technological changes of the 20th century
- ✓ Explain changes in the education system in relation to institutional and technological factors that led to the digital revolution

General Skills

- ✓ Search, analysis and synthesis of data and information, using the necessary technologies
- ✓ Autonomous work
- ✓ Respect for diversity and multiculturalism
- ✓ Respect for the natural environment
- ✓ Demonstration of social, professional and moral responsibility and sensitivity together issues
- ✓ Criticism and self-criticism
- ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Brief Course Description: By teaching this course, students are able to analyze the major economic historical phenomena in conjunction with and in connection with the technological revolutions under the view of economics with the use of its basic concepts, tools, proposals and alternative approaches. Understanding the economic phenomena that have taken place in the past and how the technological revolutions have helped to shape them. They will also be able to discuss education issues in the history of the economy and technological revolutions.

Specifically, the course includes the following topics:

The first historical technological revolution. The Agricultural Revolution and its economic consequences

Economic change and decline of the ancient world

The rise and fall of feudalism. Its economy, its technology and its administrative structures

The technological innovations that led to the discovery of the new world and the emergence of the first historically globalization

The first industrial revolution and the emergence of classical political economy

The second industrial revolution and its consequences on the transformation of the world

The examination of economic and technological change based on the various theories of economic science

Economic analysis of the institutional structures and technological changes of the 20th century that led us to the Digital Revolution

Module title	**Bibliography**	**Presentation Link**
1. Introduction to the way in which economic analysis negotiates major historical economic phenomena.		
2. The first historical technological revolution. The Agricultural Revolution and its economic consequences		
3. The organizational and administrative implications of the agricultural revolution		
4. Economic change and decline of the ancient world		
5. The rise and fall of feudalism. Its economy, its technology and its administrative structures		
6. Structure and changes in the beginnings of modern Europe		
7. The first industrial revolution and the emergence of classical political economy		
8. Review of the first industrial revolution. Its technological boundaries and its economic problems		
9. The second industrial revolution and its consequences		
10. The analysis of the consequences of the Second Industrial Revolution in the light of the new economic		

theories of the twentieth century		
11. The analysis of the administrative organization of the world of the Second Industrial Revolution.		
12. The examination of economic and technological change based on the ideology and the problem of the unpunished offender (free rider problem)		
13. Economic analysis of historical structures and their changes of the 20th century that led us to the Digital Revolution		
Methods of student assessment:		
Suggestion 1	Final written exam (100%)	
	Language of Assessment Greek or English	

The numbering refers to the corresponding week of the course.

(4) TEACHING AND LEARNING METHODS - EVALUATION

METHODS OF DELIVERY.	Face to face (interactive lectures) and collaboration through the online classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, e-class, PC, Video Projector, Interactive Whiteboard, Posting of educational material and lectures on the e-class platform
TEACHING ORGANIZATION	***Activity*** / ***Semester Workload***
	Lectures: 39
	Independent Study: 111
	Total course (25 hours of workload per credit unit): 150
STUDENT ASSESSMENT	*Exams at the end of the semester* (Multiple *Choice* Questions, *Short Answer & Development Questions) (100%)*

(5) RECOMMENDED -BIBLIOGRAPHY

TRANSLATED INTO GREEK

- North, D., Structure and Changes in Economic History, Kritiki Publications, 2000
- Olson, M., The Rise and Decline of nations, Papazisis Publications, 2007

BIBLIOGRAPHY IN ENGLISH

- Negroponte, N., Being Digital, 1995

- Scheidel, W., The Great Leveler: Violence and the History of Inequality from the Stone Age to the Twenty First Century, Princeton, 2017

- Keys, D., Catastrophe: An Investigation into the Origins of the Modern World, Century, 1999

- Fogel, R., Railroads and American Economic Growth: Essays in Econometric History, 1964.

- Fogel, R., The Escape from Hunger and Premature Death, 1700–2100: Europe, America, and the Third World. New York: Cambridge University Press, 2004

- Fogel,R., The Changing Body: Health, Nutrition, and Human Development in the Western World since 1700 (co-written with Roderick Floud, Bernard Harris, and Sok Chul Hong), Cambridge University Press, New York 2011

- Fogel, R., Political Arithmetic: Simon Kuznets and the Empirical Tradition in Economics (co-written with Enid M. Fogel, Mark Guglielmo, and Nathaniel Grotte), University of Chicago Press, Chicago 2013

- North, D., The Economic Growth of the United States, 1790–1860, Prentice Hall, 1961.

- North, D., Understanding the Process of Economic Change, Princeton University Press, 2005

- North, D., Violence and Social Orders: A Conceptual Framework for Interpreting Recorded Human History, Cambridge University Press, 2009

- North, D., and Thomas, R., The Rise of the Western World: A New Economic History, Cambridge University Press, 1973

- Friedman, M., and Schwartz, A., A Monetary History of the United States 1867-1960, Princeton University Press, 1971

- McNeill, W., The Rise of the West: A History of the Human Community. Chicago: University of Chicago Press, 1963

- McNeill, W., Plagues and Peoples. Garden City, NY: Anchor Press, 1976

- McNeill, W., The Human Condition: An Ecological and Historical View. Princeton: Princeton University Press, 1980

- McNeill, W., The Pursuit of Power: Technology, Armed Force, and Society since A.D. 1000. Chicago: University of Chicago Press, 1982

- McNeill, W., The Global Condition: Conquerors, Catastrophes, & Community. Princeton: Princeton University Press, 1992

- Temin, P., New Economic History, Penguin Books Ltd, 1973
- Bresson, A., The Making of the Ancient Greek Economy: Institutions, Markets, and Growth in the City-State, Princeton University Press, 2015
- Diamond. J., Guns, Germs, and Steel: The Fates of Human Societies, 1997
- Diamond, J., Collapse: How Societies Choose to Fail or Succeed, 2005
- Diamond, J., Upheaval: How Nations Cope with Crisis and Change, 2019
- Woodcock, Al., Catastrophe Theory, Pelican, 1988
- Thom, R., Structural Stability and Morphogenesis, Westview, 1989
- Power, S., Economics, Policy, and Electric Utilities since 1940, Chicago University Press, 2016

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET814	**SEMESTER OF STUDY**	8°
COURSE TITLE	INTERNATIONAL LAW		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in discrete parts of the course e.g. Lectures, Laboratory Exercises etc. If the credits are awarded uniformly for the whole course indicate the weekly teaching hours and the total number of credits credits*	**WEEKLY HOURS TEACHING**	**CREDIT UNITS**
Total	3	6,0
Add rows if necessary. The teaching organization and the teaching methods used are described in detail in (d).		

TYPE OF COURSE *general background, special background, specialisation general knowledge, skills development*	Specialization knowledge
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING and EXAMINATION:	GREEK (ENGLISH FOR ERASMUS STUDENTS)
THE COURSE IS OFFERED TO ERASMUS STUDENTS	YES
ELECTRONIC PAGE COURSE (URL)	https://eclass. uop. gr/modules

(2) LEARNING OUTCOMES

Learning Outcomes

Describe the learning outcomes of the course - the specific knowledge, skills and competences appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Level Indicators &6,7 the 8European Qualifications Framework for Lifelong Learning and Annex B*
- *Learning Outcomes Writing Guide*

1.Knowledge: An initial attempt is made to familiarize the student with international law and its applications in the contemporary international community. The student is introduced to the historical path of the emergence of international law and the theoretical approaches of the great international lawyers, from Grotius to Koskenniemi, who have overturned the historical narrative of the birth and development of international law. Reference is also made to the international lawyers who have presented the core courses in recent years at the Hague Academy (Peace Palace, summer courses), since only those legal international lawyers who have formulated a coherent theoretical new narrative are invited there, with recent examples of Weiss (George Washington University) who has formulated a very advanced theory of 'international law in a kaleidoscopic world', or Em. Rukunas on the role of the individual in international law, Higgins' theory of international law as not a static thing, but as a process.

After clarifying the characteristics and dimensions of the modern international community, the subjects of international law, as well as other international actors - bearers of rights and obligations - are analysed.

Here, the state, international organizations, individuals, and other non-state actors are discussed.

and their status in international law.

The creation of international law is then examined, i.e. the sources are systematically analysed, categorised into formal, substantive and informal (see acts of international

organisations, which are not formally included in Article 38 of the Statute of the International Court of Justice of The Hague), etc.

The approach to the sources (international conventions, custom, general principles, acts of organs of international organisations, etc.) is based on an investigation of the law-making process and the content of the rules they contain.

This allows not only for historical reference to the "source" but also for the way the rule is applied in contemporary international practice.

At the same time, the approach to international law goes through the issues of its implementation. In this context, application in the international arena and in the domestic legal orders of states is examined. A basic component of this theme is the examination of the provisions of the Greek Constitution on the relationship between the rules of international law and domestic law. The discussion further proceeds to a thorough examination of the implied relationship between international and domestic law. By establishing the primacy of the former over the latter, in accordance with Article 28 (1) of the Constitution, it is established that the former is superior to the latter. Finally, the issues of the hierarchy between the rules of international law and the implications of the emergence of a later rule are examined.

The case of jus cogens rules, i.e. rules that are not subject to derogation, and the issue of erga omnes rights/obligations, constitute a separate subject of interest, which is mainly examined in the context of treaty law.

2. Interdisciplinarity: It goes without saying that in the current academic semester we essentially have an introduction to the science of international law, which comes after the approaches of political science, general principles of law, diplomatic history, which through the functioning of the international community, comes to complement the treatment of the issues of the functioning of international relations in the modern world, through a legal perspective. Here, the student must become acquainted and addicted, with references necessarily made, to the whole subject matter of international law, which is taught in the subsequent semesters of the curriculum. This is necessary since the concepts (e.g. application of an international treaty) cannot be detached from the context of their application which may be referred to in later material, e.g. responsibility (?) of Greece for not properly implementing the interim agreement with FYROM, the Prespa Agreement, the Turkey-Libya EEZ Agreement, to mention only some of the examples discussed in detail.

LEARNING OUTCOMES

One of the greatest difficulties in international law is learning to locate, evaluate, analyse and make use of the knowledge in libraries, not only those of the University, but especially those found online. On platforms, blogs, official websites. To learn to identify, through current events and the events themselves that take place around the world, the legally interesting - as far as international law is concerned - facts, so that they can then apply the theory they learn and find the answers to difficult questions.

This is necessary in order to be able to identify the inaccessible - horizontal - state practice with a belief in law, i.e. the elements that form international custom, which is the most interesting factor in the formation of rules and customs of international law, but also in the interpretation of provisions of international treaties. In fact, these state actions do not only concern those that are recorded unilaterally, but mainly those that are formed through international cooperation (within the framework of international organisations, intergovernmental organisations such as the UN, the

Council of Europe, the Organisation of American States, or ASEAN, but also organisations with supranational elements such as the EU, or sui generis elements such as the OSCE and NATO).

All the knowledge required by second-year students, who are confronted for the first time with international law, i.e. with a central course of their studies, and thus approach for the first time issues concerning the subjects of international law (states, international organizations), but also the sources of international law (formal ones included in Article 38 of the Code of International Law, i.e. international treaties, international custom, general principles of international law, subsidiary ones, such as the case law of international courts and the teachings of international law scholars, but mainly atypical ones, such as the jurisprudence of international courts and the doctrines of international law scholars), are covered. How these agreements are applied, what happens in the event of international disputes arising, which agreements can be declared invalid by international courts or arbitral bodies, how they are denounced, what it means that what has been agreed is respected in the event of succession of states, what is meant by an unexpected and radical change of circumstances, etc. All of the above cannot be understood without a thorough and rich presentation of multiple examples - both historical, so that the evolution of the rules can be seen through the evolution of international life itself - and current, with all the contemporary current examples that concern internationalists all over the world, in Europe, and of course always with emphasis on Greece, or Greek internationalists. This allows students having, or locating all the evidence, to be able to apply the theory and approach current affairs with confidence.

This also allows them to develop critical thinking, both in terms of the news presented, analysed, often superficially, to understand the difference between scientific and journalistic analysis. Scientific analysis that uses all the data, with knowledge of theory, and analysis of primary sources, jurisprudence and even critical thinking (they do not only study the decision of, for example, an international court, but are guided in the course to study, and indeed primarily, the divergent or separate opinions of individual enlightened judges (many of them even Greeks) who helped international law to evolve.

The course makes extensive use of new technologies, audiovisual libraries, teaching videos from MOOC programmes, especially until students have access to the textbooks themselves, which are often acquired after the first two months of teaching. Until then, therefore, the sources of international law, the actors (subjects - users, according to Rukuna) of international law are sought and analysed through the multiplicity of options currently provided through textbooks, but mainly through official online countries, bibliographic research, databases, blogs and interactive sites, through which students learn how to obtain information that is certified, authentic, referring to primary research of Statutes, Conventions, Resolutions and Decisions, or reliable secondary sources from a specific catalogue of scientific journals, or encyclopaedias of international law (such as Max Planck).

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies	*Project planning and management*
Adapting to new situations Decision-making	*Respect for diversity and multiculturalism Respect for the natural environment*
Autonomous work Group work	*Demonstrate social, professional and ethical responsibility and sensitivity to gender issues*
Working in an international environment	*Exercise of criticism and self-criticism*
Working in an interdisciplinary environment	*Promoting free, creative and inductive thinking*
Generating new research ideas	*.....*
	Other...
	.....

Search analysis and synthesis of knowledge, theory and application. Adaptation to research requirements and familiarity with terminology.

The class Research Guide of the course, terminology, mainly Latin, but also other terms, all the relevant sites, where students can familiarize themselves with international law, while they are taught research methodology, text study, case law study, bibliography.

At the same time, after the first few months, the course is enriched with tutorials on practical problem solving, so that they learn the methodology of analysis and synthesis, the isolation of facts of legal interest, the identification of the rules of international law that they must apply, the methodology of answering specific questions through the deductive method and only at the end the answer.

This allows students to learn in time that there is no one truth in international law, but that, like everything else, it has different perspectives, different meanings whether one teaches the subject in the US, or Greece, different schools of thought, through specific examples of analyses from the American Society of International Law, the European Society of International Law and corresponding analyses that students learn about every December in the context of the annual conference of the Hellenic Society of International Law and International Relations. In addition, students learn to recognize the different schools of international law (natural law, positivism, pragmatism, critical legal studies, third world studies, New Haven), and to recognize the school followed by the most important international lawyers in Greece (through a historical review).

(3) COURSE CONTENT

e course covers the following chapters of international law: History of international law, theories, content of the international community, subjects, sources, codification, application of international law at the international level and its incorporation into customary law, the case of the Greek Constitution and the application of international law in Greece, including the ratification of international treaties, the relationship between international and domestic law, issues of hierarchy of rules, jus cogens and erga omnes rules, rights and obligations.

e detailed diagram of the course is as follows:

A. INTERNATIONAL LAW AND THE INTERNATIONAL COMMUNITY: Introduction

α. Historical review of the emergence and development of international law through the different theories.

β. Characteristics of the modern international community.

B. SUBJECTS OF INTERNATIONAL LAW AND OTHER INTERNATIONAL ACTORS

α. The State

β. International organisations c. Individuals

δ. Other non-state actors

Γ. THE CREATION OF INTERNATIONAL LAW

α. The sources of international law: typology - distinctions - conceptual presuppositions

i. the international conventions
ii. the international custom
iii. the general principles of international law
iv. the unilateral acts/concerns of States
v. acts of the organs of international organisations
vi. the non-binding agreements
vii. Other ancillary sources

β. The codification of international law

Δ. THE APPLICATION OF INTERNATIONAL LAW

α. Application on the international scene

β. Application at the internal level

(4) TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face to face, Distance learning education, etc.*	Face-to-face, but also asynchronous e-learning through platforms. Until the 2018 the moodle platform of the European Centre for Research and Training on Human Rights and Humanitarian Action (ECDCHR) is used, see www. ekekdaad. org/moodle alongside the e class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Education, Communication with students*	-Using Power Point presentation software with multimedia integration to make learning more engaging -Use of ICT in communication with students Communication with students via e-mail.
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly identified assessment criteria are stated and if and where they are accessible to students.*	7. *Evaluation of the Group Work with presentation (30% of the total score)* 8. *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*

Activity	***Semester workload***
Lectures	39
Independent Study	65
Teamwork	39
Final examinations	2
Total course load (25 hours of workload per credit)	**150**

(5) RECOMMENDED-BIBLIOGRAPHY

- Research and documentation guide

- Perrakis St., Marouda M.D., International Justice Law, I. Sideris Publishers, 2016 (2nd edition, October 2016)

- Roukouna E., International Law, Nomiki Bibliothiki, 2017
- Boyle, Alan, *The Making of International Law,* Oxford University Press, 2007
- Evans M. (ed), *International Law*, Oxford University Press, 2006
- Shaw M., *International Law*, 5th edition, Cambridge University Press, 2003
- Cassese, Antonio, *International law,* Oxford University Press, 2005
- Aust, Anthony, *Handbook of International Law*, Cambridge University Press, 2005.
- Decaux E., *Droit international public*, 7th ed., Dalloz, 2010
- Dupuy, P.M., *Droit International Public*, 8th ed., Dalloz, 2006
- Corten O., Le discours du droit international, pour un positivisme critique, Pedone,

Encyclopedias of International Law

The *Encyclopedia of Public International Law* (Max Planck Institute for Comparative Public Law, 1990) (EPIL) or online since 2010 (but via library proxy).

Series "Texts on International Practice", Edited by Stelios Perrakis, Ant.N. Sakkula Publications. Among others are:

- United Nations: institutional framework and legal and political action / St. Perraki, M.- D. Marouda - Athens, Komotini: A. Sakkoulas, 2006 (volume 16)

- Fundamental acts of international law / Stelios E. Perrakis. - Athens, Komotini: A. Sakkoulas, 2006 (volume 17)

- Armed Conflicts and Humanitarian Law /St. Perrakis - M.D.Marouda, Athens, Komotini: A. Sakkoulas, 2001 (volume 12)

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 815**	**SEMESTER OF STUDIES**	8TH Semester
COURSE TITLE	ORGANIZATIONAL PSYCHOLOGY		
INDEPENDENT TEACHING ACTIVITIES		**WEEKLY TEACHING HOURS**	**ECTS**
		3	6
TYPE OF COURSE	OPTIONAL		
PREREQUISITE COURSES:	NO		
LANGUAGE OF TEACHING AND EXAMINATIONS:	Greek		
THE COURSE IS OFFERED TO ERASMUS STUDENTS			
ONLINE COURSE PAGE(URL)	eclass.uop.gr		

2. LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course students will be able to know the basic theories, concepts and methods used to diagnose behaviors within organizations in:

- ✓ (micro-) individual level, which focuses on the factors that determine the behavior of the individual (e.g. personality, attitudes towards work, motivations, values, etc.),
- ✓ (inter-) group level, which focuses on group behavior (e.g. team building, communication, leadership), and
- ✓ (macro) organizational level, which focuses on the organization as a system and examines issues such as organizational structure, culture, etc.

General Skills

- Exercise ctiticism and self-criticism
- Teamwork
- Decision-making
- Project management
- New research ideas development
- Adaptation to new situations
- Demonstration of social, professional and ethical responsibility
- Autonomous work
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

Organizational psychology is a branch of applied psychology. Using theories and research methods of the social sciences, it studies in depth the employee and his interaction with his work environment, while also examining the relationships among employees. This course is designed to provide an introduction to the field of organizational psychology followed by complementary courses such as Human Resource Management and Organizational Behavior and Leadership. Students after the course will be able to use the models, concepts and practical applications of organizational psychology in order to work more efficiently in modern business and contribute to their development. The content of the course is based on the analysis of the basic principles and applications of organizational psychology. The sub-sectors that are developed are the psychometric evaluation and measurement of individual differences, social psychology, job satisfaction and work stress, etc.

Module title	**Bibliography**	**Presentation Link**
1. Introduction and basic concepts in Organizational Psychology	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
2. Psychometric assessment in Organizational Psychology - Psychology of individual differences - Intelligence-Cognitive skills questionnaire	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
3. Psychology of individual differences - Personality – Personality questionnaire	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
4. Psychology of individual differences – Emotional Intelligence	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
5. Learning	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
6. Prejudices, stereotypes and perception	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013).	eclass.uop.gr

	Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	
7. Attitudes, job satisfaction and positive work attitudes	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
8. Integration, socialization in the organization and the Psychological Contract	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
9. Job performance and negative work behaviors	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
10. Work stress and burn out. Questionnaires to be completed in the classroom	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
11. Group dynamics in the workplace.	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
12. Case studies presentation	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
13. Repetiton of the taught material and conclusions	Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.	eclass.uop.gr
Methods of student assessment:	Group Assignment (30%)	
	Final written exam (70%)	

The numbering refers to the corresponding week of the course.

4. TEACHING AND LEARNING METHODS - EVALUATION

<table>
<tr><td>METHOD OF DELIVERY.</td><td>✓ Face to face (interactive lectures)
✓ Class discussions using the method of Socratic dialogue
✓ Presentation of Case studies
✓ Presentation of scientific articles and studies related to the teaching subject
✓ Elaboration of small-scale group or individual projects and exercises in the class</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>✓ The communication with the students is done through email and through the eclass platform where the forum is also used for briefing the students and facilitating the interaction between students and professor.
✓ The educational materials of the course (the powerpoint slides as well as the notes of the lectures, pictures, texts, and videos) are offered in electronic form to the students through the eclass platform.
✓ The teaching of the course is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANIZATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester Workload</th></tr>
<tr><td>Lectures (13 weeks of teaching X 3 teaching hours per week = 39 hours of teaching per semester)</td><td>39 hours (1,56 ECTS)</td></tr>
<tr><td>Group assignment</td><td>34 hours (1,36 ECTS)</td></tr>
<tr><td>Study at home</td><td>75 hours (3 ECTS)</td></tr>
<tr><td>Final written exams</td><td>2 hours (0,08 ECTS)</td></tr>
<tr><td>Total course (25 hours of workload per credit unit)</td><td>150 hours (6 ECTS)</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>Group assignment (30%)
Final written exam (70%)</td></tr>
</table>

5. RECOMMENDED BIBLIOGRAPHY

Greenberg, J., Baron, R. & Αντωνίου, Α. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. Αθήνα: Γ. Δαρδάνος.

Κάντας, Α. (1995). Οργανωτική-Βιομηχανική Ψυχολογία. Αθήνα: Ελληνικά Γράμματα.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET 816**	**SEMESTER OF STUDY**	8^{O} Semester
COURSE TITLE	Theories of the State		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	Special Knowledge, Optional
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

Upon successful completion of the course, students will be able to:

- They understand basic concepts of the philosophy of law and general political science, such as law and law, the state, sovereignty, constitutional power, the social contract, the state, freedom, etc.
- They are aware of the evolution of the meaning of the above concepts within and against history
- They have a basic knowledge of various theories of the state and the polity.
- Analyse the relationship between state, law and citizenship in the context of different political and/or legal theories.
- Form their own perception of the building blocks, the fundamental principles and the functioning of the modern democratic state.

General skills

✓ Exercise of criticism and self-criticism
✓ Teamwork

✓ Decision-making ✓ Autonomous Work ✓ Search, analysis and synthesis of data and information, using the necessary technologies ✓ Promoting free, creative and inductive thinking

(3) COURSE CONTENT

Themes:

1. The state and sovereignty: The gradual and long march towards the centralized state as the first form of the state of modernity - A definition of the state (Michael Mann) - The historical and political conditions of Bodin's time - Sovereignty and its "signs" in Bodin - Parameters of sovereignty (M. Loughlin) - Sovereignty and its "signs" in Hobbes.
2. Social Contract: Epistemological, political-ideological and legal functions of social contract theories - Social contract, state and sovereignty in Grotius.
3. The Social Contract in Hobbs: Passion for power, generalized insecurity, unsocial sociability and the war of all against all: The Hobbesian natural state - The mechanistic transition to political society and instrumental reason - Methodological hypothesis or historical reality - The legal dimension of the Social Contract - The elements and functions of the Hobbesian social contract - The organic - anthropomorphic representation of the state - The limits of sovereignty in Hobbes.
4. Pufendorf's legal and political theory: the historical context and the change of the central question - The (even more) "new" natural law - Sociality as the foundation of natural law - "Complex" Social Contract, similarities and differences with Hobbes - Principles of fiscal and economic policy - "System of States".
5. The Social Contract in Locke's political theory: The natural state in Locke's theory - Equal liberty, values embedded in liberty, a positive concept of liberty - The natural right to property and its inherent limits - Social Contract/consent, political power/trust, legislative priority and representation - The right of resistance - The American Revolution.
6. The Social Contract and the problem of political freedom in Rousseau: The natural state, comparison with earlier thinkers, character - The transition, the elements of progress towards civilization, property as a source of inequality and the dialectical-evaluative character of the analysis - The Social Contract as a problem of political freedom - Popular sovereignty and the general will - The French Revolution.
7. The political and legal theory of Immanuel Kant I: The Social Contract as the transcendental foundation of the state, as an idea of orientation of co-legislative action and as an end in itself - The rational concept of Law, the differences between Law and Ethics and freedom as their common foundation.
8. Immanuel Kant's political and legal theory II: Public law, the separation of powers and the distinction between forms of state and forms of government - Republicanism v. democracy and the question of representation - The three a priori principles of the state - Civil autonomy and the right to vote - Taxation and social welfare - Rejection of the right of resistance - International and cosmopolitan law as conditions of the state - Nature as a guarantee and social anti-sociality as a lever.

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	✓ Face to face (Lectures in the room) ✓ Discussion with students using the Socratic method ✓ Presentation of case studies (case studies) ✓ Presentation of scientific articles and studies related to the teaching subject

<table>
<tr><td></td><td>✓ Working on small group or individual projects in the classroom</td></tr>
<tr><td>USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES</td><td>• The communication with students takes place via email and through the eclass platform where the forum is also used to inform students.
• The educational material of the course (slides and notes of the lectures) are offered in electronic form to the students through the eclass platform.
• The teaching of the courses is carried out through Laptop and Video Projector.</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td><table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Independent Study</td><td>65</td></tr>
<tr><td>Teamwork</td><td>39</td></tr>
<tr><td>Final examinations</td><td>2</td></tr>
<tr><td>Total course load (25 hours of workload per credit)</td><td>150</td></tr>
</table></td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>1. Evaluation of the Group Work with presentation (30% of the total score)
2. End-of-semester exams (multiple-choice, Short Answer & Development Questions) (70% of the total score)</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Aris Stylianou Theories of the social contract from Grotius to Rousseau, Polis 2006.

Manolis Angelidis / Thanasis Giouras (eds.) Theories of Politics and the State: Hobbes, Locke, Rousseau, Kant, Hegel, Savvalas 2005.

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
SECTION	MANAGEMENT SCIENCE & TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET817**	**SEMESTER OF STUDY**	7 °Semester
COURSE TITLE	Information Systems Analysis and Design II		

INDEPENDENT TEACHING ACTIVITIES	**TEACHING WEEKS**	**CREDIT UNITS**
	3	6

TYPE OF COURSE	SELECT
PREREQUISITE COURSES:	NO
LANGUAGE OF TEACHING AND EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	NO
ELECTRONIC COURSE PAGE (URL)	eclass. uop. gr

(2) LEARNING OUTCOMES

Learning Outcomes

The course teaches selected objects from the area of Information Systems Analysis, Design and Construction. The aim of the course is for students to understand the structure of the technology and operation of Management Information Systems, to deepen their understanding of issues related to the analysis and design of an Information System and to apply techniques and methods of the specific scientific area to real case studies.

Upon successful completion of the course students should be able to:

-explain and analyse the tasks performed in the life cycle of an information system

-compare the various system models used in the development of an information system

-analyze functional and non-functional requirements of an information system

-construct and analyse the Use Case Model of an information system using the UML design language

-construct and analyse the relational data model of an information system (relational model) -compose queries in SQL language using a database management system (e.g. MS Access) actively participate in working groups and manage problems that arise during the implementation of real Administrative Information Systems.
General skills
-Autonomous Work -Teamwork -Adaptation to new situations -Project planning and management

(3) COURSE CONTENT

-Introduction to Information Systems: Systems Theory, Information Systems, the role of Information Systems in Management, Information Systems and Operational Reorganization. -Information Systems Structure and Architecture, Information Systems Life Cycle, the Management of Information Systems Development -Software Engineering , Fundamental Concepts and Methodologies of Software Engineering -Requirements Analysis and Management (RAM) -System Models, the UML modelling language-Information Systems Design , Object Oriented Software Design -Basic Principles of Databases, the Relational Model. -Semantic and Logical Design, Entity Correlation Diagrams, Physical Design -Database Management Systems -Security and Maintenance of Information Systems -Information Systems Development environments (MS ACCESS, Visual Studio.NET, SQL Server) -Executive Information Systems and Decision Support Systems -Case studies

(4) TEACHING and LEARNING METHODS - EVALUATION

MODE OF DELIVERY.	Face-to-face (interactive lectures) and collaboration via e-classroom
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Database Management System Software (MS Access or SQL Server), Information Systems Development Software (Visual Studio.NET), e-Class Management Software to support the

<table>
<tr><td></td><td>learning process (eclass)</td></tr>
<tr><td>ORGANISATION OF TEACHING</td><td>
<table>
<tr><th>Activity</th><th>Semester workload</th></tr>
<tr><td>Lectures</td><td>39</td></tr>
<tr><td>Teamwork</td><td>55</td></tr>
<tr><td>Independent Study</td><td>56</td></tr>
<tr><td>Total Course Load (25 hours of workload per credit)</td><td>150</td></tr>
</table>
</td></tr>
<tr><td>STUDENT ASSESSMENT</td><td>I. Written final examination (40%) (Concluding) which includes:

-Multiple choice questions

-Case studies

Purpose of evaluation: To test understanding of the key elements of the course.

Evaluation criteria: Correctness, completeness, clarity and critical evaluation of the answers.

II. Group work (60%) (Concluding):

-Part 1: Analysis of MA requirements

-Part 2: Development of the MA Database section
Assessment purpose:

The competencies developed by students in analyzing functional and non-functional requirements of an information system, constructing and analyzing the Use Case Model of an information system using the UML design language, constructing and analyzing the relational data model of an information system, composing queries that utilize the relational data model in a database management system and actively participating in workgroups and managing project management, and developing a database management system.

Evaluation criteria: The completeness, accuracy and documentation of the solution provided, the organisation and management of the group work and its presentation.</td></tr>
</table>

(5) RECOMMENDED-BIBLIOGRAPHY

Books

- Patricia Wallace, (2014). Management Information Systems.

-John Gallaugher, (2011) Information Systems: A Manager's Guide to Harnessing Technology, August 2011 eISBN: 978-1-4533-3007-4, Pages: 346

-Roger S. Pressman, "Software Engineering: A Practitioner's Approach", Sixth Edition, McGraw Hill

- Sommerville, I., "Software Engineering", 6th Edition.

-Grady Booch, Robert A. Maksimchuk, Michael W. Engle, Bobbi J. Young, Ph.D., Jim Conallen, Kelli A. Houston, "Object-Oriented Analysis and Design with Applications", 3rd Edition, Addison Wesley, ISBN 0-201-89551-X

-Fowler , M., "UML Distilled", 3rd Ed., Addison Wesley

- Cockbum, A., "Writing Effective Use Cases", Addison-Wesley

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET818**	**SEMESTER**	8
COURSE TITLE	Game Theory		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- This course is an introductory approach to the concepts and methodology of Game Theory.
- The aim of the course is to get acquainted with the analysis tools offered by Game Theory for decision making under interdependent conditions.
- The students practice problems of different levels of information level and acquire the tools for a more complete analysis of financial problems.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

XXV. Introduction to Game Theory
XXVI. Static complete information games
XXVII. Dynamic games of complete and perfect information

XXVIII. Dynamic games of complete and incomplete information
XXIX. Incomplete information games
XXX. Applications in Economics

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	70
Study at home	80
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

- Βιβλίο [31325]: Εισαγωγή στη θεωρία παιγνίων, Gibbons Robert
- Βιβλίο [35241]: ΕΙΣΑΓΩΓΗ ΣΤΗ ΘΕΩΡΙΑ ΠΑΙΓΝΙΩΝ, MARTIN J. OSBORNE

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET819**	**SEMESTER**	8
COURSE TITLE	Time Series and Forecasting		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The main goal of this course is to develop the skills needed to conduct empirical research in fields that work with chronological data sets.
- The course aims to provide students with techniques and evidence for assessing and evaluating the quality of econometric models with chronological data.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment
- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

XXXI. Introduction Chronological Series
XXXII. Stochastic Time Series Models (AR, ARMA)
XXXIII. Forecasts and Controls
XXXIV. Stagnation, Tension and Unit Root Controls
XXXV. Multivariate Dynamic Models of Time Series -VAR

XXXVI. Multivariate Dynamic Models of Time Series -Factor Models
XXXVII. Granger causality
XXXVIII. Completion
XXXIX. Probability Methods -Kalman filter
XL. Bayesian -Markov Chain methods
XLI. Monte Carlo
XLII. Examples of applications
XLIII. Revision exercises

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	70
Study at home	80
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

- Βιβλίο [12636580]: Στατιστική, Χάλκος Γεώργιος Ε.
- Βιβλίο [3365]: Εφαρμοσμένη Στατιστική, Όθωνας Παπαδήμας, Χρήστος Κοίλιας
- Βιβλίο [50658563]: Η διερεύνηση της Στατιστικής με τη χρήση του SPSS της IBM, Andy Field

COURSE OUTLINE

(1) GENERAL

SCHOOL	ECONOMICS AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	**DET820**	**SEMESTER**	8
COURSE TITLE	Digital Economy Applications		

TEACHING ACTIVITIES	**WEEKLY TEACHING HOURS**	**ECTS**
	3	6

COURSE TYPE:	Optional
PREREQUISITES:	None
COURSE LANGUAGE:	Greek
COURSE OFFERED TO ERASMUS STUDENTS	NO
COURSE WEBPAGE (URL)	eclass.uop.gr

(2) LEARNING OUTCOMES

Learning Outcomes

- The aim of the course is to understand the capabilities, how to manage, design and operate modern digital systems and therefore their utilization to achieve the daily management needs and strategic goals of a company, as well as to assist its executives in obtaining decisions.
- This is achieved through practical training in Strategic In-house Information Systems and E-Commerce Applications. New forms of entrepreneurship, different e-business models and new marketing methods are described.
- The course examines the effects and benefits of e-commerce, but also e-business in business.
- All technological issues and limitations related to the development of these systems are analyzed.
- The factors and strategies that contribute to the success or failure of e-business ventures are also analyzed.
- Finally, the course is supplemented with case studies and assignments.

General Skills

- Autonomous work
- Teamwork
- Work in a multidisciplinary environment

- Generation of new research ideas
- Promoting free, creative and inductive thinking

(3) COURSE CONTENT

XLIV. IT Applications in Financial Management & Business Administration
XLV. Broadband Services
XLVI. E-commerce
XLVII. E-Business
XLVIII. Electronic Procurement
XLIX. Digital Applications for Individuals and Businesses (ERP, CRM, Business Intelligence, Enterprise Content Management etc)
L. General Regulation on Personal Data Protection (GDPR)
LI. Data Security
LII. Big Data in Business
LIII. Digital Economy & Society
LIV. Geographic Information Systems
LV. Business Intelligence and Decision Support

(4) TEACHING AND LEARNING METHODS - EVALUATION

DELIVERY METHOD	In class
USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES	Communication with students via email, eclass, PC, Video Projector, Interactive Whiteboard, educational material and lectures on the eclass platform.
TEACHING ACTIVITIES	
STUDENT ASSESSMENT	*End of the semester exams **100%***

Activity	***Course Workload***
Lectures	70
Study at home	80
Total course workload (25 hours of workload per credit unit)	**150**

(5) RECOMMENDED READING

- Βιβλίο [94689603]: ΗΛΕΚΤΡΟΝΙΚΟ ΕΜΠΟΡΙΟ ΚΑΙ ΕΦΑΡΜΟΓΕΣ ΔΙΑΔΙΚΤΥΟΥ, ΒΑΛΣΑΜΙΔΗΣ ΣΤΑΥΡΟΣ, ΚΑΖΑΝΙΔΗΣ ΙΩΑΝΝΗΣ
- Βιβλίο [4278]: Εισαγωγή στο Ηλεκτρονικό Εμπόριο e-επιχειρείν, Γρηγόρης Π. Χονδροκούκης

COURSE OUTLINE

1. GENERAL

SCHOOL	ECONOMY AND TECHNOLOGY		
DEPARTMENT	MANAGEMENT SCIENCE AND TECHNOLOGY		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	DET821	**SEMESTER OF STUDY**	8ο
COURSE TITLE	INTERNATIONAL FINANCE		

INDEPENDENT TEACHING ACTIVITIES *in case the credits are awarded in distinct parts of the course e.g. Lectures, Laboratory Exercises etc. If credit is awarded for the whole course in one go, indicate the weekly hours teaching and the total number of credit hours*	**WEEKLY HOURS TEACHING**	**CREDIT UNITS**
Total	**3**	**6**
Add rows if necessary. The teaching organisation and the teaching methods used are described in detail in 4.		

TYPE OF COURSE *Background , General Knowledge, Scientific Area, Development Skills*	Specialization knowledge
PREREQUISITES STUDIES:	NO
LANGUAGE OF TEACHING and EXAMINATION:	Greek
THE COURSE IS OFFERED TO ERASMUS STUDENTS	
ELECTRONIC COURSE PAGE (URL)	https://eclass.uop.gr/courses/

2. LEARNING OUTCOMES

Learning Outcomes

The learning outcomes of the course are described as the specific knowledge, skills and competences of an appropriate level that students will acquire after successful completion of the course.

Consult Annex A

- *Description of the Level of Learning Outcomes for each cycle of study according to the Qualifications Framework of the European Higher Education Area*
- *Descriptive Indicators for Levels 6, 7 & 8 of the European Qualifications Framework for Lifelong Learning*

and Annex B

- *Learning Outcomes Writing Guide*

This course examines the basic issues of international finance, focusing on recent developments and incorporating the theoretical, empirical, policy and institutional dimensions. The aim of the course is to bring students into contact with the international financial environment, making them participants in the globalized economy.

Students who will attend the course:

- will be able to understand the global financial system and how international money and capital markets work.
- will be able to understand and analyse foreign exchange markets and exchange rates from four different perspectives: theory, policy, global risk and international investors.
- will become familiar with the basic parameters of the operation of multinational companies and more specifically the tools of short and long term financing.
- will learn about monetary unions (EMU etc.) and international financial institutions (IMF, World Bank etc.)
- will be able to understand the importance of country risk for the investment and the operation of businesses

General skills

Taking into account the general competences that the graduate should have acquired (as listed in the Diploma Supplement and listed below), which one(s) does the course aim at?

Search, analysis and synthesis of data and information, using the necessary technologies
Adapting to new situations Decision-making
Autonomous work Group work
Working in an international environment
Working in an interdisciplinary environment
Generating new research ideas
Project planning and management
Respect for diversity and multiculturalism Respect for the natural environment
Demonstrate social, professional and ethical responsibility and sensitivity to gender issues Exercise of criticism and self-criticism
Promoting free, creative and inductive thinking

- Teamwork
- Autonomous Work
- Generating new research ideas
- Search, analysis and synthesis of data and information, using the necessary technologies
- Promoting free, creative and inductive thinking

3. COURSE CONTENT

eek 1: Introduction to the international corporate environment
Globalisation and the international corporate environment
Definition of the multinational company and reasons for its boom
e internationalisation of business and financial management
eek 2 Foreign exchange markets 1 Foreign
exchange market organisation
e current market (spot market)
e forward market
Week 3 Foreign exchange markets 2

termination of the current equilibrium exchange rate Determination of
exchange rates
ernative exchange rate systems **Week 4:** Currencies and international
equivalence relations 1 Balancing speculation and the Law of One
Price Purchasing Power Equivalence
e Fisher Effect

Week 5: Currencies and international equivalence relations 2
The Fisher International Result
Theorem of Equivalence of Interest Rates
Relationship between forward and future current rate
Week 6: Country Risk
Political Risk Measurement

Economic and Political Determinants of Country Risk Country Risk Analysis in International Banking Finance
Week 7: Foreign exchange risk management and hedging 1 Conversion exposure and transactional exposure
Measurement and management of conversion exposure Measurement and management of transactional exposure
Week 8: Foreign exchange risk management and hedging 2 Foreign exchange risk and financial exposure
Economic effects of exchange rate changes Recognition and calculation of economic exposure
Week 9: Long-term and short-term financing of international activities
Corporate sources and uses of funds
Domestic capital markets and international financial centres Development banks
Week 10: International Financial Markets The Euro Currency Market
Eurobonds
Euro commercial paper
Week 11: Strategies for foreign direct investment Theory of the Multinational Company
Strategy of the Multinational Company Global expansion strategy
Week 12: Capital expenditure planning at the international level Basic concepts of capital expenditure planning
Issues in evaluating foreign investments Political risk analysis
Application: Evaluation of an investment project abroad
Week 13: Review of material

4.TEACHING and LEARNING METHODS - EVALUATION

METHOD OF DELIVERY *Face to face, Distance learning education, etc.*	✓ Face to face (Lectures in the room) ✓ Discussion with students using the Socratic method ✓ Presentation of case studies (case studies) ✓ Presentation of scientific articles and studies related to the teaching subject ✓ Working on small group or individual projects in the classroom

USE OF INFORMATION AND COMMUNICATION TECHNOLOGIES *Use of ICT in Teaching, Laboratory Education, Communication with students*	Communication with students via email, eclass, PC, Video Projector, Interactive whiteboard Posting of educational material and lectures on the eclass platform
ORGANISATION OF TEACHING *The way and methods of teaching are described in detail.* *Lectures, Seminars, Laboratory Exercise, Field Exercise, Study & Analysis of Literature, Tutoring, Practical (Placement), Clinical Exercise, Artistic Workshop, Interactive teaching, Educational visits, Study visits, Project work, Writing work / assignments, Artistic creation, etc.* *The student's hours of study for each learning activity and the hours of unguided study according to ECTS principles are indicated.*	
STUDENT ASSESSMENT *Description of the evaluation process* *Language of Evaluation, Evaluation Methods, Formative or Inferential, Multiple Choice Test, Multiple Choice Test, Short Answer Questions, Test Development Questions, Problem Solving, Written Work, Report, Oral Examination, Oral Examination, Public Presentation, Laboratory Work, Clinical Examination of a Patient, Artistic Interpretation, Other* *Explicitly specified evaluation criteria are indicated and if and where they are accessible by students.*	- *Evaluation of the Group Work with presentation (30% of the total score)* - *End-of-semester exams* (*multiple-choice*, *Short Answer & Development Questions) (70% of the total score)*

Activity	***Semester workload***
Lectures	39
Independent Study	65
Teamwork	39
Final examinations	2
Total course load (25 hours of workload per credit)	**150**

5.RECOMMENDED-BIBLIOGRAPHY

-Suggested Bibliography :

- Karamouzis G. Hardouvelis, "2011,From the international crisis to the crisis of the eurozone and Greece", Livani Publications, Athens
- Papazoglou, Ch., 2010, "Introduction to International Economics", Simeon Publications, Athens.
- Brealey R. A., Myers S. C., and Allen F., 2013, Principles of Finance, Utopia Ltd.
- Brigham E.F. & M.C. Ehrhardt, 2011, 'Financial management: theory and practice', Southwestern Publications.
- Krugman, P., Obstfeld M .,International2011, economics - New revised edition, Theory and policy, Translation by LANTOURIS GIANNIS, Kritiki Publications
- Madura,J. , 2012, International Financial Management, South-Western, Edition: 11th
- Shapiro, A., Moles, F., 2018, International Financial Management, Broken Hill Publishers

COURSE LINKS INTERNET

- http://people.stern.nyu.edu/igiddy/ifmx.htm
- http://www.siena.edu/pages/5610.asp

Journals