

«Mukhamedzhan Tynyshpayev ALT University» JSC
Department of Logistics and Transport Management

APPROVED
Chairman of the AC ALT University
S. Amirgaliyeva
Decision of the Academic Council of ALT University
dated " __ " 2024 (protocol No. __)



ADMISSION EXAM PROGRAM
(INTERVIEW) FOR APPLYING TO
POST-GRADUATE EDUCATION PROGRAMS

Educational program
7M04166 – Economics and Management, profile direction

Almaty, 2024

Entrance exam (interview) program discussed and received a positive decision at a meeting of the department “Logistics and management in transport”, protocol No. 8 dated April 15, 2024.

Head of the department

“Logistics and management in transport”  **Kenzhebaeva G.Zh.**

The entrance exam (interview) program was reviewed and recommended at a meeting of the Council of the Institute “Logistics and Management”, protocol No. 5 dated April 22, 2024.

Chairman of the CI “Logistics and Management”  **Musaeva G.S.**

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1. The purpose of the entrance exam for a group of educational programs

Admission of citizens to study in to JSC "ALT University named after Mukhamedzhan Tynyshpayev on paid basis is carried out based on the results of an interview conducted by the admissions committee during the calendar year.

Goals entrance exam (interview) for the Educational program 7M04167 – Economics and Management, is the definition of theoretical and practical preparedness of an applicant for a master's degree, level of compliance with knowledge, skills and skills to the requirements of master's studies in the field of preparation.

2. Regulations for conducting an entrance exam (interview) for a master's program in a group of educational programs

The duration of the entrance exam (interview) is 30 minutes, during which the applicant is interviewed and answers questions from a commission approved by the President-Rector, consisting of 3 members.

At the applicant's choice, entrance The exam (interview) is taken in Kazakh, Russian or English.

Persons who did not appear at the entrance exam (interview) for a valid reason (illness or other circumstances, confirmed by documents), are allowed to participate on other days in accordance with the approved interview schedule.

The interview is conducted in person/remotely with the mandatory use of video communication. The video recording is stored in the archive for no more than three years.

During the interview process, to clarify the knowledge of the candidate/applicant, additional questions may be asked both on the content of the interview question and on any sections of the subject within the program.

The interview protocols are submitted to the executive secretary of the admissions committee immediately after the completion of the interview.

All controversial issues related to the interview are resolved in accordance with the established legislative procedure of the Republic of Kazakhstan.

3. Interview assessment criteria

The interview procedure is documented in a protocol of the established form, in the form according to Appendix No. in which are fixed questions to incoming and interview results.

Evaluation of candidates/applicants is carried out according to the system adopted by the University according to Table 1. Passing the point is the commission's decision on the sufficient level of candidates/applicants for further training master's degree Each interview decision is signed by the committee members.

Protocol interviews enrolled in the university is kept in their personal files.

Table 1 – Interview assessment criteria

Criteria	Descriptors	Level
Motivation	Argumentation of motives for doctoral studies in the chosen EP and admission to a specific university. Vision of prospects for professional and personal growth upon completion of training	sufficient/not sufficient
Research competence	Possession of the research skills and experience necessary for research activities in a specific subject area	sufficient/not sufficient
Creativity	Non-standard thinking, creative and alternative approaches to solving problems and situational tasks	sufficient/not sufficient
Communication skills	The ability to briefly, representatively, logically, and reasonably express one's point of view, make generalizations and conclusions. Language skills	sufficient/not sufficient
Commission decision		sufficient/not sufficient

4. Interview questions

1. Describe your experience working on the product. What metrics have you looked at? What business results have you achieved?
2. The basic concepts of market analysis, conducting consumer demand research, brand management and promotion of goods or services.
3. Economic categories and laws. The economic and legal content of the property.
4. Name the main elements of the market mechanism.
5. The concept of economic growth and its measurement. Types and factors of economic growth.
6. The place of the Republic of Kazakhstan in the world economy system.
7. Ways to ensure the competitiveness of the national economy of Kazakhstan.
8. The socio-economic essence of entrepreneurship.
9. The concept of management, its content and place in the system of socio-economic categories.
10. Approaches to the study of management: process, system, situational.
11. The concept of communications. Elements of the communication process.
12. Expand SWOT analysis as a diagnostic method.

13. Comparative analysis of concepts: entrepreneur, businessman, manager.
14. Expand the concept of the main tasks of economic processes: "what to produce?", "how to produce?" and "for whom to produce?".
15. What are the main functions of the economic system?

5. Recommended reading

5.1 Main literature

1. B.A. Anikin Logistics: textbook / Ed. B.A. Anikina, T.A. Rodkina. - M.: Prospekt, 2020. - 408 p.
2. Gaidaenko A.A. Logistics: textbook / A.A. Gaidaenko, O.V. Gaidaenko. - 3rd ed., stereotyped. - M.: KNORUS, 2016.- 268 p.
3. Logistics: training and workshop: textbook / Ed. B.A. Anikina, T.A. Rodkina. - M.: Prospekt, 2016. – 448 p.
4. Afonichev R.Yu. Information technologies in logistics: textbook / R.Yu. Afonichev, N.A. Tikhonova, V.G. Shakhov. - M.: FSBI DPO "Training and methodological center for education in railway transport", 2018. - 196 p.
5. Syrtanov S.A. Transport systems and processes. Human resources and competitiveness of transport enterprises: textbook / S.A. Syrtanov. - Almaty, 2016. - 94 p.
6. Ivanov G.G. Warehouse logistics: textbook for universities / G.G. Ivanov, N.S. Kireeva. - M.: FORUM: INFRA-M, 2016.- 192 p.
7. Gerami V.D. Transport systems management. Transport support of logistics: Textbook and workshop / V.D. Gerami, A.V. Kolik. - M.: Yurayt Publishing House, 2016. - 438 p.
8. A.S. Balalaev. Terminal and logistics complexes: textbook / A.S. Balalaev, R.G. King. - M.: FGBU DPO "Training and methodological center for education in railway transport", 2018. - 156 p.
9. L.B. Mirotin et al. Transport logistics in the supply chain: textbook. - M.: FGBU DPO "Training and methodological center for education in railway transport." - 2018. - 144 p.
10. Balalaev A.S. Technology of operation of operator and forwarding companies: textbook / A.S. Balalaev, E.I. Garlitsky. - M.: FGBU DPO "Training and methodological center for education in railway transport", 2018. - 134 p.
11. Musalieva, R.D. Interaction of modes of transport: textbook / R.D. Musalieva. - Almaty: KazATK, 2017. - 204 p.
12. Innovative processes of logistics management in intelligent transport systems / Ed. ed. B.A. Levina, L.B. Mirotina. - M.: Federal State Budgetary Educational Institution "Training and Methodological Center for Education in Railway Transport", 2015. - 374 p.

5.2 Additional literature

1. Nerush Yu.M. Logistics: theory and practice of design: Textbook and workshop. / Yu.M. Nerush, S.A. Panov, A.Yu. Nerush. - M.: Yurayt, 2019. - 422 p.
2. Stepanov V.I. Logistics: textbook / V.I. Stepanov. - M.: Prospekt, 2016.- 488 p.
3. A.M. Gadzhinsky Logistics. M.: Publishing and trading corporation "Dashkov and K" - 2016. -308 p.
4. Miloslavskaya S.V. Transport systems and transportation technologies: textbook / S.V. Miloslavskaya, Yu.A. Pochaev. - M.: INFRA-M, 2017.- 116 p.
5. Troitskaya N.A. Transport and technological schemes for transporting certain types of cargo: textbook / N.A. Troitskaya, M.V. Shilimov. - M.: KNORUS, 2016.- 232 p.