SOFIA UNIVERSITY “ST. KLIMENT OHRIDSKI”

FACULTY OF ECONOMICS AND BUSINESS ADMINISTRATION

CURRICULUM

Approved	Approved by the Academic Council Protocol of Proceedings № 11/29.07.2026

Professional field: 3.7 Administration and Management

Educational qualification degree “Master”

Major: Business Administration

E	**F**	**B**	**8**	**2**	**8**	**7**	**2**	**6**

Master’s Program: INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER, in English

Form of Study: Full-time
Length of Study (number of semesters): 2 (two), winter semester admission

Professional Qualification: Intellectual Property and Technology Transfer Manager

QUALIFICATION DESCRIPTION

Major: Business Administration
Master's program INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER with training in English – joint master's program with the European Patent Office

1. **Program focus, educational objectives**

The Master's program in INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER with training in English is developed in cooperation with the European Patent Office. **The aim is** to train highly qualified specialists who are proficient in modern methods and tools for identifying, protecting, and managing intellectual property. In the master's program, students acquire knowledge of industrial property objects such as inventions, utility models, integrated circuits, and know-how relevant to technological development and innovation, as well as trademarks, industrial designs, and geographical indications. It also discusses the means of protection of objects in conditions of unfair competition and in case of infringement of rights to them, technological transfer and their economic realization, as well as the specific features of copyright and its importance for the functioning of the industrial property system. The acquired knowledge is applicable in different economic sectors – in the part of innovation activity and in the part of marketing of products based on intellectual property and activity of creative industries.

The program is designed for:

A) practitioners (business, public administration, non-profit organizations);

B) entrepreneurs and consultants;

C) academics and researchers.

Candidates should have a basic management, economics, or legal education, or one acquired in the natural and technical sciences. They must have completed a 4-year training course and have completed 240 credits. For admission to the program, applicants must attend an interview, which may be in person or online depending on the applicant's place of residence. Candidates who have a bachelor's degree from a university outside Bulgaria first have their studies recognized in accordance with the Bulgarian Higher Education Act and the rules of St. "Kliment Ohridski". The procedure[1] is lengthy, and applicants are advised to start it at least 4 months before the desired application deadline for the master's program. To be eligible to apply, applicants must have a minimum grade point average of Good 3.50 in their undergraduate studies.

The training in the program is in English, which allows both Bulgarian citizens and applicants from abroad. The program offers a multicultural environment for teaching and learning; it is built by teaching teams from Bulgaria (academic lecturers and distinguished expert practitioners); by experts from the European Patent Office and guest lecturers from abroad.

2. **Training (knowledge and skills necessary for successful professional activities; general theoretical and special training, etc.)**

The Master's program in INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER with training in English follows the classical approach of MBA programs, where the training is based on the diverse life and practical experience of the trainees, and in this case, there is also contact with the practice of the European Patent Office.

Admission to the program takes place **from the winter semester**. Training is offered in a **paid form only**.

The duration of the training is 1 year and covers:

- Basic compulsory training, academic courses, with a total of 30 credits, building the professional specialization of a Master in Business Administration with an emphasis on the protection and management of intellectual property with priority in the field of patents and related innovations;

[1] https://www.uni-sofia.bg/index.php/bul/priem/priem_za_chuzhdestranni_studenti/priznavane_na_pridobito_visshe_obrazovanie_v_chuzhdestranni_visshi_uchilischa

- Free elective preparation – students choose 4 courses with a total of 15 credits, which are directly relevant to their career development plans and can help them in orientation and preparation for writing a Master's thesis;
- If students are interested, they may also take optional courses offered, but their credits do not count toward fulfilling the curriculum.

The required and elective courses include guest lectures, seminars, workshops, case studies, and discussions led by specialists with extensive experience in the protection and management of intellectual property in various economic sectors, including specialists from the European Patent Office (EPO). Certificates will be issued by the EPO upon successful completion of some of the courses.

The Faculty of Economics, through its Career Centre, provides a variety of opportunities for further career counselling, meetings with potential employers or investors, and work on coursework projects submitted by partner companies of the Faculty of Economics. Through the various student exchange programs, the best students are given the opportunity to spend a semester at a partner university or, for a shorter time, to carry out internships in Bulgaria or abroad.

3. Professional and general competences, specific competences

SHOULD KNOW

- Contemporary economic and management theories and use their tools in the analysis of economic reality;
- The legal and administrative foundations related to the protection and management of intellectual property objects;
- The intellectual property system and its objects, including its administration at national, European, and international level;
- Means of obtaining protection over intellectual property objects (inventions, utility models, industrial designs, trademarks, know-how);
- Management techniques applicable to intellectual property objects;
- The principles and tools for developing a business strategy based on a portfolio of intellectual property;
- The principles and mechanisms of technology transfer of intellectual property objects;
- The principles and mechanisms of commercialization of intellectual property objects.

BE ABLE

- To apply what is learned as theoretical knowledge and shared practical experience to solve problems of practice;
- To know and apply modern management tools; to make independent management analyses, conclusions, and recommendations;
- To participate in procedures for the acquisition of protection over objects at national, regional, and international level;
- To develop a portfolio of intellectual property objects of the organization;
- Develop the business strategy of the organization through management tools applicable to a portfolio of intellectual property objects;
- Evaluate intellectual property objects and determine the cost of the license;
- Formulate the technology transfer procedure;
- Conduct license negotiations and develop a technology transfer license agreement;
- To apply the various means of commercialization of intellectual property objects;
- To carry out effective communication;
- Plan and organize own work effectively;
- Use a variety of information sources and work independently with them.

BE

- Creative and visionary;
- Open to innovations and with an attitude to change the world;
- Capacity for self-development and life-long learning;
- Develop capacity for business strategies and human capital.

4. Professional realization (according to the National Classification of Professions and Positions in the Republic of Bulgaria / international classifications and according to the position of the future professional in the National Qualifications Framework for Higher Education and the Qualifications Framework of the European Higher Education Area)

Graduates of the master's program INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER with training in English can realize themselves as:

- Experts and managers in government bodies (Ministry of Economy, Patent Office of the Republic of Bulgaria, etc.);
- Employees and managers in research institutes, business centers, technology, and business parks;
- Employees and executives in the company departments of innovation, scientific and technical information, development, etc.;
- Experts and consultants in international intergovernmental and non-governmental organizations (European Patent Office; European Union Intellectual Property Office; World Intellectual Property Organization; World Trade Organization, etc.);
- Intellectual property consultants and agents; employees of law firms, companies, and offices active in the field of intellectual property protection and defense, etc.

The master's program INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER with training in English provides the opportunity for subsequent profiling and specialization for the successful performance of specific labor and entrepreneurial functions.

EFB	8	2	8	7

Code of specialty

Major Business Administration/ Master's Program:
INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER in English

Academic year beginning from 2026/2027, winter semester admission

№	course code				Course Title	Type - R, E, F	Term	ECTS credits	Number of Classes - total					Weekly load	Type of Grading* - e, ca, m, a
									Total	Lectures	Seminars	Practical classes / practice	Out-of-class work		
1	*2*				*3*	*4*	*5*	*6*	*7*	*8*	*9*		*10*	*11*	*12*
Compulsory courses															
1	R	8	3	7	**Introduction to IP System**	R	1	5	150	30	0	0	120	2+0	E
2	R	8	3	8	**Patents and Innovations**	R	1	5	150	30	0	0	120	2+0	E
3	R	8	3	9	**Patent Intelligence for Technology Transfer and Inovations**	R	1	5	150	30	0	0	120	2+0	E
4	R	8	3	6	**Developing IP Strategy**	R	1	6	180	30	0	0	150	2+0	E
5	R	8	4	0	**Trade Marks and Industrial Designs Management**	R	2	4	120	30	0	0	90	2+0	E
6	R	8	4	1	**Technology Transfer and License Trade**	R	2	4	120	30	0	0	90	2+0	E
7	R	8	4	3	**IP Commercialisation and Unfair Competition**	R	2	4	120	30	0	0	90	2+0	E
Elective courses* - Students must earn a minimum of 12 credits															
1	E	8	7	8	**Copyright in Digital Age**	E	1	3	90	30	0	0	60	2+0	E
2	E	8	8	0	**Innovation Management in the Organization**	E	1	3	90	30	0	0	60	2+0	E
3	E	8	8	1	**Artificial Inteligence**	E	1	3	90	30	0	0	60	2+0	E

4	E	3	6	6	**Intellectual Property (IP)-backed Finance**	E	2	3	90	30	0	0	60	2+0	E
5	E	8	8	2	**Managing Change in Organizations**	E	2	3	90	30	0	0	60	2+0	E
6	E	8	8	3	**Entrepreneurship and Inovations**	E	2	3	90	30	0	0	60	2+0	E
7	E	8	7	7	**Introduction to European Union Intellectual Property Law**	E	2	3	90	30	0	0	60	2+0	E

Facultative (optional) courses

Credits from the optional courses could not count instead of electves in geeting the required minimum ECTS

1	R	9	1	9	**European Economic Environment**	F	1	3	90	30	0	0	60	2+0	И
2	R	9	2	4	**International Investment and Portfolio Management**	F	2	5	150	45	0	0	105	3+0	И

Educational practices / Course works

	course code	**Practice / Course works**	Type - R, E, F	Term	ECTS credits	Weeks	Hours	Type of Grading* - e, ca, m, a

GRADUATION

Mode of graduation	**ECTS - credits**	**First Exam Session**	**Second Exam Session**
Master's Thesis Defence	**15**	**November**	**March**

The curriculum was approved at a Faculty Council meeting with Record of Proceedings №9/21.04.2023 and amended and supplemented with Record of Proceedings №12/26.05.2026

Dean:

/Assoc. Prof. Atanas Georgiev, PhD/

Sofia University "St. Kliment Ohridski"

Curriculum Reference Statement

Major Business Administration / Master's Program: INTELLECTUAL PROPERTY AND TECHNOLOGY TRANSFER in English

Mode of study - full time, Length of study - 2 semesters, winter semester admission

Load, ECTS-credits and grades by semester

Type of activty	I semester			II semester			III Semester			IV Semester															Total		
	Load (h.)	ECTS credits	number of grades	Load (h.)	ECTS credits	number of grades	Load (h.)	ECTS credits	number of grades	Load (h.)	ECTS credits	number of grades													Load (h.)	ECTS credits	number of grades
Compulsory courses	**630**	**21**	**4**	**360**	**12**	**3**																			**990**	**33**	**7**
Min elective courses	**270**	**9**	**3**	**90**	**3**	**1**																			**360**	**12**	**4**
Master thesis defence				**450**	**15**	**1**																			**450**	**15**	**1**
Total	**900**	**30**	**7**	**900**	**30**	**5**																			**1800**	**60**	**12**
of which min auditorium	**210**			**120**																					**330**		

GRADUATION

Mode of graduation	ECTS - credits	Number of hours preparation	First Exam Session	Second exam Session
Master's Thesis Defence	15	450	November	March

Professional qualification acquired: **Intellectual Property and Technology Transfer Manager**

The curriculum was approved at a Faculty Council meeting with Record of Proceedings №9/21.04.2023 and amended and supplemented with Record of Proceedings №12/26.05.2026

Dean:

/Assoc. Prof. Atanas Georgiev, PhD/