During a thesis defense there are 3 main questions in total: 1 **selected from the below list**, 1 selected from the list provided to students by their supervisors, 1 question referring directly to the topic of the thesis. Additional questions may or may not be asked in reference to the 3 main questions.

**The IBP questions list**:

1. Entrepreneurial competencies
2. Opportunities: sources, role in the entrepreneurial process
3. Metaphors of organization - describe main metaphors and show how can manager use them in practice
4. Learning in organizations: different approaches (learning organizations, learning from failure and experimentation etc.
5. What is the meaning of emerging markets? Please provide an example.
6. Tools use for problem-solving and process improvement
7. Characteristics of capital market models
8. Effectiveness of financial investments
9. Provide the definitions, typology and main characteristics of Management Information Systems. Comment on the role of specific examples of MIS systems (such as ERP, MRP, TPS, CRM, SCM, DSS, etc.) in companies’ day-to-day operations and their overall business strategies.
10. How can new technologies such as artificial intelligence, big data, business intelligence, virtual and augmented reality be used in business and commercial activities nowadays?
11. Differences between the marketing strategy of a company and the marketing plan
12. Analysis of a company’s portfolio and its implications
13. The role of marketing research in brand's management
14. Projective techniques in marketing research - role and examples
15. Define the EU Single Market and explain its principal rules
16. Please describe the process of preparation for business negotiations.
17. Characterize basic negotiating strategies and name their advantages and disadvantages.
18. Describe roles of financial reporting standard-setting bodies and regulatory authorities in establishing and enforcing reporting standards,
19. Describe tools and techniques used in financial analysis, including their uses and limitations
20. What is internationalization of company’s operations and how can it be measured?