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This document is intended for internal use by employees of EI "Almaty Management University". The transfer of the document to external interested parties is carried out upon written request with the Rector's permission.

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1. Purpose of the document

The Regulations "Educational grants and discounts" of EI "Almaty Management University" (hereinafter referred to as the Regulation) regulates the procedure for applying the system of educational grants and discounts on payment for educational services of the Educational Institution "Almaty Management University" (hereinafter referred to as the University) in order to motivate students to achieve high academic results and provide financial support to applicants and students.

2. Scope of the document

These Regulations are intended for internal use at the University and define the procedure and procedures for providing internal educational grants and discounts to students in higher and postgraduate education programs - bachelor's and master's degrees.

3. References

These Regulations have been developed in accordance with the current Law of the Republic of Kazakhstan "On Education", as well as with the Regulations on remuneration, incentives, financial assistance, educational grants and discounts for employees of the Educational Institution "Almaty Management University".

4. Terms and abbreviations :

DBA – Doctor of Business Administration.

EEC – Executive Education Center .

GPA is the weighted average grade of a student's academic achievement in the chosen educational program.

MBA – Master of Business Administration.

GSB – Graduate School of Business.

Diploma with honors is an official document issued to a student in a higher education program who has passed all exams with grades of A, A– (excellent), B–, B, B+, C+ (good) and has a grade point average (GPA) of at least 3.5, and who has also passed a comprehensive exam or defended a thesis (project) with grades of A or A– (excellent).

UNT – Unified National Testing.

CT – comprehensive testing

Educational grant of EI "Almaty Management University" – the right to get professional education at the University free of charge.

Continuing education – students and listeners who have a diploma of completion of any educational program of the Educational Institution "Almaty Management University" and continue their education in other educational programs of the University.

The discount amount is the percentage reduction in tuition costs for the academic year.

Discounts for employees, faculty and their family members – discounts on tuition provided to University employees, faculty and their immediate families.

A social discount is a tuition discount provided to children with disabilities, children whose parents are disabled, orphans, individuals from low-income and large families, and individuals who have lost a breadwinner.

SSC – student support center (a structural division of the University).

5. Responsibility

5.1. The Director of Marketing and PR is responsible for the organization, coordination of activities, implementation and fulfillment of the requirements specified in these Regulations.

5.2. The Head of the Student Support Centre is responsible for:

- Verification of the grounds for providing a grant or discount;

- Timely submission of an application to the Legal Department for the preparation of a draft supplementary agreement (if a template is not available);
- Timely conclusion of additional agreements to the contract for the provision of educational services after the issuance of the Order on the provision of grants and discounts;
- Timely transfer of necessary information to the accounting department for the correct processing and recording of financial transactions.

5.3. The Legal Department is responsible for preparing a draft supplementary agreement that complies with the current legislation of the Republic of Kazakhstan and the internal regulatory documents of the University, if it is responsible.

5.4. The accounting department is responsible for:

- timely and accurate preparation of financial documents related to the provision of grants and discounts;
- accounting and control of write-offs of funds in accordance with current financial regulations and internal regulations of the University;
- Interacting with the Student Support Center to obtain and confirm information required for financial accounting.

6. General Provisions

6.1. Educational grants and discounts for students at the University are established as a percentage and/or in absolute monetary units of the annual cost of tuition for the relevant educational program specified in the Agreement for the Provision of Educational Services.

6.2. The Student Support Center manager will accept applications from students and organize meetings of the Commission for the consideration of issues related to the provision of educational grants and discounts.

6.3. Following the issuance of an Order signed by the chairman of the commission on the provision of educational grants and discounts, additional agreements to the main contract for the provision of educational services are concluded with students, which reflect the amount, conditions, and validity period of the grant or discount.

6.4. These Regulations may be amended and/or supplemented, including with respect to the grounds, list, procedure for the provision, and amount of educational grants and discounts. All amendments and additions must be made in writing and communicated to students and relevant University departments.

6.5. The educational grant or discount is valid provided that the educational program and the corresponding language department are opened, as well as upon fulfillment of the group recruitment plan at full strength.

6.6. In the event of failure to meet the condition specified in paragraph 6.5 of the Regulation, the grant or discount recipient has the right to transfer to another educational program of the corresponding language department while retaining the right to a grant or discount, subject to the approval of the competent authorities of the University.

6.7. From the moment of approval of this Regulation, the previous Regulation loses its legal force.

7. Types of grants and discounts of EI "Almaty Management University"

7.1. Social grants and discounts:

- For students who are orphans and left without parental care;
- For students with disabilities of the first (I) and second (II) groups.

7.2. Motivating grants and discounts are provided to;

- Students of EI "Almaty Management University" from the same family;
- Graduates of MAB College;
- Graduates of Alma School of Entrepreneurial Education;

- Graduates of Zeynep Higher Multidisciplinary College LLC;
- Applicants and students in Master's programs;
- Students with high sport achievements;
- Employees, TS and their close relatives;
- Children of graduates of EI "Almaty Management University";
- By decision of the University Rector (presidential and rector's discounts and grants);
- For high academic achievements (academic discount);
- Winners and prize-winners of the annual competition for the student award "Altyn Tamga";

7.3. Marketing grants and discounts are provided to applicants participating in events and competitions organized or supported by the University:

- «MegaMasters»;
- Discounts for applicants who scored from 80 to 140 points on the UNT;
- Grants for applicants participating in the chess tournament "AlmaU Open Cup";
- "Mega Chance" total number of discounts and grants (up to 9 grants, up to 22 discounts);
- "AlmaU International Olympiad" total number of discounts and grants (up to 16 grants, up to 10 discounts);
- Republican competition of entrepreneurs "Champion Days";
- Competition "Business Arities";
- Grants for training under the "Bes tirek" program from the E. Tatishev Foundation
- Grants from the University's strategic partner, JOO ANALYTICS LLC;
- Grants and discounts for winners of the VI International Children's and Youth Film Festival "DREAMER";

7.4. Grants and discounts for students of the Graduate School of Business programs;

- Grants and discounts for students of Master of Business Administration (MBA) programs;
- Grants and discounts for students of Doctor of Business Administration (DBA) programs;
- Discounts on short- and medium-term programs, seminars, and trainings from AlmaU Extension.

8. Basic rules for the provision and use of a grant or discount

8.1. The criteria for maintaining and extending an educational grant or discount are established in paragraph 11 of the Regulation.

8.2. A student's academic performance is assessed **once per academic year**, following the completion of the previous academic year. **If the student fails to meet the established academic performance criteria, they will lose their right to receive a grant or discount in the following academic year.**

8.3. The Educational Grant or discount does not apply to:

- Repeated study of a discipline ("retake");
- Passing the exam with the grade "FX";
- Completing courses to eliminate academic differences;
- Additional courses required for accelerated learning.

8.4. Results from repeating courses or retaking exams with a "FX" grade are not considered when deciding whether to reinstate a grant or discount. Exceptions apply to cases stipulated for social discounts, in accordance with Section 7.1 of the Regulations.

8.5. A grant or discount is assigned to a student in accordance with the educational program and language of instruction specified in the documents submitted to the University Admissions Committee and in the main agreement for the provision of educational services.

If a student changes their educational program or language of instruction during their studies, the grant or discount may be retained with the approval of the deans of the relevant schools. Such a change is permitted **no more than once** during the entire period of study.

8.6. An educational grant or discount cannot be exchanged for a cash equivalent and cannot be transferred to another person.

8.7. If an applicant or student is eligible for multiple grants or discounts, only the largest grant or discount is used. Grants or discounts cannot be combined.

8.8. The order on providing grants and discounts to applicants is issued after the enrollment order is issued.

8.9. An order granting social grants and discounts to students in all undergraduate and graduate programs is issued at the end of the academic year, based on the protocol decision of the Grants and Discounts Commission. The Commission's decision is communicated to candidates immediately after the relevant order is approved.

8.10. An order to provide incentive and academic discounts to students of all undergraduate and graduate degrees shall be issued automatically at the end of the academic year, provided that the student meets the established academic performance criteria and other requirements stipulated by this Regulation.

8.11. Tuition fees are due 10 calendar days prior to the start of the academic period. The amount is subject to adjustment based on any grant or discount provided, in accordance with the educational services agreement, supplementary agreement, and the relevant order granting or extending the grant or discount.

8.12. The grant or discount does not cover other expenses not directly related to the educational process, including, but not limited to: fines, the cost of educational literature, food, transportation, accommodation and other additional expenses.

8.13. The University reserves the right to revoke or cancel an educational grant or discount in the event of: a student's violation of academic requirements; failure to comply with the terms of the agreement for the provision of educational services; violation of the provisions of the Student's Code of Ethics ; violation of other internal regulations of the University.

The basis for cancellation or revocation is the decision of the Disciplinary Council.

8.14. The responsible manager of the Student Support Center annually, at the end of the academic year, prepares a submission for the issuance of an Order on the provision of educational grants and discounts for the following academic year.

8.15. The order on the provision of grants or discounts shall indicate: the amount, grounds for provision and period of validity.

8.16. If a student disagrees with the decision to deprive them of an educational grant or discount, they have the right to file an appeal with the Grants and Discounts Commission within 5 (five) business days from the date of official notification.

The appeal must be submitted in writing to the Chair of the Commission and must include a justification and supporting documents. The Commission will review the appeal within 10 (ten) business days of its registration and make a decision, which will be recorded in a protocol and is final.

9. Commission on grants and discounts of EI "Almaty Management University"

9.1. To review individual applications from applicants and students for educational grants and discounts for undergraduate and graduate programs, the University Grants and Discounts Commission (hereinafter referred to as the Commission) is formed annually. The Commission is established based on an order from the Rector and/or his/her deputy and consists of authorized representatives of the University's structural divisions. The Rector, First Vice-Rector, or Director of the Finance Department are appointed as the Chair of the Commission .

9.2. Chairman of the Commission:

- Chairs the meetings of the Commission;
- Plans and coordinates its work;
- Approves the agenda of the meeting;
- Exercises control over the adoption and implementation of decisions of the Commission;
- Ensures compliance with the voting regulations and procedure;
- Signs minutes of meetings and other documents based on the results of the Commission's work;
- If necessary, puts controversial issues to a vote and has the right to cast a decisive vote in the event of a tie.

In the absence of the chairman, his duties are performed by the deputy chairman, appointed by order of the First Vice-Rector.

9.3. The Committee for Review of Individual Student Applications meets once a year—in August, following the end of the academic year. In exceptional cases, such as when applications are received from transferred or reinstated students, or in the presence of justified individual circumstances, the Committee may hold an additional meeting following the first semester (in January or February). A student may submit an application to the Committee for review no more than once during the academic year.

During the admissions campaign, the Commission meetings are held according to the approved schedule, but no later than August 25.

9.4. The Commission shall consider appeals from students submitted in the established manner in accordance with paragraph 8.16 of these Regulations.

The appeal must be registered within 5 (five) working days from the date of filing and is included in the agenda of the next meeting of the Commission.

The appeal will be considered within a period of no more than 10 (ten) working days from the date of its registration.

Following the review, the Commission makes one of the following decisions:

- on the refusal to satisfy the appeal;
- on the restoration of a grant or discount, indicating the validity period and grounds.

The decision is recorded in a protocol and communicated to the student in writing.

10. Procedure for making decisions by the Grants and Discounts Commission

10.1. For applicants:

10.1.1. The Student Support Center (SSC) Manager accepts applications from applicants in written form, with mandatory supporting documents attached. The application is registered and processed for a preliminary check of compliance with established criteria. The Manager coordinates the date and time of the Commission meeting with its members.

10.1.2. The Commission reviews all applications and makes a decision on granting or refusing to grant a grant/discount by open voting.

10.1.3. A decision is considered adopted if a majority of the Commission members present vote in favor. In the event of a tie, the casting vote is that of the Commission Chairperson.

10.1.4. The SSC Manager, following the meeting, shall prepare the minutes of the Commission meeting, which shall indicate:

- List of applications considered;
- Decision on each applicant;
- Number of votes;
- Grounds for decision making;
- List of the present members of the Commission.

The protocol is signed by the Chairman of the Commission and kept in accordance with the established procedure.

10.1.5. After the order for enrollment of applicants is issued, based on the minutes of the Commission meeting, the SSC manager initiates an application for the issuance of an order for the provision of grants and discounts in the Documentolog system.

10.1.6. Based on the application:

- The registrar's office prepares a draft order;
- the order is agreed with the Legal Department;
- after approval, it is sent to the accounting department via "Documentolog" for recalculation of the cost of training, taking into account the provided grant or discount.

10.2. For students (internal grants and discounts for continuing education):

10.2.1. At the end of the academic year, the SSC manager checks the academic performance (GPA) of students who previously received internal grants and discounts to ensure that they comply with the conditions for their extension .

10.2.2. If students comply with the established requirements, the SSC manager generates a submission for a grant/discount extension and initiates an application for issuing an order in the Documentolog system.

10.2.3. Based on the application:

- The registrar's office prepares a draft order;
- The order is approved by the Legal Department;
- sent to the accounting department via "Documentolog" to recalculate the cost of training taking into account the extended grant/discount.

10.2.4. If the GPA level does not meet the established requirements, incentive and academic grants/discounts are automatically cancelled without the possibility of re-provision (except for cases provided for in paragraph 8.16 – appeals).

10.2.5. To extend a social grant or discount, a student must submit a written application with an updated set of supporting documents. The Grants and Discounts Commission manager registers the application, conducts a preliminary review, and agrees on the date and time of the Commission meeting. 10.2.6. The Grants and Discounts Commission reviews all applications and makes a decision on granting, extending, reducing, or canceling the social discount/grant.

10.2.7. The Commission's decisions are made by open vote. In the event of a tie, the vote of the Commission Chairperson is decisive.

10.2.8. Following the meeting, the SSC manager draws up a protocol indicating:

- a list of applications considered;
- decisions on each applicant;
- grounds for granting or refusing;
- number of votes;
- the composition of those present.

The protocol is signed by the Chairman of the Commission and is subject to storage in accordance with the established procedure.

10.2.9. Based on the protocol, the SSC manager initiates a request for issuing an order through the "Documentolog".

10.2.10. The Registrar's Office prepares and coordinates the order with the Legal Department, then sends it to the accounting department via the Documentolog for amendments to the tuition fee calculation.

11. Categories of internal grants and discounts of EI "Almaty Management University", terms and grounds for their provision

11.1. Social Grants and Discounts Social grants and discounts are granted by decision of the relevant Commission in accordance with the Regulation on the Provision of Grants and Discounts. The basis for this is a written application and supporting documents.

11.1.1. Orphans and students left without parental care are entitled to a discount of up to 100% of the tuition fee for the entire period, provided they meet academic performance requirements.

Required documents:

- application from the student or legal representative of the minor;
- a copy of the applicant's identity card;
- decision of the local executive body on the appointment of a guardian/trustee;
- notarized copies of the identity card and birth certificate of the applicant/ student;
- certificate of the guardian's income for the last 6 months;
- a certificate from the guardian's place of work indicating salary ;
- Notarized copies of documents confirming the absence of parental custody (e.g., death certificate, court decision depriving parents of parental rights, limiting their parental rights, recognizing parents as missing, incompetent (partially incompetent), declaring them dead, court verdict stating that parents are serving sentences in places of imprisonment, documents confirming the search for parents, parents undergoing long-term treatment in healthcare organizations, etc.).

Requirements for maintaining the discount:

- A student who repeats a course loses the right to a discount.
- The liquidation of academic debt is carried out in accordance with clause 8.4 of these Regulations.

11.1.2 . Students with disabilities of groups I and II are granted a discount of 100% of the tuition fee in the absence of contraindications to the educational program according to the conclusion of the medical and social expert commission (MSEC), subject to compliance with academic performance requirements.

Required documents:

- an application from a legal representative of a minor or an application from an adult applicant/student for a social discount;
- a notarized copy of the applicant's identity card;
- a notarized copy of the applicant/student's identity card ;
- a notarized copy of the applicant/student's disability certificate.

Requirements for maintaining the discount for this category:

- A student who repeats a course loses the right to a discount.
- The liquidation of academic debt is carried out in accordance with paragraph 8.4 of this Regulation.

11.2 . Motivating grants and discounts for Bachelor's degree programs

11.2.1. For students from the same family at the Educational Institution "Almaty Management University" , is provided to each subsequent a 20% discount for a family member studying Off the annual tuition fee for the entire duration of study. The discount remains until all family members complete their studies.

Required documents:

- an application from a student addressed to the rector for a discount;
- Notarized copies of identity cards/passports or copies from your personal account in Egov;
- Notarized copies of birth certificates or copies from your personal account in Egov.

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.

If the academic performance requirements are not met, the discount will be cancelled and will not be reinstated.

11.2. 2 . Discounts for MAB College graduates

MAB College graduates who continue their studies in full-time undergraduate programs at the Almaty Management University are provided discounts for the entire period of study, subject to academic performance and the possession of a MAB College diploma :

- **30%** - for holders of a diploma with honors (diploma with honors);
- **20%** - for holders of a college diploma (blue diploma).

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.
- If the academic performance requirements are not met, the discount will be cancelled and will not be reinstated.

11.2. 3. Discounts for graduates of Alma School of Entrepreneurial Education LLC

To graduates Students of the Alma School of Entrepreneurial Education, LLC , who continue their studies in full-time bachelor's degree programs at the Almaty Management University, are provided with a 10% discount for the entire period of study, subject to the availability of a certificate of completion of "ALMA" SEE LLC :

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.
- If academic performance requirements are not met, the discount will be cancelled without the right to reinstatement.

11.2.4. Discounts for graduates of Zeynep Higher Multidisciplinary College

Graduates of the Zeynep Higher Multidisciplinary College LLC who continue their full-time undergraduate studies at the Almaty Management University are provided with discounts of up to 100% for the entire period of study, taking into account academic performance requirements.

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.

If academic performance requirements are not met, the discount will be cancelled without the right to reinstatement.

11.2. 5. Discounts for bachelor's degree graduates of the Almaty Management University applying for a master's degree

the Almaty Management University's bachelor's program who continue their studies in the University's master's program (with the exception of the Graduate School of Business's educational programs) are provided with the following incentive discounts for the entire period of study:

- 30% - for holders of a diploma with honors (diploma with honors);
- 20% - for holders of a University diploma.

Requirements to maintain the discount:

- Average GPA 3.0;
- No academic debt.

If the academic performance requirements are not met, the discount will be cancelled and will not be reinstated.

11.2.6 . Discounts based on sporting achievements

A 100% discount for the entire period of study on any educational program is provided:

1. Champions or prize winners of the Olympic Games;
2. World champions or prize winners of world championships.

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt;
- Mandatory participation in sports events and championships on behalf of AlmaU at the city, national and/or international level - subject to agreement with the sports coordinator and/or the dean of the school.

If the academic performance requirements are not met, the discount will be cancelled without rights of reinstatement.

11. 2.7. Discounts/grants for employees, faculty and their family members (no more than one grant/discount is provided per employee, regardless of the number of applications submitted.

The conditions for providing this category of grant/discounts are regulated by the "Regulations on remuneration, incentives, financial assistance, educational grants and discounts for employees of EI "Almaty Management University".

Requirements to retain the grant/discount:

- Average GPA of at least 3.0;
- No academic debt.

If academic performance requirements are not met, or if an employee (employee or their close relative) is dismissed, the student will lose the discount/grant without the right to reinstatement, and will also lose the right to re- receive this form of support in subsequent years.

Exception: Academic achievement requirements do not apply to GSB educational programs.

11.2.8. Discount for children of graduates of EI "Almaty Management University"

A 20% discount is available to children of Almaty Management University graduates for the entire duration of their studies, provided they meet academic performance requirements. Eligibility for the discount is based on a diploma from Almaty Management University, as well as proof of relationship (birth certificate, etc.).

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.

If the academic performance requirements are not met, the discount will be cancelled without the right to reinstatement, and the right to receive this form of support again in subsequent years will be lost.

11.2.9. Presidential and rector's discounts and grants.

Presidential and rector's discounts and grants are provided in the amount of 10% to 100% for the entire period of study based on individual applications from applicants and students , subject to compliance with academic performance requirements .

Requirements to maintain the discount:

- Average GPA of at least 3.0;
- No academic debt.

If the academic performance requirements are not met, the discount will be cancelled and will not be reinstated.

11.2.10. Academic discount

An academic discount of 20% is granted to seven students from each year who demonstrate the highest academic performance (GPA) at the end of one academic year.

Requirements for maintaining the discount

- Average GPA of not less than 3.0;
- No outstanding academic debt. The discount is granted for the following academic year.

11.2.11. Motivating grants and discounts for winners and runners-up of the annual competition for the student award "Altyn Tamga "

Winners and prize winners of the Altyn Tamga student award competition are awarded incentive grants and tuition discounts, as well as cash prizes for the next academic year or academic degree.. The terms and conditions are determined by the Regulations on the Altyn Tamga student incentive competition approved by the First Vice-Rector and apply to the following categories:

- **"Best Student of the Year "** - 50% discount on tuition for the next academic year or academic degree.
- **"Best Master's Student of the Year"** – 50% discount on the next academic year or academic degree. Only graduates of the master's program are eligible for this nomination.
- **"Best Graduate of the Year"** - 100% discount on tuition for the Master's program (only for the first academic year) taking into account the University's priority areas. Only bachelor's degree graduates are eligible to participate in the nomination.
- **Entrepreneur of the Year** - 30 % discount on tuition for the next academic year or academic degree.
- **"Athlete of the Year "** - 20% discount on tuition for the next academic year or academic degree.
- **"Activist of the Year"** - 50% discount on tuition for the next academic year or academic degree or, in the case of a valid grant/discount, a cash bonus of 100,000 tenge) excluding personal income tax and other mandatory contributions, and payments to the budget and extra-budgetary funds.
- **"Discovery of the Year"** – 30 % discount on tuition for the next academic year or academic degree.
- **Hunter of the year** - 50% discount for the next academic year or, if a grant/discount is available, a cash bonus of 200,000 tenge excluding personal income tax and other mandatory contributions, and payments to the budget and extra-budgetary funds.
- **Hunter media face** - 30 % discount for the next academic year or, if a grant/discount is available, a cash bonus of 100,000 tenge excluding personal income tax and other mandatory contributions, and payments to the budget and extra-budgetary funds.
- **"Designer of the Year"** - cash bonus of 50,000 tenge excluding individual income tax and other mandatory contributions and payments to the budget.
- **"Videomaker of the Year"** - cash prize 50,000 tenge bonus excluding personal income tax and other mandatory contributions and payments to the budget.
- **" Best International Student "** - 20% discount on tuition for the next academic year or academic degree.
- **Best Student Club of the Year** - a cash prize of 100,000 tenge excluding personal income tax and other mandatory contributions and payments to the budget.
- **"Project of the Year"** – a cash prize of 100,000 tenge, excluding personal income tax and other mandatory contributions and payments to the budget.

Uniform requirements for all nominations:

- **Academic performance (GPA according to transcript):**

- not less than 3.5 for the nominations: "Best Master's Student of the Year" and "Best Student of the Year";
- not lower than 3.0 for the nominations: "Best Graduate of the Year", "Entrepreneur of the Year", "Activist of the Year", "Discovery of the Year", "Best Foreign Student of the Year", "Project of the Year", "Hunter of the Year", "Hunter media face";
- not less than 2.8 for the nominations: "Athlete of the Year", "Designer of the Year", "Video Maker of the Year".

Additional criteria:

- Availability of letters of gratitude, certificates, diplomas, awards, medals from: the Dean of the School, heads of structural divisions, the Rector of the University, organizations (city, republican or international level), ministries and departments, international organizations.
- The presence of completed personal projects and initiatives on the scale of the University, city or country is welcome.

11.3. Marketing discounts for applicants**11.3.1. "MegaMasters"**

MegaMasters marketing program provides the following grants and discounts to applicants based on the results of a competitive selection process:

- 100% discount for the entire training period – granted to 1 winner;
- 50% discount for the entire training period – granted to 2 winners;

The total number of scholarships and discounts within the program is 1 grant and 2 discounts.

Requirements for maintaining the grant/discount:

To retain the right to a grant/discount, the program participant is obliged to:

- Maintain a GPA of at least 3.0 each semester;
- Have no academic debt.

In case of non-compliance If these requirements are met, the discount will be cancelled without the right to be restored.

11.2.2. Discounts for applicants who scored from 80 to 140 points on the UNT

School/college graduates who took the UNT in the year of admission and scored between 80 and 140 points are granted a 30% incentive discount for the first year of study only for the following educational programs:

- Psychology
- Urban studies and city management
- Sports management
- International Relations and Economics
- Jurisprudence
- Logistics and commerce (double) diploma)

11.3.3. Grants for applicants participating in the chess tournament "AlmaU Open Cup": Based on the results of the annual chess tournament "AlmaU Open Cup", a 100% discount for the entire period of study (for any bachelor's degree program) is provided to the four winners of the tournament.

Requirements for maintaining the grant/discount:

To retain the right to a grant/discount, the student is obliged to:

- Have a GPA of at least 3.0 for each semester;



- Have no academic debt;
- Take an active part in chess tournaments on behalf of AlmaU , representing the university at city, republican and international competitions (subject to agreement with the coordinator of the sports or chess direction of AlmaU).
- In case of failure to comply with the above requirements, the discount will be cancelled without the right to reinstatement.

11.3.4. "Mega Chance" ;

The Mega Chance marketing program offers the following grants and discounts to applicants based on the results of a competitive selection process:

- 100% discount for the entire training period – provided to 9 winners;
- 50% discount for the entire training period – provided to 16 winners;
- 30% discount for the entire training period – granted to 6 winners.

The total number of scholarships and discounts within the program is 9 grants and 22 discounts.

Requirements for maintaining the grant/discount:

To retain the right to a grant/discount, the program participant is obliged to:

- Maintain a GPA of at least 3.0 each semester;
- Have no academic debt.

In case of non-compliance If these requirements are met, the discount will be cancelled without the right to be restored.

11.3.5. «AlmaU International Olympiad» As part of the AlmaU International Olympiad , applicants are provided with the following grants and discounts based on the results of the competitive selection:

- 100% discount for the entire training period – provided to 16 winners;
- 50% discount for the entire training period – granted to 10 winners.

The total number of grants and discounts provided under the program is 16 grants and 10 discounts.

Requirements for maintaining the grant/discount:

- Have a GPA of at least 3.0 for each semester;
- Have no academic debt.
- If the requirements are not met, the discount or grant will be cancelled without the right to reinstatement.

11.3.6. Republican competition of entrepreneurs "Champion Days"

As part of the Republican competition for entrepreneurs "Champion Days" the following is provided:

- 50% discount for the entire period of study - 2 winners applying to one of the following bachelor's degree programs:
- "Business administration in the field of entrepreneurship";
- "International Business".

Requirements for maintaining the grant/discount:

- Have a GPA of at least 3.0 for each semester;
- Have no academic debt;
- Comply with the terms of the individual Agreement with the AlmaU School of Entrepreneurship and Innovation.

If the requirements are not met, the discount will be cancelled without the right to reinstatement.

11.3.7. Educational grant for the programs "Business Administration in the Field of Entrepreneurship" and "International Business"(competition "Business Aruy")

Based on the results of the Business Aruy competition, the following is provided:

- 100% discount for the entire training period – 1 place.

Requirements to maintain the discount:

To retain the right to a grant or discount, a student must:

- Have a GPA of at least 3.0 for each semester;
- Have no academic debt;
- Comply with the terms of the individual Agreement with the AlmaU School of Entrepreneurship and Innovation.

If the requirements are not met, the discount will be cancelled without the right to reinstatement.

1 1.3.8. Grants for training under the "Bes tirek" program from the E. Tatishev Foundation

- 100% discount for the entire training period – 7 winners.

Requirements for retaining the grant:

- Have a GPA of at least 3.5 at the end of each semester;
- Have no academic debt.

If the requirements are not met, the grant will be cancelled without the right to reinstatement.

11.3.8. Motivational grants from the University's strategic partner, JOO ANALYTICS LLC

As part of the competition held by JOO ANALYTICS LLC, grants are provided for applicants to full-time undergraduate programs at the Almaty Management University:

- 100% discount for the entire training period – 3 winners.

Requirements for maintaining the grant/discount:

- Have a GPA of at least 3.0 at the end of each semester;
- Have no academic debt.

If the requirements are not met, the discount will be cancelled without the right to reinstatement.

11.3.9. Grants and discounts for winners of the VI International Children's and Youth Film Festival "DREAMER"

The winners and prize-winners of the VI International Children's and Youth Film Festival "DREAMER" 2024-2025 will be provided with:

- 100% discount (for three years of study);
- 50% discount (for three years of study).

Requirements for maintaining the grant/discount:

- Have a GPA of at least 3.0 at the end of each semester;
- Have no academic debt.

If the requirements are not met, the discount will be cancelled without the right to reinstatement.

11.4. Grants and discounts for students of the Graduate School of Business programs**11.4.1. Grants and discounts for students of the Master of Business Administration (MBA) programs:**

- 100% social discount for MBA students and winners of the Unlimited Possibilities Project for the entire period of study, subject to the mandatory conclusion of a training agreement;
- 20% discount for students with disabilities when applying to the MBA program;
- 15% discount - for 100% payment of tuition for the MBA program;
- 7% discount - for 50% payment of tuition for the MBA program;
- up to 5% discount - for non-residents of the Republic of Kazakhstan;
- 10% discount for graduates of AlmaU programs (bachelor's, master's, Extension diploma programs) who continue their studies in the MBA program;
- 5% discount for first-degree relatives of MBA graduates when applying to the MBA program;
- MBA Refresh – a course retake by MBA graduates at the cost approved for the corresponding academic year within the framework of the project.

Corporate discounts:

- 5% discount - for admission of 3 to 5 people from one company;
- 10% discount - for admission of 6 to 15 people from one company;
- 15% discount - for admission of more than 15 people from one company.

Other categories and discount amounts:

- All other categories of discounts (except for the "employees" category) are provided by written decision of the First Vice-Rector, Financial Director based on the relevant application.
- The provision of discounts and grants for employees is regulated in paragraph 11.3.
- Discounts are provided on the basis of the "AlmaU Grants and Discounts Regulations" or the student's application upon presentation of all supporting documents, without regard to academic performance requirements.
- No more than two University employees who have received a discount or grant are allowed to study in one MBA group.

11.4.2. Grants and discounts for students of Doctor of Business Administration (DBA) programs

Students enrolled in DBA programs are eligible for the following discounts and grants:

- up to 5% discount - for non-residents of the Republic of Kazakhstan;
- 10% discount for AlmaU graduates (bachelor's, master's, MBA, Extension diploma programs) continuing their studies in the DBA program;
- A 5 to 10% corporate discount is available for strategic partners when recruiting a group of 5 to 10 people for one academic period, and is provided to each student, regardless of academic performance requirements.
- 5% discount for first-line relatives of DBA graduates when applying for bachelor's, master's, MBA, DBA programs at AlmaU College, Zeynep School or Bastau Kindergarten;
- 15% discount - for 100% payment of tuition for the DBA program;
- 7% discount - for 50% payment of tuition for the DBA program;
- a discount of 10% or more – by written decision of the Rector or President of the University based on an application;
- 10–50% discount for employees and family members of University employees (depending on length of service, according to the Regulation);
- up to 30% discount for persons with disabilities (depending on the disability group):
- Group I – 30%;
- Group II – 20%;
- Group III – 10%;

- DBA Refresh — a course retake by DBA graduates at the cost approved for the corresponding academic year, as part of a special project.

Marketing discounts and promotions:

The terms, conditions and amounts of discounts are established by a separate order of the Rector of the University.

Additional conditions:

All discounts are provided on the basis of "AlmaU Grants and Discounts Regulations" or on the basis of a student's application with supporting documents, without regard to academic performance requirements.

No more than two AlmaU employees who have received a discount or grant may study in one DBA group.

Other categories and amounts of discounts (except for the "employees" category) may be provided by written decision of the First Vice-Rector, Financial Director based on an individual application.

The provision of discounts/grants for AlmaU employees is regulated by clause 11.3 of these Regulations.

11.4.3. Discounts on short- and medium-term programs, seminars, and trainings from AlmaU Extension:

AlmaU Bachelor's and Master's programs ;

10% - to graduates of the MBA, DBA program of AlmaU ;

10% - to graduates of AlmaU Extension medium-term programs;

10% - for participation of a group of 3 or more people in an open seminar;

10% - for repeated training at short-term seminars;

10% - situational discounts (for example: early registration discount, partner discount, cross-discount, etc.);

75% discount for repeat students enrolled in medium-term programs through the AlmaU ReFresh system , upon application. Discounts/grants for AlmaU employees are provided in Section 11.3 of these Regulations.