

# MANAGEMENT PROGRAM

## INTERNATIONAL CLASS

### CURRICULUM

#### SEMESTER 1

**Competencies : Students are expected to have a basic knowledge regarding economics and management, strengthening the self-character and ideology of the nation)**

NO	CODE	SUBJECT	ECTS	PRE-REQUISITE SUBJECT
1.	181303	Introduction to Bussiness and Management	5	-
2	181112	Pancasila-State Ideology Education	5	-
3	181305	Introduction to Accounting	5	-
4	181201	Mathematics for Business	5	-
5	181115	English	5	-
6	181111	Religion	5	-
7	181301	Microeconomics	5	-
8	181114	Indonesian Language	5	-
<b>TOTAL</b>			<b>40</b>	

## **SEMESTER 2**

**Competencies: (Management Skill) Students are expected to have knowledge regarding management based on functions of management)**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
1.	181311	English for Management	5	English
2	181404	Marketing Management	5	Introduction to Business and Management
3	181302	Macroeconomics	5	Microeconomics
4	181401	Financial Management	5	Introduction to Business and Management
5	181402	Human Resources Management	5	Introduction to Business and Management
6	181403	Operation Management	5	Introduction to Business and Management
7	181119	Introduction to Philosophy of Social Science	5	-
8	181118	French	5	-
TOTAL			40	

**SEMESTER 3**

**Competencies : (Business Skill) Students are expected to have knowledge of designing business model based on environmental analysis**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
1	181316	Business Ethics	5	Introduction to Business and Management
2	181314	Business Communication	5	
3	181203	Statistics for Business	5	Mathematics for Business
4	181315	Business Environment	5	Introduction to Business and Management
5	181313	Investment Management and Portfolio	5	Financial Management
6	181306	Economics Theory	5	Macroeconomics
7	181113	Citizenship Education	5	Pancasila-State Ideology Education
8	181413	Management Information System	5	<ul style="list-style-type: none"><li>- Introduction of business and management</li><li>- Marketing management</li><li>- Financial management</li><li>- Human resource management</li></ul>
				resource management

				- Operation Management
<b>TOTAL</b>			<b>40</b>	

#### **SEMESTER 4**

**Competencies: (Decision Making Skill) Students are expected to be able to generate strategic decision for innovative business development**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
<b>1</b>	181416	Leadership	5	Business Communication, Business Environment,
<b>2</b>	181312	Business Law	5	Business Ethics
<b>3</b>	181405	Strategic Management	5	Business Environment
<b>4</b>	181410	Organizational Behavior	5	Human Resource Management
<b>5</b>	181406	Integrated Risk Management	5	Business Environment Business Ethics
<b>6</b>	181502	Digital Business	5	Management Information System, marketing management, finance management, operation management, HRM
<b>7</b>	181310	Managerial Economics	5	Economics Theory
<b>8</b>	181417	Financial Technology	5	Financial Management
<b>TOTAL</b>			<b>40</b>	

## **SEMESTER 5**

**Competencies: (International Business Skill) Students are expected to be able to design businesses that internationally and globally standard**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
<b>1</b>	181308	International Business	5	<ul style="list-style-type: none"><li>- Business environment</li><li>- Introduction to Business and Management</li></ul>
<b>2</b>	181407	Cost Management	5	<ul style="list-style-type: none"><li>- Introduction to Accounting</li><li>- Financial Management</li></ul>
<b>3</b>	181309	Tourism and Leisure Management	5	<ul style="list-style-type: none"><li>- Marketing Management</li><li>- Strategic Management</li></ul>
<b>4</b>	181204	Business Research Methodology	5	Statistics for Business
<b>5</b>	181408	Cross Cultural Understanding	5	Basic Social Science Strategic Management
<b>6</b>	181412	Supply Chain Management	5	Operation Management
<b>7</b>		Concentration : core *	5	
<b>8</b>	181508	Community Service	5	Minimum 70 credits
<b>TOTAL</b>			<b>40</b>	

**SEMESTER 6**

**Competencies : (Critical and Analytical Skill) Students are expected to be able to analyze and maintain business performance**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
<b>1</b>	181409	Budgeting	5	Cost management
<b>2</b>	181418	Corporate Valuation	5	<ul style="list-style-type: none"><li>- Financial management</li><li>- Integrated Risk Management</li><li>- Business Environment</li></ul>
<b>3</b>	181503	Entrepreneurship	5	Digital business
<b>4</b>	181307	Cooperative Economics	5	Economics Theory
<b>5</b>	181411	Taxation	5	Introduction to Accounting
<b>6</b>	181501	Anti-Corruption Education	5	-
<b>7</b>		Concentration : elective**	5	
<b>8</b>		Concentration : Core (Seminar) *	5	
<b>9</b>	181504	Internship	5	Community service, minimum 80 credits

<b>TOTAL</b>	<b>45</b>	
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### **SEMESTER 7**

**Competencies : (strategic and Problem Solving Skill) Students are expected to be able to run a sustainable business and formulate a strategy to achieve business goals through effective and efficient problem solving**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>CREDITS</b>	<b>PRE-REQUISITE SUBJECT</b>
1	181415	Sustainable business	5	<ul style="list-style-type: none"> <li>- Business environment,</li> <li>- Entrepreneurship</li> <li>- Supply chain management</li> </ul>
2	181414	Business plan	5	<ul style="list-style-type: none"> <li>- Budgeting</li> <li>- Entrepreneurship</li> <li>- Strategic Management</li> </ul>
3	181202	Research Proposal	5	Seminar
<b>TOTAL</b>			<b>15</b>	

### **SEMESTER 8**

**Competencies : (Final Project) Students are expected to be able to write a paper based on the skills/competencies mastered**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
	181758	Under Graduate Thesis	5	<ul style="list-style-type: none"> <li>- Research Proposal</li> <li>- Community Service</li> <li>- Internship</li> </ul>

(\*) concentration : Core . students must choose this subject in concentration area

(\*\*) concentration : elective. Students can choose one of the subjects offered

## CONCENTRATION

### MARKETING

NO	CODE	SUBJECT	ECTS	PRE-REQUISITE SUBJECT
1.	181231	Marketing research *	5	Marketing management
2	181232	Consumer Behavior **	5	
3	181233	Global Marketing Management **	5	International Business
4	181234	Service Marketing Management **	5	Marketing management
5	181235	Digital Marketing **	5	Management information system
6	181236	Marketing Communication **	5	Business communication
7	181237	Seminar of marketing *	5	Business Research Method

### FINANCE

NO	CODE	SUBJECT	ECTS	PRE-REQUISITE SUBJECT
1	181221	International Financial Management *	5	International business
2	181222	Capital Market**	5	Investment Management and Portfolio
3	181223	Financial Risk Management**	5	- Financial Management - Integrated Risk Management
4	181224	Financial Management for Small Medium Enterprises**	5	Financial management



5	181225	Financial Information Analysis **	5	Corporate Valuation
6	181226	Public Financial Management **	5	Financial management
7	181227	Seminar of Finance *	5	Business Research Methods

### **HUMAN RESOURCES MANAGEMENT**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
1	181241	Strategic Human Resource Management*	5	Strategic management
2	181242	Corporate Culture **	5	Organizational behavior
3	181243	Career Management **	5	Human resource management
4	181244	Conflict Management **	5	Organizational behavior
5	181245	Global Human Resource Management **	5	International Business
6	181246	Work Performance Assessment**	5	Human resource management
7	181247	Seminar of Human Resource Management *	5	Business Research Method

### **BANKING**

<b>NO</b>	<b>CODE</b>	<b>SUBJECT</b>	<b>ECTS</b>	<b>PRE-REQUISITE SUBJECT</b>
1	181251	Banking Management*	5	Bank and the other financial institution
2	181252	Bank Regulation**	5	Bank and the other bank
3	181253	Marketing of Bank**	5	Bank and the other bank Marketing management
4	181254	Risk Management for Bank**	5	Risk Management

5	181255	Credit Management**	5	Bank and the other bank
6	181256	International Banking**	5	International Management
7	181257	Seminar of Banking*	5	Business Research Method

### **RETAIL**

NO	CODE	SUBJECT	ECTS	PRE-REQUISITE SUBJECT
1	181261	Business Retail Management *	5	Marketing management
2	181262	Digital Supply Chain Management **	5	Supply chain management
3	181263	Management information system for retail business**	5	Management information system
4	181264	Revitalization of traditional market **	5	Sustainability business environment
5	181265	Merchandising * **	5	Supply chain management
6	181267	Seminar of Retail *	5	Business Research Method
7	181266	Global Retail Management **	5	International Business

### **ENTREPRENEURSHIP**

NO	CODE	SUBJECT	ECTS	PRE-REQUISITE SUBJECT
1	181271	Business Prototype	5	Digital entrepreneurship International Business
2	181272	Small Medium Enterprises Management**	5	Digital business
3	181273	Business Feasibility Study**	5	Business plan
4	181274	Franchise and License **	5	Business plan

5	181275	Seminar of entrepreneurship*	5	Business Research Method
6	181276	Multinational Entrepreneurship**	5	Business plan