

Decision No.: **1037** /QĐ-ĐHTCM

Ho Chi Minh City, **28** March 2025

DECISION

**Issue the training programmes - Advanced Programme in English
at the undergraduate level, formal education format**

RECTOR OF THE UNIVERSITY OF FINANCE - MARKETING

Pursuant to the Law on Higher Education dated June 18, 2012, and the Law Amending and Supplementing several Articles of the Law on Higher Education dated November 19, 2018;

Pursuant to the Government's Decree No. 99/2019/NĐ-CP dated December 30, 2019 specifying and guiding the implementation of the Law Amending and Supplementing several Articles of the Law on Higher Education;

Pursuant to Prime Minister's Decision No. 1982/QĐ-TTg dated October 18, 2016 approving the Vietnamese Qualifications Framework;

Pursuant to Circular No. 08/2021/TT-BGDĐT dated March 18, 2021 of the Minister of Education and Training on promulgating Regulations on higher education;

Pursuant to Circular No. 17/2021/TT-BGDĐT dated June 22, 2021 of the Minister of Education and Training on Regulations on training program standards; development, appraisal, and issuance of training programs for higher education levels;

Pursuant to Resolution No. 13/NQ-ĐHTCM-HĐT dated September 28, 2021 of the University Council issuing the Regulations on organization and operation of the University of Finance - Marketing; Resolution No. 160/NQ-ĐHTCM-HĐT dated January 09, 2025 of the University Council on amendments and supplements the Regulations on organization and operation of the University of Finance – Marketing;

Pursuant to Decision No. 1911/QĐ-DHTCM dated July 17, 2024 of the President of the University of Finance - Marketing promulgating regulations on developing, appraising and promulgating training programs; reviewing, evaluating and improving training programs at all training levels at the University of Finance - Marketing;

At the request of the Head of the Academic Affairs Department.

DECIDES:

Article 1. Issued together with this Decision are the training programmes, advanced programme in English at the undergraduate level, formal education format.

(List attached)

Article 2. The training programmes in Article 1 shall be applied starting from the 2025 enrollment period. ✓

Article 3. This Decision takes effect from the date of its signing. The Head of the Department of Academic Affairs, the Deans of faculties that offer the training standard programs in Article 1, and the Head of the Department of Testing and Quality Assurance are responsible for implementing this Decision./✓

Recipients:

- Board of Rectors;
- As in Article 3;
- Archive: Admin, Academic Affairs. ✓



RECTOR

Pham Tien Dat

MINISTRY OF FINANCE
UNIVERSITY OF
FINANCE – MARKETING

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

**LIST OF UNDERGRADUATE TRAINING PROGRAMMES, ADVANCED
PROGRAMME IN ENGLISH, FORMAL EDUCATION FORMAT**

(Issued together with Decision No.: **1037** /QĐ-ĐHTCM dated **28** March 2025
of the Rector of the University of Finance – Marketing)

No.	Training Field
1	Business Administration
2	Marketing
3	International Business
4	Finance - Banking

Total: 04 majors./.

**MINISTRY OF FINANCE
UNIVERSITY OF FINANCE – MARKETING**



**ADVANCED PROGRAM IN ENGLISH
UNDERGRADUATE LEVEL**

Major: International Business

Application - Oriented

Hồ Chí Minh City, 2025

MINISTRY OF FINANCE
UNIVERSITY OF FINANCE-MARKETING

EDUCATION PROGRAMME

MAJOR (in Vietnamese): International business

MAJOR (in English): International Bussiness

Qualification: Bachelor (Application Orientation)

Major code: 7340120

Ho Chi Minh City, 2025

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ACADEMIC PROGRAMME

*(Issued pursuant to Decision No. ~~1037~~ /QĐ-ĐHTCM ~~28~~ March, 2025
by the Rector of the University of Finance – Marketing)*

A. EDUCATION PROGRAMME DESCRIPTION

1. CONSTRUCTION BASE

Law on Higher Education dated 18 June, 2012 and the Law Amending and Supplementing A number of Articles of the Law on Higher Education dated 19 November, 2018

Decree No. 99/2019/NĐ-CP dated 30 December, 2019 of the Government detailing and guiding the implementation of some provisions of the Law Amending and Supplementing A number of Articles of the Law on Higher Education;

Decision No. 1982/QĐ-TTg dated 18 November, 2016 on the Approval of the Vietnamese National Qualification Framework by the Prime Minister;

Circular No. 17/2021/TT-BGDĐT dated 22 June, 2021 of the Minister of Education and Training stipulating the standards for training programmes; development, evaluation, and issuance of training programmes for higher education levels

Circular No. 08/2021/TT-BGDĐT dated 18 March, 2021 of the Minister of Education and Training issuing the Regulation on Undergraduate Training;

Decision No. 1911/QĐ-ĐHTCM dated 17 July, 2024 of the Rector of the University of Finance – Marketing issuing the regulations on developing, appraising and promulgating training programmes; review, evaluate and improve training programmes at all levels at the University of Finance - Marketing.

Decision No. 2651/QĐ-ĐHTCM dated 07 September, 2024 of the Rector of the University of Finance - Marketing issuing the the Regulations on training integrated programmes, Advanced programme in English, and talent programmes at the regular university level at the University of Finance – Marketing;

Decision No. 3279/QĐ-DHTCM dated December 3, 2024 of the President of the University of Finance - Marketing on promulgating the Regulations on university level training based on credits at the University of Finance – Marketing.

2. INTRODUCING THE EDUCATION PROGRAMME

The application-oriented university education programme in major of International Business with the current credit system was first developed in 2012. The programme is updated according to a new approach with the goal of meeting the needs of stakeholders

including employers, lecturers, alumni and learners that is surveyed periodically; updated the change in competency standards according to State regulations for the Economics - Law major group, the change in educational philosophy and operational structure towards autonomy of the University of Finance - Marketing.

The programme is designed for an average duration of 4 years and 134 credits, not include national defense education, soft skills and physical education according to regulations of the Ministry of Education and Training, of which 6 credits are for graduation.

The dean who manages the education programme must organize the evaluation of the education programme. the drafting of content that needs to be revised and updated in the education programme is carried out according to current regulations. the principal promulgates an updated and additional education programme based on the proposal of the Science and Training Council after the education programme has been evaluated.

3. GENERAL INFORMATION

3.1. Name of education programme: International Business

3.2. Qualification: Bachelor

3.3. Education orientation: Application

3.4. Graduation diploma: Bachelor of economics

3.5. Education major code: 7340120

3.6. Education period: 4 years

3.7. Type of Education: Regular

3.8. Number of credits required: 134 (not include national defense education, soft skills and physical education according to regulations of the Ministry of Education and Training)

3.9. Faculty of Management: Faculty of Commerce and Tourism

3.10. Language used: English

3.11. Quality certification: Decision No. 53/QĐ-TTĐĐ dated May 20,

3.12. Website: 2022 khoathuongmaidulich. ufm.edu. vn

3.13. Reference and comparison programmes:

- Bachelor of International Business education programme of schools: Foreign Trade University, National Economics University, Ho Chi Minh City University of Technology and Education, University of Economics and Law, Vietnam National University Ho Chi Minh City, International University, Vietnam National University Ho Chi Minh City, Ho Chi Minh City Open University, University of Transport Ho Chi Minh City, Haaga – Helia University (Finland), Amsterdam School of International Business (part of Amsterdam University of Applied Sciences) (Netherlands), University of South Carolina (USA).

- Bachelor's degree education programme in International Business and Logistics from Metropolia University of Sciences and Applications, Finland.

- The Bachelor of International Business education programme of the National Economics University (POHE programme) is based on the education programme of the University of California, Long Beach, USA.

3.14. Year of review and update: 2025

3.15. Job positions:

- Customer care and management specialist
- Marketing and research and market development specialist
- Negotiation and promotion of import and export expert
- Import and export documentation specialist
- International payment specialist
- Supply chain management specialist
- Human resource management specialist
- International investment consultant at businesses and investment funds
- Trade and investment promotion specialist
- Cargo import and export operator at seaports, airlines, railways, and ICDs
- International freight business specialist
- Import and export merchandising specialist
- Forwarding and logistics specialist
- Transport and warehousing management specialist
- Customs declaration specialist/agent
- Expert in state management of import and export

4. EDUCATION OBJECTIVES

4.1. General objective

Application-oriented undergraduate education in major of International Business aims to help learners have good political, moral and health qualities; Master the fundamental knowledge, theory, and basic scientific reasoning about natural sciences, society, politics, and law; Have advanced, comprehensive, in-depth theoretical knowledge of international business; Have professional practice skills and the ability to analyze, synthesize, plan and propose appropriate solutions to solve complex problems that arise in international business activities, and develop lifelong learning skills; Have the ability to work independently or in groups, be autonomous, self-responsible, and adapt to the international business environment

in the context of international integration.

4.2. Detailed objectives

❖ *About knowledge*

- PO1: Master the basic principles of Marxism-Leninism, natural, social and legal laws in the field of economics and international business; knowledge of information technology and foreign languages to acquire vocational education knowledge in international business and be able to continue studying at a higher level;

- PO2: Have comprehensive, in-depth theoretical knowledge to start a business and solve complex tasks arising from international business practices in the International Business education major.

❖ *About skills:*

- PO3: Able to use information technology and proficient in foreign languages (English) to perform international business operations;

- PO4: Able to competently practice operations, analyze, synthesize, plan and propose appropriate solutions to solve complex tasks arising in international business activities.

❖ *About the level of autonomy and self-responsibility:*

- PO5: Self-orientation, learning and autonomy, self-responsibility in planning and organizing the implementation of international business operations and orienting and adapting to the international business environment in the context of international integration.

5. PROGRAMME LEARNING OUTCOMES (PLOs)

The programme is designed to ensure that learners upon graduation achieve the following general major programme learning outcomes:

❖ *About knowledge:*

PLO1: Apply knowledge of social sciences, political science, law and general professional knowledge of the industry in evaluating and criticizing issues at work.

PLO2: Apply knowledge of information technology, economic mathematics, data analysis, and entrepreneurship to perform work in the field of training;

PLO3: Flexibly apply basic and comprehensive theoretical knowledge of economics and international business, practical and in-depth theoretical knowledge of specialized operations to establish, organize, implement, inspect and control practical activities of the enterprise;

PLO4: Analyze factors and suggestions in decision-making to solve complex problems arising in international business operations at enterprises.

❖ *About skills:*

PLO5: Skillfully handle situations related to social science, political science, and law

activities; use specialized English fluently to solve work in the field of training.

PLO6: Proficiently handle situations related to technology application, solve economic problems, build and implement startup business plans. Skillful quantitative and technological skills to analyze and interpret business data to improve business performance.

PLO7: Proficiently perform industry analysis to support the establishment, implementation, inspection, and control of international business operations at the enterprise.

PLO8: Proficiently solve complex problems arising in international business operations at the enterprise.

❖ *About the level of autonomy and self-responsibility:*

PLO9: Self-directed, able to draw professional conclusions and defend personal views in new circumstances and devise innovative solutions to cope with an unforeseen events.

PLO10: Work independently or in groups in a dynamic and diverse world, take personal responsibility and responsibility for the team. Guide and supervise others to perform tasks. Assess their own ethical values and the social context of issues.

6. TOTAL PROGRAMMEME KNOWLEDGE: 134 credits

No.	Application orientation		
	Amount of Knowledge	Credits	Percentage
1	General education knowledge block	38	28%
	<i>Knowledge of political theory</i>	<i>11</i>	
	<i>Legal knowledge</i>	<i>3</i>	
	<i>Foreign language</i>	<i>18</i>	
	<i>Mathematics – Informatics</i>	<i>6</i>	
2	Professional education knowledge block	90	67%
2.1	<i>Foundation knowledge</i>	<i>45</i>	<i>34%</i>
2.2	<i>Major knowledge</i>	<i>24</i>	<i>18%</i>
2.3	<i>Specialized knowledge</i>	<i>15</i>	<i>11%</i>
2.4	<i>Major supplementary knowledge</i>	<i>6</i>	<i>4%</i>
3	Graduation	6	4%
	<i>Graduation Project</i>	<i>6</i>	
	Total	134	100%

7. ADMISSIONS

Every year, the University of Finance - Marketing develops an admission project with detailed content on admission subjects, admission targets of the major in accordance with education capacity and admission regulations set by the Ministry of Education and Training.

8. EDUCATION PROGRAMME CONTENT

No.	Module code	Module name	Application orientation		Online Training (Mark "X" for courses that are taught online)
			Total credits	Credit allocation	
				Theory	Practice
1. General Education knowledge block			38	38	0
a	Knowledge of political theory		11	11	0
1	100258	Marxist – Leninist phylosophy	3	3	0
2	100259	Marxist Leninist political economics	2	2	0
3	100260	Scientific socialism	2	2	0
4	100261	History of Vietnamese Communist Party	2	2	0
5	100262	Ho Chi Minh Ideology	2	2	0
b	Legal knowledge		3	3	0
6	100044	Business Law	3	3	0
c	Foreign language		6	6	0
7	100263	English 1 (Listening-Speaking)	3	3	0
8	100264	English 2 (Listening-Speaking)	3	3	0
9	100265	English 3 (Listening-Speaking)	3	3	0
10	100266	English 4 (Listening-Speaking)	3	3	0
11	100267	Business English	3	3	0
12	100268	Advanced Business English	3	3	0
d	Mathematics – Informatics		6	6	0
13	100269	Digital literacy	3	3	0
14	100270	Mathematics for Business and Economics	3	3	0
2. Professional Education Knowledge Block			90	90	0
a	Foundation knowledge		45	45	0
15	100030	Principles of Microeconomics	3	3	0
16	100047	Principles of Macroeconomics	3	3	0
17	100297	Introduction to Business	3	3	0
18	100042	Principles of Marketing	3	3	0
19	100041	Principles of Management	3	3	0
20	100048	Financial Management	3	3	0
21	100273	Strategic Management	3	3	0
22	100062	Taxation	3	3	0
23	100172	Financial Accounting	3	3	0
24	100233	Entrepreneurship and Innovation	3	3	0
25	100293	Managerial Accounting	3	3	0

No.	Module code	Module name	Application orientation			Online Training (Mark "X" for courses that are taught online)
			Total credits	Credit allocation		
				Theory	Practice	
26	100274	Sustainable development	3	3	0	X
27	100275	Artificial Intelligence in Business	3	3	0	X
28	100271	Customer behavior	3	3	0	X
29	100272	Essential of Business Statistics	3	3	0	X
<i>b</i>	<i>Major knowledge</i>		<i>30</i>	<i>30</i>	<i>0</i>	
30	100077	International Business Law	3	3	0	
31	100308	E-Business	3	3	0	
32	100304	Payment in Foreign Trade	3	3	0	
33	100298	International Trade	3	3	0	X
34	100299	Logistics Management	3	3	0	X
35	100307	International Marketing	3	3	0	
36	100300	International Business	3	3	0	X
37	100056	Global Financial Management	3	3	0	
<i>c</i>	<i>Specialized knowledge</i>		<i>15</i>	<i>15</i>	<i>0</i>	
38	100301	International Commerce Transactions	3	3	0	X
39	100305	Cargo Transport and Insurance in Foreign Trade	3	3	0	X
40	100302	Export – Import Management	3	3	0	
41	100303	International Business Strategy	3	3	0	X
42	100079	International Investment	3	3	0	
<i>d</i>	<i>Major supplementary knowlegde</i>		<i>6</i>	<i>6</i>	<i>0</i>	
43	100063	Business Ethics & Social Responsibility	3	3	0	X
44	100306	Managing Human Resources	3	3	0	
3. Graduation						
45	100324	Graduation Thesis	6	0	6	
Total course credits			134	128	6	

9. TEACHING AND LEARNING METHODS

9.1. Teaching methods

❖ Theory-based teaching methods:

- **Lecture:** The lecturer presents and explains the content of the lesson. The lecturer is responsible for delivering and elaborating on the material. Learners listen to the lecture, take notes to absorb the knowledge conveyed by the instructor, and may ask questions or seek

clarification on any unclear points.

- **Group discussion:** The lecturer introduces the topic, defines a common task for the groups, and organizes them. Learners are required to handle assigned duties, present their findings, and report their results.

- **Group project:** The lecturer introduces the topic, defines a common task for the groups, and organizes them. Learners are required to handle assigned duties, present their findings, and report their results.

- **Question/essay:** Learners are required to apply theoretical knowledge to give an argument or answer on a given topic.

- **Presentation:** The lecturer introduces the topic. Learners are required to form groups, research the topic, apply theoretical knowledge to analyze, explain, and make management decisions, and deliver presentations on a chosen topic.

❖ Practical teaching methods:

- **Visual presentation:** The lecturer demonstrates the task, providing a clear example for learners to follow. Learners practice the task under the lecturer's supervision, receiving immediate feedback and guidance.

- **Exercises:** Learners engage in exercises, both individually and as a team, to practice the tasks assigned by the lecturer, prepare and present their reports in the next class, fostering further discussion and knowledge sharing among the entire class.

- **Practice:** Learners can work both individually and as a team; the lecturer provides a real-life situation, professional requirement, or incident, emphasizing the practical relevance of the learning and requiring learners to solve problems within the classroom; this method focuses on applying theoretical knowledge to practical scenarios to analyze the problem, identifying key issues and relevant information.

- **Project-based learning:** The lecturer provides a practical topic, connecting learning to real-world challenges while learners work in teams, develop ideas, and implement real-world projects in a classroom setting; projects are initiated, formed, and completed through the learning process with guidance and support from the lecturer.

9.2. Learners' learning methods

❖ Self-study instructions:

The lecturer in charge of the course develops and organizes a teaching plan according to the course outline and disseminates this plan to learners at the first lecture to have a positive learning preparation direction. Specifically as follows: Help learners understand the objectives of each lesson or course; support learners in linking learning objectives with personal interests and needs; help learners make a weekly study plan; guide how to divide time for learning, resting and entertainment activities; provide and guide learning materials from various sources, including textbooks, video lectures, and online materials, encourage learners to take

advantage of resources from libraries and massive open online courses (MOOCs).

❖ **Self-study:**

- **Individual self-study:** Learners can choose to work individually or collaborate in groups, actively engage with the lecture materials and requirements, and produce the required products.

- **Group self-study:**

The group leader is a designated member responsible for representing the group to communicate with the lecturer, ensuring the group's progress, assigning work and evaluating the performance of group members.

Groups as a whole are responsible for researching the self-study content, understanding the lecturer's requirements, and completing the assigned tasks.

9.3. Methods of practice guidance

+ Internship, practice at enterprises: Learners participate in internships at enterprises or organizations related to international business, then submit internship diary and report content according to the guidance of the faculty, lecturers.

+ Visiting enterprises: Faculty/Lecturers organize for learners to visit enterprises or organizations related to international business.

9.4. Matrix of compatibility between teaching - learning methods and programme learning outcomes

Teaching - Learning Methods	PLOs									
	Knowledge				Skill				Autonomy and self-responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
Lecture	X	X	X	X			X	X	X	X
Group discussion		X	X	X			X	X	X	X
Group project	X	X	X	X		X	X	X	X	X
Question/essay			X	X				X	X	
Presentation			X	X			X	X		
Visual presentation			X	X			X	X		X
Exercises				X						X
Project-based learning		X	X	X	X	X	X	X		X
Practice	X	X	X	X			X	X	X	X

10. TESTING AND ASSESSMENT METHODS

The assessment method and assessment scale are implemented according to Decision No. 3347/QĐ-DHTCM dated December 30, 2022 of the President of the University of Finance - Marketing promulgating the Regulations on examination and assessment of learning outcomes under the credit system at the University of Finance - Marketing.

10.1. Theory:

- + Attendance (10 - 20%): Actively participate in class activities
- + Regular testing (30 - 40%): Group presentation, multiple choice, self-study exercises, group assignment
- + End-of-course exam (50 - 60%): Multiple choice - written exam, multiple choice exam, written exam, essay

10.2. Practice:

- + Test (40 - 50%): Group presentation, self-study exercises, group assignment
- + End-of-course exam (50 - 60%): written exam, essay

10.3 Matrix of the relationship between assessment methods and Programme learning outcomes

Assessment methods	PLOs									
	Knowledge				Skill				Autonomy and self-responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
A. THEORY AND PRACTICE COURSES										
1. Process assessment										
In-class active participation	X		X	X	X		X	X	X	X
Group discussions, group projects	X		X	X	X	X	X	X	X	X
Examination (multiple-choice/essay/combination)	X		X	X		X	X	X	X	X
Practice			X	X	X	X	X	X	X	X
Report/Presentation		X	X	X		X	X	X	X	X
Self-study exercises			X		X	X	X	X	X	X
2. Final assessment										
Multiple choice - written exam	X	X	X	X		X	X	X	X	X
Written exam	X	X	X	X		X	X	X	X	X

Assessment methods	PLOs									
	Knowledge				Skill				Autonomy and self-responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
Multiple choice exam	X	X	X	X		X	X	X	X	X
Essay	X	X	X	X		X	X	X	X	X
B. GRADUATION THESIS, GRADUATION INTERNSHIP, AND PRACTICUM										
Graduation thesis	X		X	X		X	X		X	X

11. GUIDELINES FOR IMPLEMENTING THE EDUCATION PROGRAMME

11.1. Education process

The undergraduate programme for business administration is made publicly available to students before admission and at the beginning of the course. any changes or adjustments to the programme are made according to current regulations and are announced before implementation, ensuring no adverse impact on students.

The programme is designed to be completed in 4 years, with a maximum duration of 7 years.

Students receive instruction in a full-time format, following the current regulations of the Ministry of Education and Training and the university's own regulations.

11.2. Education organization, time and plan

a) Organization of training, duration of training:

- The university organizes training according to the credit system. Credit-based training involves individual modules, allowing students to accumulate credits for each module and follow a personalized study plan in alignment with the university's instructional schedule.

- Credits are used to quantify the student's workload. One credit equates to 50 hours, including theoretical classes, practical sessions, internships, and self-study.

b) Training plan:

First year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Marxist – Leninist philosophy	3	None	
2	Marxist Leninist political economics	2	Marxist – Leninist philosophy	
3	Scientific socialism	2	Marxist - Leninist philosophy, Marxist - Leninist Political Economics	

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
4	English 1 (Listening-Speaking)	3	None	
5	English 2 (Listening-Speaking)	3	English 1 (Listening-Speaking)	
6	English 3 (Listening-Speaking)	3	English 2 (Listening-Speaking)	
7	Principles of Microeconomics	3	None	
8	Principles of Macroeconomics	3	Principles of Microeconomics	
9	Digital literacy	3	None	
10	Mathematics for Business and Economics	3	None	
11	Principles of Management	3	None	
12	Principles of Marketing	3	None	
13	Customer behavior	3	Principles of Marketing	
14	Essential of Business Statistics	3	None	
	Total	40		

Second year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	History of Vietnamese Communist Party	2	Marxist - Leninist philosophy, Marxist - Leninist Political Economics, Scientific Socialism, Ho Chi Minh Ideology	
2	Ho Chi Minh Ideology	2	Marxist - Leninist philosophy, Marxist - Leninist Political Economics, Scientific Socialism	
3	English 4 (Listening-Speaking)	3	English 3 (Listening-Speaking)	
4	Business English	3	English 4 (Listening-Speaking)	
5	Advanced Business English	3	Business English	
6	Business Law	3	None	
7	Introduction to Business	3	None	
8	Sustainable Development	3	None	
9	Financial Accounting	3	None	
10	Managerial Accounting	3	Financial Accounting	
11	Financial Management	3	None	
12	Strategic Management	3	Principles of Management	
13	Taxation	3	None	
14	Artificial Intelligence in Business	3	Mathematics for Business and Economics	

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
15	Entrepreneurship and Innovation	3	Principles of Microeconomics, Principles of Management	
	Total	43		

Thirth year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	International Business Law	3	Business Law	
2	E- Business	3	None	
3	Payment in Foreign Trade	3	None	
4	International Trade	3	None	
5	Logistics Management	3	None	
6	International Marketing	3	None	
7	Internaltional Business	3	Principles of Management	
8	Global Financial Management	3	Financial Management	
9	International Commerce Transactions	3	International business	
10	Export – Import Management	3	International Commerce Transactions	
11	International Business Strategy	3	Strategic Management	
12	International Investment	3	International Business, Financial Management	
13	Cargo Transport and Insurance in Foreign Trade	3	International Commerce Transactions	
14	Business Ethics & Social Responsibility	3	Principles of Management	
15	Managing Human Resources	3	Principles of Management	
	Total	45		

Fourth year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Graduation thesis	6	Core discipline knowledge modules and specialized discipline knowledge modules	
	Total	6		

11.3. Organize the end-of-course exam

The organization of the final exam is carried out according to current regulations issued by the University of Finance - Marketing.

11.4. Conditions for consideration and recognition of graduation

a) Graduation conditions

❖ **Conditions for accumulation and scores of courses:**

Pursuant to Decision No. 2651/QĐ-DHTCM dated October 27, 2024 of the President of the University of Finance - Marketing on promulgating the Regulations on training integrated programmes, international programmes and talent programmes at the university level in the regular form on credits at the University of Finance - Marketing.

❖ **Conditions for soft skills:**

Learners must have a standard certificate (or passing score) of 3/6 of the following soft skills:

- Work organization and time management skills
- Presentation and teamwork skills
- Effective communication skills
- Problem solving and decision making skills
- Career planning and job search skills
- Creative thinking skills.

❖ **Foreign language conditions:**

Have foreign language proficiency at level 4/6 according to the 6-level foreign language proficiency framework for Vietnam issued with Circular No. 01/2014/TT-BGDDT dated January 24, 2014 of the Minister of Education and Training.

❖ **Information technology conditions:**

- Basic IT application certificate (according to Joint Circular No. 17/2016/TTLT-BGDDT-BTTTT dated June 21, 2016 of the Ministry of Education and Training and the Ministry of Information and Communications on regulations on exam organization and issuance of IT application certificates) issued by educational institutions under the permission of the Ministry of Education and Training;

- Specialist level MOS international office information technology certificate (MS. Word, MS. Excel) issued by Microsoft;

- University or College diploma in Information Technology or Management Information Systems according to the national education system.

b) Issuing university degrees and issuing transcripts

- Granting of degrees and diploma supplements: when the learner fully meets the regulations according to the current regulations of the University and the State.

- Issuing transcripts: when learners fully meet the regulations according to current regulations of the School and the State, or when learners request.

B. SUMMARY OF COURSES IN TRAINING PROGRAMME:

1. Marxist-Leninist Philosophy

Credits: 03

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:
 - *Objectives of the course:*

After completing this course, learners will be able to: Comprehend the basic, systematic knowledge of Marxist-Leninist philosophy, utilize the dialectical materialist worldview and methodology in studying other subjects, and understand and evaluate various issues at work. This will enable them to have confidence in their viewpoints and the ability to defend them.

- *Contents summary:*

The course is structured into three chapters. It equips learners with the basic contents of the worldview and philosophical methodology of Marxism-Leninism for the study and learning of other subjects in the training programme, as well as other human knowledge; for the application of learner knowledge to practical life; and serves as a direct premise for studying other components of Marxism-Leninism. From the knowledge acquired in the course, learners will understand the methodological significance of applying Marxist-Leninist philosophy to the practicalities of the Vietnamese revolution and the benefits they gain from engaging with this course.

- ❖ In relevance to the PLOs: PLO1(I); PLO5(R); PLO9(R)

2. Marxist-Leninist Political Economy

Credits: 02

- ❖ Previous modules: Marxist-Leninist Philosophy
- ❖ Summary of module's objectives and contents:
 - *Objectives of the course:*

After completing this course, learners will be equipped with the basic, core knowledge of Marxist-Leninist Political Economy. They will be capable of developing skills to apply, analyze, and evaluate socio-economic issues during the country's development and in their personal lives. This contributes to helping learners build appropriate social responsibilities in their job positions and life after graduation, as well as establishing a stance and consciousness of the Marxist-Leninist ideology.

- *Contents summary:*

The course provides core knowledge of Marxist-Leninist Political Economy and some economic issues during the transitional period to socialism in Vietnam. The content of Marxist-Leninist Political Economy in the course focuses on commodities, markets, surplus value production, competition, and monopoly. The economic issues during the transition selected in the course include a socially oriented market economy, economic interest relations

during the transition, industrialization, modernization, and Vietnam's international economic integration.

- ❖ In relevance to the PLOs: PLO1(I); PLO5(R); PLO9(R)

3. Scientific Socialism

Credits: 02

- ❖ Previous modules: Marxist-Leninist Philosophy, Marxist-Leninist Political Economics
- ❖ Summary of module's objectives and contents:

- *Objectives of the course:*

After completing this course, learners will be equipped with a foundational system of knowledge about Science Socialism. They will be able to use the knowledge gained to examine and explain the political-social issues of the country and the path to socialism in Vietnam; to build correct political attitudes and thoughts, and to reinforce their belief in the goals, ideals, and success of the socialist construction in Vietnam.

- *Contents summary:*

The course content presents the basic introductory issues of Science Socialism to clarify the process of formation and development of Scientific Socialism; the research subject, research methods, and the significance of studying Scientific Socialism; the basic theoretical issues of Science Socialism, which are: the historical mission of the working class; socialism and the transitional period to socialism; socialist democracy and the socialist state; social structure - class and class alliances during the transitional period to socialism; and issues of nationality, religion, and family during the transitional period to socialism.

- ❖ In relevance to the PLOs: PLO1(I); PLO5(R); PLO9(R)

4. History of the Communist Party of Viet Nam Credits: 02

- ❖ Previous modules: Marxist-Leninist Philosophy, Marxist-Leninist Political Economy, Scientific Socialism, Ho Chi Minh's Ideology

- ❖ Summary of module's objectives and contents:

- *Objectives of the course:*

After completing the course on the History of the Communist Party of Vietnam, learners will have a systematic understanding of the Communist Party of Vietnam and its policies and directions in leading the revolution from its inception to the present; learners will be able to select research materials, study the subject, and apply the historical knowledge learned to practical work, critiquing incorrect notions about the Party's history. This will enhance their political determination, consolidate their belief in the Party's leadership, and make them aware of their personal responsibility in studying and training to contribute to the construction and defense of the socialist nation of Vietnam.

- *Contents summary:*

The course consists of 4 chapters, providing learners with an understanding of the objectives, tasks, research methods, and study of the History of the Communist Party of Vietnam, as well as basic, systematic knowledge about the founding of the Communist Party of Vietnam (1920 - 1930), the Party's leadership in the struggle for power (1930 - 1945), leading two resistance wars against foreign invaders, completing national liberation, unifying the country (1945 - 1975), leading the entire country in the transition to socialism and carrying out the renewal process (from 1975 to the present). This confirms the successes, highlights the limitations, and summarizes the experiences of the Party's revolutionary leadership to help learners enhance their awareness, trust in the Party, and the ability to apply the knowledge learned to practical work, contributing to the construction and defense of the socialist nation of Vietnam.

❖ In relevance to the PLOs: PLO1(I); PLO5(R); PLO9(R)

5. Ho Chi Minh's Ideology

Credits: 02

❖ Previous modules: Marxist-Leninist Philosophy, Marxist-Leninist Political Economy, Scientific Socialism

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing this course, learners will be able to: Understand the basic knowledge about the concepts, origins, formation, and development of Ho Chi Minh's thoughts; the basic contents of Ho Chi Minh's ideology; the application of the Communist Party of Vietnam in the national democratic people's revolution and in the socialist revolution; Develop independent thinking, analysis, evaluation, and creative application of Ho Chi Minh's ideology to solve practical life issues; Enhance political determination, patriotism, loyalty to the goals, ideals of national independence associated with socialism; Recognize the role and value of Ho Chi Minh's ideology for the Party and the Vietnamese nation; Realize personal responsibility in studying and training to contribute to the construction and defense of the homeland.

▪ *Contents summary:*

The course consists of 6 chapters, equipping learners with basic knowledge about the concepts, subjects, research methods, and the significance of studying Ho Chi Minh's ideology; the foundation, process of formation, and development of Ho Chi Minh's ideology; about national independence and socialism; about the Communist Party of Vietnam and the state of the people, by the people, for the people; about national unity and international solidarity; about culture, ethics, and humanity.

❖ In relevance to the PLOs: PLO1(I); PLO5(R); PLO9(R)

6. English 1 (Listening-Speaking)

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This introductory course focuses on building foundational listening and speaking skills in English. The course aims to enable students to understand and participate in basic conversations, express simple opinions, and describe experiences related to daily topics, reaching a B1 level of proficiency. In addition, this course equips students with fundamental skills in teamwork, communication, and English language usage. Through the course, students develop an understanding of professional ethics, environmental awareness, and a professional work style.

▪ *Contents summary:*

This course focuses on developing foundational listening and speaking skills through engaging in everyday topics. Students will learn to understand and participate in basic conversations, express simple opinions, and describe experiences. Outcomes include improved comprehension of everyday conversations, increased confidence in speaking about familiar subjects, and a broader vocabulary base.

❖ In relevance to the PLOs: PLO5(I), PLO10(I)

7. English 2 (Listening-Speaking)

Credits: 03

❖ Previous modules: English 1 (Listening-Speaking)

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

Building upon the foundation established in English 1, this course aims to enhance students' communicative competence. Students will further develop their listening comprehension of more complex spoken materials, improve their speaking skills through discussions, presentations, and more nuanced conversations, and refine their pronunciation, vocabulary, and grammar. The course aims to empower students to understand and engage in more detailed discussions, present information on familiar topics, and express more nuanced opinions, solidifying their B1 level. Moreover, the course will reinforce their understanding of professional ethics, environmental awareness, and a professional work style, preparing them for academic and professional challenges.

▪ *Contents summary:*

This course expands students' communicative competence with more complex and thought-provoking themes. This course focuses on increasing fluency, confidence, and critical thinking skills in various real-world communication scenarios. Students will further develop their teamwork, communication, and English language usage skills. Outcomes include improved comprehension of more complex spoken English, enhanced fluency and accuracy in speaking, and the ability to participate effectively in discussions on a wider range of topics.

❖ In relevance to the PLOs: PLO5(R), PLO10(I)

8. English 3 (Listening-Speaking)

Credits: 03

❖ Previous modules: English 2 (Listening-Speaking)

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

Upon completion of the course, students are able to enhance and comprehend spoken English and effectively communicate in different contexts and fields at the B2 level of the CEFR such as behavioral science, biology and genetics, sociology, and earth science. Students also can equip themselves with strategies and techniques to perform well in Listening-Speaking sections of English proficiency tests through a variety of listening types: podcasts, lectures, interviews, and conversations, enabling them to understand and respond to various types of questions (note-taking, gap-filling, multiple-choice questions, matching). They can also improve speaking skills from controlled practice to final speaking tasks such as group discussion and presentation. Furthermore, they can enhance pronunciation to support clearer communication and better understanding in both listening and speaking tasks; can expand their vocabulary in different topics and apply new grammar structures in conversation, improving their fluency and accuracy in speaking and listening.

▪ *Contents summary:*

This course is structured to help learners improve their Listening and Speaking skills at B2 level according to the CEFR. The main areas covered include: in listening: listening to recognize speakers' attitudes and reviewing the notes, listening for content words and noting who says what, listening for the order of events and noting contrasting ideas, listening to recognize digressions and noting supporting information; in terms of speaking: quoting statistics and asking Rhetorical questions, making suggestions and presenting with others, expressing probability and expressing opinions strongly, answering questions and making eye contact; in pronunciation: question intonation, syllable stress before suffixes, linking, word stress for emphasis; in vocabulary: participial adjectives, using context clues, noticing clues to meaning, using digital tools; in grammar: real and unreal conditionals, adjective clauses, enough and too, passive voice.

Overall, the course aims to provide learners with skills, strategies and knowledge to perform well in listening and speaking tasks at the B2 level and apply these abilities in real-world settings.

❖ In relevance to the PLOs: PLO5(R), PLO10(I)

9. English 4 (Listening-Speaking)

Credits: 03

❖ Previous modules: English 3 (Listening-Speaking)

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course is designed to enhance academic and professional communication skills through engaging topics in different fields (i.e., business, creative design, environmental sciences, and health - medicines). Students can sharpen their listening and speaking skills at B2 Level-CEFR via their interaction with contents presented in lectures, podcasts, and case studies, as well as through their participation in discussions, presentations, and debates. The course features practical activities for development of learning skills (note-taking skills, critical and analytical thinking skills, presentation skills, group-working skills), language competence (academic vocabulary acquisition, grammatical accuracy, and pronunciation ability) and intercultural awareness, thereby enabling students to synthesize information, evaluate arguments, and communicate ideas effectively. By the end of the course, students will develop fluency, confidence, and analytical skills for academic and professional success.

▪ *Contents summary:*

Upon completion of the course, students can demonstrate accuracy and flexibility in using key grammar structures such as indirect questions, tag questions, and adverb clauses, while expanding their vocabulary through word formation and contextual usage. They can speak with improved clarity, intonation, and effective pausing, enhancing their overall pronunciation. In listening, students can effectively identify key details, make inferences, recognize speaker intent, and take structured notes to enhance comprehension. In terms of speaking skill, students can apply techniques learned from structured discussions, storytelling, and presentations to communicate ideas fluently and persuasively. They can initiate and sustain collaborative discussions, debates, negotiation, turn-taking, and constructive feedback. Additionally, students develop critical thinking by evaluating, analyzing, and summarizing spoken content. By the end of the course, they can develop confidence in communication, independent learning strategies, and cultural awareness, and from there, they can participate actively in academic, professional, and social interactions.

❖ In relevance to the PLOs: PLO5(M), PLO10(I)

10. Business English

Credits: 03

❖ Previous modules: English 4 (Listening-Speaking)

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing this course, students will understand and apply intermediate-level language and communication skills in business through practicing all skills: listening, speaking, reading, and writing, comprehending documents, developing logical ideas when presenting in a professional environment, writing emails to communicate with colleagues and partners in familiar situations, and using language effectively in discussions on topics such as small talks in business, customer service, business projects, and the global market. Additionally, students are able to apply the knowledge learned to business communication

practices in pairs or groups, fostering proactiveness and a sense of responsibility to better prepare for their future careers.

▪ *Contents summary:*

The Business English course is designed for non-language majors following the integrated programme. This course provides students with knowledge and language skills in specialized English for economics by using business communication settings. Students are equipped with vocabulary and grammatical structures used in business such as job choices, business sectors, projects, customer service, global market at intermediate level.

❖ In relevance to the PLOs: PLO5(M), PLO10(I)

11. Advanced Business English

Credits: 03

❖ Previous modules: Business English

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing this course, students will develop and apply intermediate-level language and communication skills in business through practicing all skills: listening, speaking, reading, and writing. This includes confidently introducing oneself in job interviews; handling communication situations at work; applying learned knowledge to tasks related to understanding documents; developing logical ideas when writing paragraphs, emails; responding to messages in familiar situations; and enhancing students' understanding of the business world. Additionally, students will develop practical skills including negotiation, presentation, relationship building, awareness of communication styles, and best practices for addressing communication issues through pair and group activities, thereby fostering a proactive and positive attitude for better future job performance.

▪ *Contents summary:*

The Advanced Business English is designed for non-language majors following the integrated programme after completing the English for Business course. This course provides students with knowledge and language skills in specialized English for economics, focusing on topics such as job position descriptions, market and market demand, production work; and activities related to marketing, finance, international business, and work environment. Students are equipped with vocabulary on economic topics to prepare well for specialized studies in subsequent semesters.

❖ In relevance to the PLOs: PLO5(M), PLO10(I)

12. Business Law

Credits: 03

❖ Previous modules: none

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course aims to provide learners with the knowledge and skills to search for and apply relevant legal regulations in business activities, fostering a sense of respect for and compliance with business law.

▪ *Contents summary:*

Business Law is a compulsory course in the training programme. the course content focuses on providing an overview of fundamentals of law and business law, including the laws regulating the establishment, organization, and operations of business entities (such as business households, various types of enterprises, and cooperatives); the laws on business reorganization and dissolution; the laws on business contracts; the laws on terminating business activities through bankruptcy; and the laws on resolving business disputes.

❖ In relevance to the PLOs: PLO1(R), PLO5(R), PLO8(R), PLO10 (R)

13. Digital Literacy

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing the course, learners will understand the concept of digital competence, the importance of digital competence in work, and the digital competence framework according to the standards of workers in the era of Industry 4.0. The applications of digital competence in work as well as skills for developing digital competence are also covered. The course content ensures a full provision of knowledge to adapt, master digital technology, and develop digital skills, helping learners enhance their self-learning ability, easily adapt to technological changes, and keep up with the development of the digital age. The system of practical exercises helps learners to refine their skills in flexibly applying problem-solving methods according to different situations, accumulating experience, and developing digital competence to serve their profession. In addition, learners are trained in teamwork skills, responsibility for asset management, and information safety during the learning process.

▪ *Contents summary:*

The course provides learners with content such as the concept of digital competence, the digital competence framework, and the group of digital competencies in Vietnam, such as accessing and evaluating information effectively in the digital environment; the ability to create digital content; applying data analysis; knowing how to exploit and manage information and data creatively and efficiently. Moreover, the course equips learners with digital safety and security, certain knowledge about professional tools in their field, applying technology to optimize work efficiency, and mastering new technology trends in the industry.

❖ In relevance to the PLOs: PLO2(R), PLO6(R), PLO7(R), PLO9(M)

14. Mathematics for Business and Economics

Credits: 03

❖ Previous modules: Microeconomics, Macroeconomics

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

- Understand how to apply concepts and operations related to matrices, determinants, and systems of equations, and solve some algebraic and linear models in economics.
- Have a firm and deep understanding of knowledge about limits, continuity, and derivatives of functions to apply in economics and business. Know how to apply integral calculus and its applications to economic and financial problems. Apply knowledge of multivariable functions, extreme values of multivariable functions, and differential equations to solve specific economic problems and models.
- Master the use of tools and mathematical methods to solve problems, equations, and specific micro and macroeconomic models: equilibrium models, Leontief's input-output model, marginal values, elasticity coefficients, single-variable optimization problems, free extremum models, and conditional extremum in economics and business.

▪ *Contents summary:*

The course provides knowledge of concepts and operations about matrices, determinants, systems of equations, and solving some algebraic and linear models in economics. It ensures a deep understanding of limits, continuity, and derivatives of functions for application in economics and business. It covers the application of integral calculus and its applications to economic and financial problems. It includes knowledge of multivariable functions, extreme values of multivariable functions, differential equations to solve specific economic problems and models; and mastery in using tools and mathematical methods to solve specific problems, equations, and micro and macroeconomic models such as equilibrium models, Leontief's input-output model, marginal values, elasticity coefficients, single-variable optimization problems, free extremum models, and conditional extremum in economics and business.

❖ In relevance to the PLOs: PLO2(R), PLO4(R), PLO6(R), PLO9(R).

15. Taxation

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course aims to equip learners with the knowledge and theoretical foundations on taxation to help them gain an overview of taxes; the development process of the Vietnamese tax system and the main content of the current applicable taxes. The course provides learners with basic skills to identify tax obligations; gradually develop a compliance consciousness with tax regulations, and the professional ethics of those implementing tax policies.

▪ *Contents summary:*

This course is mandatory for basic field knowledge at the University of Finance – Marketing. It provides learners with an overview of taxes and specific tax types in Vietnam, including import and export taxes, special consumption taxes, value-added taxes, corporate income taxes, personal income taxes, etc. The content of each tax includes the basic provisions of tax law on: taxable subjects, taxpayers, tax calculation bases and methods, deadlines for tax declaration and payment, and tax finalization.

❖ In relevance to the PLOs: PLO2(R), PLO3(R), PLO8(M), PLO9(M)

16. Customer behavior

Credits: 03

❖ Previous modules: Principles of Marketing

❖ Summary of module's objectives and contents:

▪ *General objectives:*

This course provides students have a deep understanding and scientific analysis of customer behavior, fully grasp the factors that affect the customer's purchasing decision-making process, and clearly understand the influence of customer behavior. Customers towards marketing strategies and analyze behavioral patterns to become an effective marketing manager. In addition, the course also provides students with observation, analysis, and evaluation skills to grasp customers' psychological changes. Furthermore, the subject also helps students develop the ability to be autonomous and responsible through assigned tasks during the learning process.

▪ *Contents summary:*

This course aims to provide students with the knowledge to understand the factors that influence customer purchasing behavior, specifically cultural, social, personal, and psychological factors, as well as the decision-making process for purchasing goods. This course requires understanding individual consumers and the market and behavior of organizational customer groups. Additionally, the course delves into analyzing situations that affect purchase decisions and post-purchase behavior of individual customer groups.

❖ In relevance to the PLOs: PLO1(R), PLO3(R), PLO9(M), PLO10(R)

17. Principles of Microeconomics

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The objective of the Principles of Microeconomics module is to provide students with the knowledge and skills to understand and analyze economic activities at the micro level.

▪ *Contents summary:*

Students will be provided with knowledge of consumer and business behavior, as well as

the ability to analyze different market structures, including competitive markets, monopolies and oligopolies. This course also equips students with skills to apply economic principles to policy analysis and evaluation, using analytical tools such as supply and demand to assess the impact of changes in the market. On the other hand, students will be trained in solving problems of maximizing consumer benefits and analyzing business behavior in different market models. In addition, the course also aims to help students calculate producer surplus and consumer surplus, as well as better understand consumer behavior under conditions of uncertainty.

❖ In relevance to the PLOs: PLO1(I), PLO7(R), PLO9(M)

18. Principles of Macroeconomics

Credits: 03

❖ Previous modules: Principles of Microeconomics

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The objective of the Principles of Macroeconomics module is to provide students with the knowledge and skills to understand and analyze economic activities at the macro level.

▪ *Contents summary:*

The course is designed to introduce concepts and methods of measuring macroeconomic activities such as GDP, CPI, inflation rate, unemployment rate. Thereby, students understand the activities of macroeconomics and the relationship between them through basic theories and models. In addition, this course also evaluates how fiscal and monetary policies are used to control the impact of recession and inflation on the domestic and global economic environment. Finally, the course helps students understand the basic macroeconomic relationships of open economies, trade and the impact of international capital flows, the importance of factors contributing to long-term economic growth efficiency.

❖ In relevance to the PLOs: PLO1(R), PLO7(R), PLO9(M)

19. Essential of Business Statistics

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

❖ *General objectives:*

The objective of the Essentials for Business Statistics course is to provide for students with the necessary knowledge and skills to apply statistics in the fields of business, economics, finance, management, and scientific research.

❖ *Contents summary:*

This module provides students with knowledge of descriptive and inferential statistics, the main topics include: Methods of data presentation using frequency tables, charts, graphs and

other visual techniques to describe qualitative and quantitative data, measures of central tendency and dispersion. In addition, students learn about the basic concepts of probability, probability distributions, basic probability distributions and their role in statistical inference. On the other hand, students are also introduced to the knowledge of estimating population parameters based on samples and determining sample size, analyzing the relationship between two variables using linear regression and correlation. The module also focuses on applying software tools such as Microsoft Excel, Stata and SPSS to practice data analysis and interpret results.

❖ In relevance to the PLOs: PLO2(R), PLO6(R), PLO9(R)

20. Principles of Management

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

❖ *General objectives:*

The course provides students with a comprehensive theoretical foundation in organizational management, including the role of managers and management work, the development of management thought, the organizational environment, organizational culture and management, management decision-making, planning, organizing, leading and controlling. Beyond fundamental knowledge, this course develops managerial skills such as communication, teamwork, analysis, and problem-solving to enhance organizational efficiency and stability. Students will be able to apply their acquired knowledge and skills to perform various tasks, demonstrating a sense of responsibility and teamwork to improve their professional performance in future work.

❖ *Contents summary:*

Business Management is a foundational course within the Business Administration PROGRAMME and other economic-related majors. This course examines the fundamental functions of management in organizations, including planning, organizing, leading, and controlling. It equips students with the necessary knowledge and skills to apply these managerial functions in real-world organizational settings. Furthermore, this course provides students with a solid foundation for proposing solutions and approaches to addressing organizational management issues in the context of globalization and integration.

❖ In relevance to the PLOs: PLO1(I), PLO7(R), PLO9(R), PLO10(R)

21. Principles of Marketing

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:* The Principles of Marketing course provides students with basic knowledge about marketing including concepts, roles, principles, processes, and marketing mix content. Based on this foundational knowledge, students will be able to explain

the essence of marketing and the role of marketing activities for individuals, businesses, and society. Additionally, the course helps students apply basic marketing knowledge to analyze the marketing environment, evaluate marketing activities, and propose marketing solutions for businesses.

- *Contents summary:* The content of the Principles of Marketing course includes 9 chapters, focusing on analyzing basic knowledge about marketing such as concepts, roles, functions, and marketing processes, marketing mix, ethical issues in marketing activities, as well as changes in marketing in the current context. The course also analyzes content related to the implementation of marketing activities such as analyzing the marketing environment, analyzing customer behavior through market research, selecting target markets, and analyzing the basic contents of the marketing mix related to product strategy, pricing strategy, distribution strategy, and marketing communication strategy.

- In relevance to the PLOs: PLO1(I), PLO7(R), PLO9(R), PLO10(R)

22. Introduction to Business

Credits: 03

- ❖ Previous modules: None

- ❖ Summary of module's objectives and contents:

- *Objectives of the course:*

This course aims to give learners an overview of basic business concepts in accounting, finance, marketing, management, globalization, and human resource management. Other topics introduced include managing in a rapidly changing business environment, social responsibilities, environmental issues, and ethics.

- *Contents summary:*

The course includes analyzing the global business environment, applying supply and demand theory, comparing economic systems, evaluating ethics and social responsibility, analyzing managerial roles and functions, developing skills in product development and marketing

- ❖ In relevance to the PLOs: PLO1(I), PLO3(R), PLO8(R), PLO9(R)

23. Strategic Management

Credits: 03

- ❖ Previous modules: Principles of Management

- ❖ Summary of module's objectives and contents:

- *Objectives of the course:*

This course aims to provide knowledge for learners to design a strategic management model. It involves using techniques to identify opportunities and challenges, and to determine the strengths and weaknesses of an organization. It also includes applying techniques to propose and evaluate strategies. Consequently, learners will make strategic decisions and create diagrams for strategy implementation and evaluation.

▪ *Contents summary:*

This course belongs to the major block of the PROGRAMME, providing students with knowledge, methods, and tools to establish a strategy, organize and implement the strategy, and evaluate the strategy. The main contents of the course include: An overview of strategy, strategic management, and strategic management models; The structure of vision, mission, and value statements; External environment analysis; Internal capability analysis; Business strategy, competitive strategy in the international economic integration environment; Strategy analysis and selection; Balanced scorecard in the implementation and evaluation of strategy.

❖ In relevance to the PLOs: PLO3(R), PLO4(R), PLO7(R), PLO9(R).

24. Sustainable development

Credits: 03

❖ Previous modules: Microeconomics, Macroeconomics

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The Sustainable Development course is designed to equip learners with knowledge and attitudes for living, studying, and working in the face of an inevitable trend that cannot be avoided or denied in this era. Through the taught and discussed content, learners become aware of the issues of a development process that meets the needs of all aspects of current society while ensuring the continued development of future generations, thereby having the correct attitude and behavior in all activities of life from personal living to labor, production, business, and other activities.

▪ *Contents summary:*

The course introduces general issues about sustainable development including concepts, principles, and theories. It provides knowledge for learners to understand, discuss, analyze, and evaluate issues based on the United Nations' 17 Sustainable Development Goals. The main content of the course will address sustainable development issues in 7 socio-economic areas such as: Economic Growth; Industry and Infrastructure; Resources; Education and Health; Energy; Social Equality; and Sustainable Development Policies. Through the course content, learners are equipped with methods to assess and analyze aspects of sustainable development in Vietnam, thereby forming independent critical thinking to imply policies for state management levels.

❖ In relevance to the PLOs: PLO1(R), PLO3(R), PLO7(R), PLO9(R), PLO10(R).

25. Financial Management

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing this course, students will be able to acquire knowledge and understanding of the goals of corporate finance; students understand and can calculate time value of money, analyze and evaluate sources of corporate funding, cost of capital (including: weighted average cost of capital and marginal weighted average cost of capital); students can also plan financial resources in enterprises; manage short-term assets, value securities and assessing long-term investments in domestic and international context.

▪ *Contents summary:*

The course provides and develops theoretical framework for understanding and analyzing major corporate finance knowledge, including: Overview of corporate finance, time value of money, financial securities valuation, cost of capital, weighted average cost of capital, breakeven point, capital budgeting, asset management and corporate source of funds.

❖ In relevance to the PLOs: PLO1(R), PLO7(R), PLO10(R)

26. Financial Accounting

Credits:03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The module provides knowledge about accounting procedures to communicate information for the related parties. Students can inspect, propose the accounting procedures in practice.

▪ *Contents summary:*

The module provides the foundation knowledge about accounting procedures, especially accounting cycle and prepare the financial statements. The students approach accounting principles, characteristics, and accounting methods to solve business transactions. In details, identifying, measuring, classify and recording of transactions in the journal and ledger and preparation of financial statements are focused in this subject.

❖ In relevance to the PLOs: PLO1 (R), PLO2 (R), PLO5 (M), PLO9 (M)

27. Entrepreneurship and Innovation

Credits: 03

❖ Previous modules: Principles of Microeconomics; Principles of Management

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing the course, students will be able to connect and apply basic and technological knowledge to Entrepreneurship and Innovation activities. Furthermore, learners can demonstrate proficiency in using and combining organizational resources, as well as effectively coordinating in teamwork, to achieve Entrepreneurship and Innovation objectives. Based on the knowledge and skills acquired, learners are confident in demonstrating

entrepreneurial spirit and self-direction; they are accountable for individuals and groups in Entrepreneurship and Innovation activities.

▪ *Contents summary:*

The Entrepreneurship and Innovation course is a mandatory foundation module of the PROGRAMME that aims to provide students with a comprehensive understanding of Entrepreneurship and Innovation. The course provides essential knowledge of economics, society, and law for entrepreneurial and innovation activities; it develops and strengthens lean startup and design thinking mindsets; provide skills in building business models, discover and validate customers, as well as develop human resources and financial strategies. As a result, learners gain confidence and a positive attitude, as well as critical thinking and business idea development skills, as well as the ability to select and build a complete entrepreneurial plan in terms of structure and meeting content requirements according to course standards.

❖ In relevance to the PLOs: PLO1(R), PLO2(I), PLO7(R), PLO8(R), PLO9(R).

28. Artificial Intelligence in Business

Credits: 03

❖ Previous modules: Mathematical Economics/Econometrics

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This module equips learners with basic knowledge about Artificial Intelligence, methodological issues in building models using artificial intelligence; includes statistical mathematical methods, basic algorithms of data analysis and application of new technologies and data science to socio-economic practice. After completing this module, learners have the necessary knowledge and skills to apply technology in collecting and analyzing data and building effective organizational models for the fields of economics and finance, business and management.

▪ *Contents summary:*

The module provides learners with content such as the concepts and roles of data science and artificial intelligence in business and management activities, and provides statistical and mathematical methods used in the field. Artificial intelligence to solve economic problems. Learners are equipped with technological methods in artificial intelligence, data classification methods, and data clustering in economic fields.

❖ In relevance to the PLOs: PLO2(R), PLO6(R), PLO7(M), PLO9(M).

29. Managerial Accounting

Credits: 03

❖ Previous modules: Financial Accounting

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The subject examines the role of accountants in providing financial and non-financial information to support managerial decision-making in planning, control, and performance evaluation. It focuses on the technical design and operational mechanisms of product costing systems, the formulation and implementation of accounting control systems, and the application of strategic cost management to enhance competitive advantage. Furthermore, the subject explores contemporary issues in management accounting and its development through an interdisciplinary lens, integrating insights from related fields to advance theoretical and practical understanding.

▪ *Contents summary:*

The Managerial Accounting course provides students with fundamental concepts and the critical role of management accounting in supporting managers in planning, controlling, and evaluating organizational performance. Students will explore various management accounting techniques, including product costing methods such as job order costing and process costing, as well as cost allocation techniques, and the preparation of management accounting reports using absorption and variable costing. The course also covers budgeting, including operational and financial budgets, while considering their behavioral implications. By the end, students will develop technical, computational, and analytical skills to design costing systems and support managerial decision-making.

❖ In relevance to the PLOs: PLO3(R), PLO4(R), PLO8(M), PLO10(M)

30. International Business Law

Credits: 03

❖ Previous modules: Business Law

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The course helps learners understand and apply legal provisions to resolve and handle legal issues arising in international commercial relations, focusing on international sale of goods, international service supply, international payment, and resolution of international commercial disputes.

▪ *Contents summary:*

The course provides students with fundamental knowledge of international business law, including: legal provisions governing commercial relations involving state entities and public entities; legal regulations governing commercial relations among traders in international sale of goods, international service supply, international investment, international payment, and resolution of international commercial disputes.

❖ In relevance to the PLOs: PLO1(R), PLO5(M), PLO10(M)

31. E-Business

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course aims to provide learners with the knowledge to analyze in business. Through the course, learners can demonstrate understanding of the role of different E-Business in support of organizational objectives; analyse flexible and reliable E-Business that respond to organizational requirements; evaluate E-Business that support value-added change within organizations; recommend practical E-Business systems solutions to given organizational scenarios.

▪ *Contents summary:*

The aim of this unit is to enhance students' understanding of contemporary business E-Business and how organizations develop and continuously review their E-Business strategy in order to gain and maintain competitive advantage. Student will explore the areas of E-Business that benefit from support of IT systems and how organizations are using IT as a driver for E-Business improvement. By the end of this unit, students will be able to critically analyse the application of current and future technologies and suggest best solutions for an organization.

❖ In relevance to the PLOs: PLO2(R), PLO6(R), PLO7(M), PLO10(M).

32. Payment in foreign trade

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:* Upon completion of the course, learners are able to apply theoretical and practical knowledge of international payment in international trade to analyze, evaluate, and solve problems arising from international payment operations in businesses in various situations. In addition, learners are expected to be able to take on positions in international payments in import-export companies or banks and have a serious attitude at work, modern professional style, and independence in making decisions related to assigned work.

▪ *Contents summary:* This course provides learners with a comprehensive understanding of international payments, international standards and practices, payment instruments, payment methods, and documentary requirements. In addition, the course will delve into concepts, characteristics, roles, and techniques of international payment operations and supporting activities. By exploring real-world scenarios, learners will gain practical experience in addressing challenges in international trade.

❖ In relevance to the PLOs: PLO3(R), PLO7(M), PLO(M)

33. International Trade

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

Graduates have the ability to apply theoretical and practical knowledge to analyze, evaluate and solve problems that often arise in international trade in different circumstances. Additionally, graduates have the necessary creative capacity to carry out independently, or in groups, the work of international trade.

▪ *Contents summary:*

This course is designed to provide students with a good understanding of international economics and inter-country relations. The course introduces and explains important trade models and relates them to current issues in the international sphere such as international competitiveness and trade policy implementation in both developed and emerging, developing economies. Students are exposed to both partial and general equilibrium analyses in order to understand a range of important economic issues in international trade and international relations. Among others, topics covered include the famous Theory of Comparative Advantage, Heckscher - Ohlin model, Foreign Direct Investments, the significance of product and factor flows between nations, the role and impact of tariffs as well as the implications of custom unions and regional integration schemes.

❖ In relevance to the PLOs: PLO3(R), PLO7(M), PLO9(M)

34. Logistics Management

Credits: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents

▪ *Objectives of the course:*

Upon completion of this course, students are able to apply theoretical and practical knowledge to analyze, evaluate and solve problems regarding to purchasing and procurement, inventory and warehouse management, customer service management, distribution management, transportation management, logistics information system management, etc. In addition, students have the ability to manage operations related to logistics activities of enterprises; have a serious attitude, autonomy and independence in making decisions related to the assigned work.

▪ *Contents summary:*

This course belongs to the specialized knowledge curriculum, provides students with basic and in-depth knowledge of Logistics and logistics management in production and business enterprises, especially import-export enterprises. In particular, the course also provides students with knowledge of logistics and information system, customer service in logistics, inventory management, procurement management, Transportation management, Warehousing management,... As a course with specific and highly practical content, it helps students form and develop their thinking, analytical, evaluation and professional qualities

before and after graduation

- ❖ In relevance to the PLOs: PLO3(R), PLO7(M), PLO9(M)

35. International Marketing Credits: 03

- ❖ Previous modules: Principles of marketing
- ❖ Summary of module's objectives and contents:

- *Objectives of the course:* The main learning experience in this course is placed on international marketing decision-making with respect to products/brands and marketing communications. Students successfully completing this course will be able to apply knowledge paradigms in international marketing to gain insights into similarities/differences across cross-cultural markets and their marketing implications; learn to assess global market opportunities, apply culture to decision making, obtain the language of international marketing, and implement global marketing strategies; identify, interpret and evaluate information sources related to consumer marketing; gain an understanding of international marketing effort related to market entry and marketing mix strategies; demonstrate an appreciation for designing and managing in international marketing programmes in consumer markets.

- *Contents summary:* One of the critical success factors for any company is Marketing their products or services internationally. This course covers international Marketing operations by examining issues such as product policies, pricing, Marketing communications, distribution channels and Marketing research. The factors governing the decision of a company to market their products or services are explored in detail. Individual and team projects form a core part of this course to enable the student to apply the theory to professional practice.

- ❖ In relevance to the PLOs: PLO3(M), PLO7(M), PLO9(M)

36. International Business Credits: 03

- ❖ Previous modules: Principles of management
- ❖ Summary of module's objectives and contents:

- *Objectives of the course:*

This course is designed to equip students with the ability to apply fundamental knowledge of international business activities, including the formation and development of international business and the components that constitute the global business environment. Students will learn to analyze and evaluate the international business environment, as well as basic international business strategies and methods of market penetration employed by enterprises in global business operations. The course prepares students to explain, analyze, and forecast emerging issues, and to resolve common situations encountered in international business activities

▪ *Contents summary:*

This course provides students with a foundational understanding of business activities within an international context. It aims to impart essential knowledge on the dynamics of international business, including the elements that constitute the global business environment and their impact on corporate operations. Students will explore international business strategies and various methods of market penetration utilized by enterprises in global business activities. Additionally, the course introduces students to typical scenarios encountered in international business practices at a fundamental level. It facilitates the development of problem-solving skills and critical thinking in the realm of international business through the examination of different perspectives and solutions. The course also focuses on cultivating professional qualities essential for both pre- and post-graduation. Serving as a cornerstone, this course prepares learners for advanced studies and research in specialized areas within the fields of business and management.

❖ In relevance to the PLOs: PLO3(R), PLO7(M), PLO9(M)

37. Global Financial Management

Credits: 03

❖ Previous modules: Financial Management

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This module aims to provide knowledge for learners to recognize and explain basic issues in macro international finance based on international parity theories. Students will gain the ability to analyze and forecast exchange rate fluctuations, select appropriate tools for hedging exchange rate risks, and work confidently in domestic and international businesses. The course also helps students develop creative and flexible thinking in making financial decisions regarding foreign currency transactions, exchange rate risk hedging, and choosing appropriate foreign exchange business methods in response to international financial market fluctuations. Upon completing the module, students will be qualified for positions such as international financial analyst, exchange rate risk manager, and foreign exchange business specialist in banks, financial companies, and international financial organizations.

▪ *Contents summary:*

The module provides students with foundational knowledge about international financial markets, capital flows between countries, and currency derivatives markets. Students will gain a clear understanding of issues related to exchange rate fluctuations and risk hedging, along with the correlation between markets and national economies through theories of international parity between prices, interest rates, and exchange rates. The course content also analyzes factors affecting exchange rates, the international monetary system, and government exchange rate policy options in relation to monetary policy, financial integration, and foreign trade policy. The module emphasizes practical discussions, analysis, and problem-solving related to international financial relations, exchange rate risk management in international trade or

investment activities, and solutions for responding to global financial crises.

❖ In relevance to the PLOs: PLO4(R), PLO7(M), PLO8(R), PLO10(M)

38. International Commerce Transactions

Credits: 03

❖ Previous modules: International Business

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:* This course aims to provide students with the knowledge to understand the overview of transaction methods in international trade, Incoterms, contracts for the international sales of goods as well as specialized foreign trade contracts including processing contract, complete equipment import contract, technology transfer agreement, license contract; perform the contracts for international sales of goods, including export contract performance and import contract performance. From there, students can make decisions related to choosing transaction methods, Incoterms, know how to draft and analyze contracts for the international sales of goods, specialized foreign trade contracts and how to perform contracts for the international sales of goods. In addition, students can be autonomous, responsible, creative and can withstand the time pressure to complete assigned tasks. It is expected that learners can take on job positions at import-export companies, forwarding companies, and logistics companies such as: merchandiser, international sales staff, international purchasing staff, documentation staff...

▪ *Contents summary:* This course provides students with a comprehensive overview of major transaction methods in international trade; international commercial terms (Incoterms); contracts for the international sale of goods and terms in the contracts for the international sale of goods; specialized foreign trade contracts including processing contract, complete equipment import contract, technology transfer agreement, license contract; steps to perform contracts for the international sale of goods. In addition, students are trained for professional thinking skill, problem-solving skill, as well as professional qualities before and after graduation.

❖ In relevance to the PLOs: PLO4(M), PLO8(M), PLO10(M)

39. Export - Import Management

Credits: 03

❖ Previous modules: International Commerce Transactions, Payment in Foreign Trade

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

After completing this course, students will be able to apply theoretical and practical knowledge to make business plans, perform, inspect and control from the first step to the last step in the export import activity to achieve the enterprise goals effectively. In addition, students have the necessary creative capacity to perform independently or in groups related to the export import activity. At the same time, students can be autonomous, responsible and creative in their professional approach and can withstand the time pressure to complete

assigned tasks.

▪ *Contents summary:*

This course provides students with knowledge about managing steps in the export import activity including export import market research, partner selection, making export import business plans, negotiating, drafting export import contracts, performing export import contracts. In addition, it also includes the inspection, control of the enterprise 's export import activity and risk management in export import activity.

❖ In relevance to the PLOs: PLO4(M), PLO8(M), PLO10(M)

40. International Business Strategy Credits: 3

❖ Previous modules: International Business

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

Upon completing the course, students will be able to explain theories of international business strategy and apply these theories to plan, implement, and evaluate the international business strategies of companies. They will also be able to propose solutions to issues that arise during the implementation of a company's international business strategy. Additionally, students will have the capacity for autonomy, responsibility, and creativity in planning, organizing, implementing, evaluating, and proposing international business strategies for companies.

▪ *Contents summary:*

The course provides students with fundamental knowledge about activities in the process of developing, implementing, and evaluating business strategies for companies in an international integration environment. Specifically, it includes: establishing strategic directions; analyzing and evaluating the current strategy of the company; analyzing and evaluating the competitive environment and industry environment; analyzing and selecting company strategies; and addressing issues that need attention during strategy implementation and evaluation.

❖ In relevance to the PLOs: PLO4(M), PLO8(M), PLO10(M)

41. International Investment Credits: 03

❖ Previous modules (if any): International Business, Financial Management

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course is designed to equip students with the ability to apply fundamental knowledge of international business activities, including the formation and development of international business and the components that constitute the global business environment. Students will learn to analyze and evaluate the international business environment, as well as basic

international business strategies and methods of market penetration employed by enterprises in global business operations. The course prepares students to explain, analyze, and forecast emerging issues, and to resolve common situations encountered in international business activities.

▪ *Contents summary:*

This course provides students with a foundational understanding of business activities within an international context. It aims to impart essential knowledge on the dynamics of international business, including the elements that constitute the global business environment and their impact on corporate operations. Students will explore international business strategies and various methods of market penetration utilized by enterprises in global business activities. Additionally, the course introduces students to typical scenarios encountered in international business practices at a fundamental level. It facilitates the development of problem-solving skills and critical thinking in the realm of international business through the examination of different perspectives and solutions. The course also focuses on cultivating professional qualities essential for both pre- and post-graduation. Serving as a cornerstone, this course prepares learners for advanced studies and research in specialized areas within the fields of business and management.

❖ In relevance to the PLOs: PLO4(M), PLO8(M), PLO10(M)

42. Cargo Transport and Insurance in Foreign trade

Credits: 03

❖ Previous modules: International Commercial Transactions

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course aims to provide knowledge for learners to understand the business of chartering ships and foreign trade cargo insurance. From there, learners are able to sign transportation contracts and insurance contracts for foreign trade goods; analyze, evaluate, forecast, and resolve arising situations, and have the necessary creativity to independently or in groups perform tasks related to transportation activities, multimodal transportation, and foreign trade cargo insurance. At the same time, learners can be autonomous, self-responsible, and creative in approaching the business, and withstand the pressure of time to complete assigned tasks in job positions at import-export companies, shipping lines, freight forwarding companies, or logistics services providers.

▪ *Contents summary:*

The course provides learners with knowledge of transport modes from sea, air, road and rail transport to the comprehensive form of multimodal transport to maximize the efficiency of foreign trade transport, principles and practices of documents related to international cargo transportation and insurance, thereby applying the knowledge of the course to maximize profits and minimize costs in foreign trade activities, especially in international

cargo transportation and insurance. At the same time, the operation and management of transport chartering, insurance purchase, support the organization to carry out import and export transactions professionally.

❖ In relevance to the PLOs: PLO4(M), PLO8(M), PLO10(M)

43. Business Ethics and Social Responsibility

Credits: 03

❖ Previous modules: Principles of Management

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

This course aims to provide learners with fundamental theoretical issues related to business ethics and corporate social responsibility. Through the course, learners will understand the importance of implementing ethics in business and fulfilling social responsibility. The course aims to foster creative thinking, a clear understanding of business ethics and social responsibility issues within organizations, and a sense of professional ethical compliance. Based on the knowledge and skills developed, learners will cultivate a sense of responsibility and the ability to collaborate effectively in individual and group work to enhance professional effectiveness in future job-related activities.

▪ *Contents summary:*

Business Ethics and Social Responsibility is part of major block in the training programme for Business Administration and other fields within the economic sector. The course provides learners with general issues related to business ethics, including the standards and roles of business ethics in corporate management, corporate culture, corporate social responsibility, and the company's responsibility to stakeholders. Additionally, learners have the opportunity to explore and practice handling real-world situations related to business ethics and corporate social responsibility in the context of integration and globalization.

❖ In relevance to the PLOs: PLO1(M), PLO7(M), PLO9(M).

44. Managing Human Resources

Credits: 03

❖ Previous modules: Principles of Management

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:*

The module provides students with core knowledge of human resource management in organizations. Learners will understand the role of human resource management and know how to design and use appropriate methods and tools such as job analysis, design, and performance evaluation; learn how to implement activities in attracting, using, and maintaining human resources effectively, such as planning, recruiting, selecting, compensating and maintaining good labor relations to ensure the sufficient quantity, quality, and reasonable structure to meet the requirements of business activities of the organization in

Students study solving human resource-related issues through situations of human resource management and developing initiative and creativity in consulting and implementing human resource practices in the workplace.

▪ *Contents summary:*

The Human Resource Management (HRM) module belongs to the field-specific knowledge catalog. HRM module presents knowledge about human resources and solves human-related problems in the workplace. This course also develops plans and implements specific human resources practices, including job design and analysis, labor selection and placement, job performance evaluation, human resource training, and development, remuneration for employees, and resolving labor relations in enterprises to attract, use, and maintain a workforce with sufficient quantity, quality, and suitable structure, meeting the requirements of the activities in particular businesses and organizations in general.

❖ In relevance to the PLOs: PLO3(R), PLO7(M), PLO9(M).

45. Graduation project

Credits: 06

❖ Previous modules: Core discipline knowledge modules and specialized discipline knowledge modules.

❖ Summary of module's objectives and contents:

▪ *Objectives of the course:* The graduation thesis is a practical module, under the guidance of lecturers and businesses, students apply knowledge Specialized theories are trained and absorbed in the classroom into the practice of International Trade activities . At the same time, students can hone their professional skills, problem-solving abilities and cultivate a mindset aimed at overcoming obstacles, promoting a positive, proactive and creative approach , as well as developing Developing the ability to adapt to real working environments in businesses, will serve as a foundation for cultivating the essential professional qualities needed by future International Business graduates.

▪ *Contents summary:* The content of this module is highly specialized and offers a more in-depth practical experience compared to previous professional practice modules. Students will engage in dynamic research, development, and the practical application of recent advances in economics, management, and technology, all geared toward supporting international commercial activities.

❖ In relevance to the PLOs: PLO4(A), PLO5(A), PLO6(A), PLO8(A), PLO9(A), PLO10(A)/.



Pham Tien Dat

DEAN OF COMMERCE AND TOURISM FACULTY

Nguyen Xuan Hiep

C. RESOURCES ENSURE TRAINING

1. MAIN CURRICULUM USED FOR TEACHING

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
1	Triết học Mác – Lênin	Ministry of Education and Training	National Political Publishing House	2022	Marxist – Leninist philosophy
2	Kinh tế chính trị Mác - Lênin	Ministry of Education and Training	National Political Publishing House	2011	Marxist Leninist political economics
3	Văn kiện Đại hội đại biểu toàn quốc lần thứ XII	Communist Party of Vietnam	National Political Publishing House	2016	Marxist Leninist political economics
4	Chủ nghĩa xã hội khoa học	Ministry of Education and Training	National Political Publishing House	2021	Scientific socialism
5	Vấn đề dân tộc và chính sách dân tộc	Central Department of Propaganda and Education (of VCP)	National Political Publishing House	2018	Scientific socialism
6	Một số vấn đề lý luận và thực tiễn về chủ nghĩa xã hội và con đường đi lên chủ nghĩa xã hội ở Việt Nam	General Secretary of The Communist Party of Vietnam Nguyễn Phú Trọng	National Political Publishing House	2022	Scientific socialism
7	Lịch sử Đảng Cộng Sản Việt Nam	Ministry of Education and Training	National Political Publishing House	2021	History of Vietnamese Communist Party
8	Lịch sử Đảng Cộng Sản Việt Nam	Ministry of Education and Training	National Political Publishing House	2018	History of Vietnamese Communist Party

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
9	Tư tưởng Hồ Chí Minh	Ministry of Education and Training	National Political Publishing House	2021	Ho Chi Minh Ideology
10	Văn kiện Đại hội Đại biểu toàn quốc lần thứ VII, VIII, IX, X, XI, XII. XIII	Communist Party of Vietnam	National Political Publishing House	2017	Ho Chi Minh Ideology
11	Pathways 2: Listening, Speaking and Critical Thinking, 2nd Edition		Becky Tarver Chase	2018	English 1 English 2
12	Pathways: Listening, Speaking, and Critical Thinking 2	Chase, R. T., Johannsen, K. L., MacIntyre, P., Fettig, C., & Najafi, K	Cengage Learning	2018	English 3 English 4
13	Business partner B1 Coursebook	O'Keeffe, M., Lewis, L., Wright, R., Frendo, E., & Wright, L	Pearson	2018	Business English
14	Business partner B1+ Coursebook	Dubicka, I., O'Keeffe, M., Dignen, B., Hogan, M., & Wright, L	Pearson	2018	Advanced Business English
15	Luật Kinh tế	Nguyễn Thị Dung	NXB Tư pháp	2022	Business Law
16	Giáo trình Lý luận chung về nhà nước và pháp luật	Đào Trí Úc và Hoàng Thị Kim Quế	NXB Đại học Quốc gia. Hà Nội	2023	Business Law
17	Anderson's Business Law and the legal environment (24th edition)	David Twomey, Marianne Jennings and Stephanie Greene	Comprehensive Volume- Cengage Learning	2020	Business Law

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
18	Năng lực số	Đỗ Văn Hùng, Phạm Hải Chung, Nguyễn Thị Kim Dung, Phan Thanh Đức, Lê Quốc Hải, Trần Đức Hòa, Mai Anh Thơ, Bùi Thanh Thúy	Vietnam National University of Hanoi Publishing House	2022	Digital literacy
19	Lecture by the instructor	University of Finance and Marketing, Faculty of Data Science		2024	Digital literacy
20	Mathematics for Economics and Business	Ian Jacques	Pearson	2018	Mathematics for Business and Economics
21	Principles of Economics	Mankiw, N.	Cengage Learning	2021	Principles of Microeconomics Principles of Macroeconomics
22	Economics (14 th)	Parkin, M	Global Edition, Pearson	2022	Principles of Microeconomics Principles of Macroeconomics
23	Principles of Marketing (Global Edition, 19th ed.)	Kotler, P., Armstrong, G., & Balasubramanian, S	Pearson Australia	2023	Principles of Marketing
24	Quản trị học	Nguyễn Thị Liên Diệp & Trần Anh Minh	NXB. Tài Chính, Tp.HCM	2022	Principles of Management

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
25	Introduction to Business	Lawrence J. Gitman, Carl McDaniel, Amit Shah, Monique Reece, Linda Koffel, Bethann Talsma, James C. Hyatt	OpenStax. Rice University	2018	Introduction to Business
26	Digital Business and E-Commerce Management, 7th edition	Dave Chaffey, Tanya Hemphill, David Edmundson	Pearson	2019	E-Business
27	Introductory STATISTICSS	Prem S. Mann	John Wiley & Sons	2018	Essential of Business Statistics
28	Thuế 1	Lê Quang Cường - Nguyễn Kim Quyên	Hochiminh City Economics Publishing House	2023	Taxation
29	Entrepreneurship and innovation	Mazzarol, T., & Reboud, S	Tilde Publishing	2017	Entrepreneurship and Innovation
30	Sustainability and Sustainable Development: An Introduction	Benton-Short, L.	Rowman & Littlefield	2023	Sustainable Development
31	Tài chính công	Nguyễn Thế Khang	NXB Tài chính	2024	Sustainable Development
32	Financial Accounting, 11th edn	Hoggett, J., Edwards, L., Medlin, J., Chalmers, K., Hellmann, A., Beattie, C., and Maxfield, J	John Wiley & Sons	2020	Financial Accounting

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
33	Managerial Accounting: Creating Value in a Global Business Environment, 13th edn (Global Edition)	Hilton, R.W. and Platt, D.E.,	McGraw-Hill, New York	2023	Managerial Accounting
34	Luật Thương mại quốc tế - Phần I	Trường Đại học Luật Thành phố Hồ Chí Minh	NXB. Hồng Đức	2022	International Business Law
35	Luật Thương mại quốc tế - Phần II	Trường Đại học Luật Thành phố Hồ Chí Minh	NXB. Hồng Đức	2022	International Business Law
36	International Trade Law: A comprehensive Textbook	Raj Bhala	Carolina Academic Press, Durham, North Carolina	2019	International Business Law
37	The Law and Policy of the World Trade Organization (5th edn.)	Peter Van den Bossche and Werner Zdouc	Cambridge University Press	2021	International Business Law
38	Corporate Finance (12 th)	Ross, Westerfield, Jaffe	McGraw Hill	2019	Financial Management
39	Data Science for Business	Prem S. Mann	O'Reilly	2013	Artificial Intelligence in Business
40	Quản trị chiến lược: Khái luận & các tình huống	Fred R. David.	Hong Duc Publishing House	2020	Strategic Management
41	Consumer Behaviour - Buying, having and being	Solomon, M. R	Pearson	2020	Customer behavior
42	International Settlements	Nong Thi Nhu Mai	Finance Publishing	2020	Payment in Foreign Trade

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
43	International Trade Finance – A practical guide	Kwai Wing LUK	City University of Hong Kong Press	2011	
44	International Economics	Appleyard D., Field A., and Cobb S.	McGraw-Hill Education	2016	International Trade
45	International Economics	Carbaugh, R.J.	South Western Publish	2019	
46	Giáo trình Quản trị logistics	Hà Minh Hiếu cùng cộng sự	Finance Publishing	2022	Logistics Management
47	Contemporary Logistics	Murphy, P.R.Jr. & Wood, D.F.	Pearson Education International	2018	
48	International Marketing	Baack, D. W., Harris, E. G., & Baack, D.	Sage	2019	International Marketing
49	International Economics Lecture	Đoàn Nam Hải	UFM	2019	Internaltional Business
50	Global Business Today (12E th ed).	Hill, C. W. L.	McGraw- Hill	2021	
51	International Financial Management	Jeff Madura	Cengage Learning	2023	Global Financial Management
52	International Commerce Transactions	Phạm Ngọc Dưỡng cùng cộng sự	Finance Publishing	2022	International Commerce Transactions
53	Transport and Insurance for Foreign Trade	Nguyễn Thanh Hùng, Nguyễn Thị Cẩm Loan	UFM	2022	Cargo Transport and Insurance in Foreign Trade
54	Export – Import Management	Xuân Đào, Trần Thị Trà Giang, Hồ Thúy Trinh	UFM	2022	Export – Import Management

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
55	Quản trị xuất nhập khẩu	Đoàn Thị Hồng Vân– Kim Ngọc Đạt	Economics Publishing	2022	
56	International Business Strategy Lecture	Lê Quang Huy & Đoàn Nam Hải	UFM	2020	International Business Strategy
57	Global operations strategy – Fundamentals & Practice	Gong, Y.	Springer Heidelberg	2013	
58	Strategic management: A Competitive Advantage, Concept and Cases (16 th ed	David, Fred. R., & David, Forest. R.	Pearson	2017	
59	International Investment Textbook	Lê Quang Huy, Nguyễn Xuân Hiệp & Trần Thị Lan Nhung	Finance Publishing	2024	International Investment
60	Đạo đức kinh doanh và văn hóa công ty	Nguyễn Mạnh Quân	National Economics University Publishing House	2021	Business ethics and Social Responsibility
61	Văn hóa doanh nghiệp và đạo đức kinh doanh	Hoàng Văn Hải & Đặng Thị Hương	Vietnam National University of Hanoi Publishing House		Business ethics and Social Responsibility
62	Business Ethics: Methods, Theories, and Application. 2 nd edition	Christian U. Becker	Routledge	2024	Business ethics and Social Responsibility
63	Fundamentals of human resource management	Dessler, G.	Pearson Education	2019	Human Resource Management

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
64	Sổ tay hướng dẫn Khóa luận tốt nghiệp do Khoa Quản trị kinh doanh ban hành	Faculty of Business Administration	University of Finance and Marketing	2024	Graduation Thesis

2. SELF-STUDY GUIDES/OTHER REFERENCE MATERIALS

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
1	Kinh tế chính trị Mác - Lênin	Ministry of Education and Training	National Political Publishing House	2011	Marxist Leninist political economics
2	Chủ nghĩa xã hội khoa học	Ministry of Education and Training	National Political Publishing House	2021	Scientific socialism
3	Một số vấn đề lý luận và thực tiễn về chủ nghĩa xã hội và con đường đi lên chủ nghĩa xã hội ở Việt Nam	General Secretary of The Communist Party of Vietnam Nguyễn Phú Trọng	National Political Publishing House	2022	Scientific socialism
4	Lịch sử Đảng Cộng Sản Việt Nam	Ministry of Education and Training	National Political Publishing House	2018	History of Vietnamese Communist Party
5	Mindset for IELTS 1	Archer, G., Passmore, L., Crossthwaite, P., Hutchison, S., De Souza, N., Uddin, J., Loewenthal, M., & Wijayatilake, C	Cambridge University Press	2019	English 1 English 2

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
6	Mindset for IELTS 2	Archer, G., Passmore, L., Crossthwaite, P., Hutchison, S., De Souza, N., Uddin, J., Loewenthal, M., & Wijayatilake, C	Cambridge University Press	2019	English 3 English 4
7	Hackers Ielts basic (Listening, Speaking, Reading, Writing).	Hackers.	The Gioi Publishers Ltd.	2019	English 3 English 4
8	Business partner B1 Workbook	McLarty, R	Pearson	2018	Business English
9	Speak business English like an American	Gillett, A.	Language Success Press	2018	Business English
10	Business partner B1+ Workbook	Evans, L.	Pearson	2018	Advanced Business English
11	Business vocabulary in use - Intermediate (3rd ed.).	Mascull, B	Cambridge	2017	Advanced Business English
12	Pháp luật đại cương	Lê Minh Toàn	National Political Publishing House	2022	Business Law
13	Business Law- Text and cases (Fifteenth Edition)	Kennnneth W. Clarkson and Roger LeRoy Miller	Cengage Learning	2019	Business Law
14	Applied Calculus For Business, Economics, and the Social and Life Sciences	Laurence D. Hoffmann, Gerald L. Bradley	The Mc. Graw - Hill Companies, Inc.	2010	Mathematics for Business and Economics
15	Giáo trình Tin học ứng dụng	Trương Thành Công và cộng sự	NXB Tài Chính.	2023	Digital literacy
16	Digital Literacies and Interactive Media. A Framework for Multimodal Analysis	Earl Aguilera	Routledge Research in Literacy Education	2023	Digital literacy

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
17	Economics (14 th)	Parkin, M	Global Edition, Pearson	2022	Principles of Microeconomics Principles of Microeconomics
18	Statistics for business & economics	Anderson, D. R., Williams, T. A., & Cochran, J. J	Cengage Learning	2020	Essential of Business Statistics
19	Nguyên lý Marketing (Principles of Marketing).	Dur Thị Chung et al.	Finance Publishing House	2024	Principles of Marketing
20	Management, International Edition, 14th edition	Richard L. Daft.	CENGAGE Learning	2021	Principles of Management
21	Introduction to Business (1st ed).	Heidi M. Neck, Christopher P. Neck, Emma L. Murray	Sage	2023	Introduction to Business
22	Electronic Commerce 2018: A managerial and Social Network Perspective, 9th Edition	Turban, E., Outland, J., King, D., Lee, J.K., Liang, T.P., Turban, D.C	Springer	2018	E-Business
23	Strategies for E-Business: Creating value through electronic and mobile commerce concepts and cases, 3rd Edition	Tawfik Jelassi, Albrecht Enders, Francisco Martinez-Lopes	Pearson.	2014	E-Business
24	Khởi nghiệp kinh doanh: Lý thuyết, quá trình, thực tiễn	Kuratko	Hong Duc Publishing House	2019	Entrepreneurship and Innovation
25	Con đường khởi nghiệp	Ries, E.;	Youth Publishing House	2020	Entrepreneurship and Innovation
26	Tạo lập kế hoạch kinh doanh hoàn hảo	Barrow, C.;	The Gioi Publisher	2018	Entrepreneurship and Innovation
27	Entrepreneurship: Theory, process, and practice	Frederick, H., O'connor, A., & Kuratko, D. F.	Cengage Learning	2016	Entrepreneurship and Innovation

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
28	Innovation and entrepreneurship	Kennard, M.	Routledge	2021	Entrepreneurship and Innovation
29	Quản trị vận hành hiện đại	Đặng Minh Trang & Lưu Đan Thọ	Finance Publishing House	2015	Operations Management
30	Bài tập & Bài giải Quản Trị Vận Hành hiện đại	TS Đặng Minh Trang & TS Lưu Đan Thọ	Finance Publishing House	2015	Operations Management
31	Hành vi người tiêu dùng	Nguyễn Xuân Trường, Ngô Vũ Quỳnh Thi, Nguyễn Thái Hà, & Ninh Đức Cúc Nhật	Thanh Nien Publisher	2020	Customer Behavior
32	Hành vi người tiêu dùng (Consumer Behavior)	Vũ Huy Thông	National Economics University Publishing House	2022	Customer Behavior
33	Financial Accounting (FA) – Practice & Revision Kit	BPP Learning Media	BPP Learning Media Ltd, London	2024	Financial Accounting
34	Accounting principles 15 edition	Jerry J. Weygandt, Paul D. Kimmel and Donald E. Kieso,	Wiley	2024	Financial Accounting
35	Hornegren's Cost Accounting: A Managerial Emphasis, 17th Ed.	Datar S.M. and Rajan M.V	Pearson Education Ltd.: England	2021	Managerial Accounting
36	Luật hợp đồng trong thương mại và đầu tư	Nguyễn Thị Dung (chủ biên).	NXB. Chính trị Quốc gia Sự thật	2023	International Business Law
37	Giáo trình Luật Đầu tư quốc tế	Trịnh Hải Yến	NXB. Chính trị Quốc gia Sự thật	2019	International Business Law
38	World Trade Law: Text, Materials and Commentary (3rd edn.)	Simon Lester, Bryan Mercurio and Arwel Davies	Hart Publishing. Oxford and Portland, Oregon.	2018	International Business Law

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
39	Financial Management: Principles and Applications (14 th)	Sheridan Titman Arthur J. Keown John D. Martin	Pearson	2021	Financial Management
40	Financial Management: Core concepts (3 rd)	Raymond Brooks	Pearson	2016	Financial Management
41	Tax Exercises	Le Quang Cuong, Nguyen Kim Quyen, Dang Thi Bach Van, 2022	Economics Publishing House in Ho Chi Minh City.	2022	Taxation
42	Văn hóa doanh nghiệp và đạo đức kinh doanh	Hoàng Văn Hải & Đặng Thị Hương	Vietnam National University of Hanoi Publishing House	2022	Business ethics and Social Responsibility
43	Đạo đức kinh doanh	Laura P. Hartman & Joe DesJardins, Translated by Võ Thị Phương Oanh	Hochiminh General Publishing House	2008	Business ethics and Social Responsibility
44	Trách nhiệm xã hội của doanh nghiệp	Carpon, Michel & Quairel-Lanoizelee, Françoise,	Tri Thuc Publisher	2010	Business ethics and Social Responsibility
45	Corporate Responsibility, 1st edition	Paul A. Agenti	SAGE Publications Inc	2015	Business ethics and Social Responsibility
46	An introduction to Business Ethics, 7th edition	Joseph Desjardins	McGraw Hill	2024	Business ethics and Social Responsibility
47	Human resource management	Robert L. Mathis, John H. Jackson, Sean R. Valentine, Patricia A. Meglich	Cengage Learning	2020	Human Resource Management

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
48	Strategic human resource management	Jeffrey A. Mello	Cengage Learning	2015	Human Resource Management
49	Armstrong's Handbook of Human Resource Management Practice (14th ed.)	Armstrong, M. & Taylor, S.	Kogan Page	2017	Human Resource Management
50	Strategic management: Text and cases	Dess, G. G., Lumpkin, G. T., Eisner, A. B., & McNamara, G.	McGraw Hill Education	2014	Strategic Management
51	Data Mining for Business Analytics	Anderson, D. R., Williams, T. A., & Cochran, J. J	Wiley	2020	Artificial Intelligence in Business
52	International Trade – An essential guide to the principles and practice of export	Jonathan Reuvid & Jim Sherlock	Kogan Page Limited	2011	Payment in Foreign Trade
53	Letters of Credit and Documentary collections – An Export and Import Guide	Thomas H. Ward		2009	
54	Introduction to International Economics	Salvatore, D.	John Wiley and Sons	2017	International Trade
55	Supply Chain Logistics Management	Bowersox, D.J., Closs, D.J. & Cooper, M.B.	McGraw-Hill International	2018	Logistics Management
56	Logistics: Basics, Exercise & Case Studies	Gleissner, H. & Femerling, J.C.	Springer	2013	
57	International marketing strategy: analysis, development and implementation (8th Ed.).	Doole, I. & Lowe., R.	Cengage Learning EMEA	2019	International Marketing
58	Global marketing management (7th ed.)	Kotabe, M., & Helsen K.	Wiley & Son	2016	

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
59	International Business	Phạm Thị Hồng Yên	Statistics Publishing	2012	International Business
60	Multinational Financial Management 11th	Alan C. Shapiro	Wiley	2016	Global Financial Management
61	Export import management	Justin Paul	Oxford	2013	International Commerce Transactions
62	Mastering import & export management	Thomas A. Cook	AMACOM	2012	
63	Transport and Insurance for import and export goods	Trần Nguyễn Khánh Hải	Finance Publishing	2024	Cargo Transport and Insurance in Foreign Trade
64	Air Cargo Insurance	Malcolm Clarke, George Leloudas	Routledge	2020	
65	Quản trị rủi ro và khủng hoảng	Đoàn Thị Hồng Vân, Kim Ngọc Đạt, Hà Đức Sơn	Labor and Social Publishing House	2013	Export – Import Management
66	International Trade and Business Textbook	Hà Thị Ngọc Oanh, Đoàn Xuân Huy Minh, Trần Thị Thu Hiền	Labor and Social Publishing House	2014	
67	Justin Paul	<i>Export import management</i>	Oxford	2013	
68	Mastering import & export management	Thomas A. Cook	AMACOM	2012	
69	Economic analysis in import-export businesses	Nguyễn Quang Hùng	Finance Publishing	2010	
70	Khái luận và các tình huống. Dịch từ tiếng Anh. Người dịch Lê Tấn Bửu và các tác giả	Fred R.David	Economics Publishing	2015	International Business Strategy
71	Global Business Strategy: Multinational Corporations Venturing into Emerging Markets	Motohashi, K.	Springer	2015	

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
72	Options – futures and other derivatives (11 th Ed)	Hull, J. C.	Pearson	2021	International Investment
73	<i>Global investments (6e Ed).</i>	Solnik, B., & McLeavey, D.	Pearson	2014	
74	Sổ tay hướng dẫn Khóa luận tốt nghiệp do Khoa Quản trị kinh doanh ban hành	Faculty of Business Administration	University of Finance and Marketing	2024	Graduation Thesis

3. A TEAM OF FULL-TIME LECTURERS ENSURES THE IMPLEMENTATION OF THE TRAINING PROGRAMME AS PRESCRIBED IN CIRCULAR NO 17/TT/2021-BGDĐT AND CIRCULAR NO 02/TT/2022-BGDĐT

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
1	Nông Thị Như Mai	Assoc.Prof., 2024	PhD, 2020	Business Administration	Payment in Foreign Trade Logistics Management
2	Nguyễn Thị Thùy Giang		PhD, 2023	Business Administration	Payment in Foreign Trade
3	Lê Thị Giang		PhD, 2016, Korea	International Trade and commerce	International Trade International Business
4	Trương Thị Thúy.Vị		Master, 2015, Singapore	Logistics (Supply Chain Management)	Logistics Management
5	Ngô Minh Trang		Master, 2010, France	Marketing	International Marketing
6	Đặng Huỳnh Phương		Master, 2016, UK	Marketing	International Marketing
7	Le Quang Huy		PhD, 2020, Viet Nam	Business and Management, Commercial business	Internaltional Business
8	Ngô Thái Hưng	Assoc. Prof., 2024	PhD, 2020, Hungary	Corporate Finance	Global Financial Management
9	Hồ Thị Lam		PhD, 2020, Vietnam	Finance and Banking	Global Financial Management

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
10	Nguyễn Xuân Bảo Châu		Master, 2012, Switzerland	Finance and Banking	Global Management Financial
11	Mai Xuân Đào		Dr, 2022, Vietnam	Commercial business	International Commerce Transactions Export-Import Management
12	Nguyễn Thanh Hùng		PhD, 2015, Vietnam	Economics Management	Cargo Transport and Insurance in Foreign Trade
13	Nguyễn Thị Cẩm Loan		Master, 2012, Vietnam	Business Administration	Cargo Transport and Insurance in Foreign Trade
14	Đoàn Ngọc Minh Hương		Master, 2014, Britain	Business Administration	Principles of Management, Human Resource Management, Business ethics and Social Responsibility
15	Trần Hải Minh Thư		Master, 2012, United State of America	Business Administration	Principles of Management, Human Resource Management, Business ethics and Social Responsibility
16	Phạm Trần Khoa		Master, 2011, Australia	Business Administration	Human Resource Management
17	Mai Thoại Diễm Phương		Master, 2016, Vietnam	Business Administration	International Business Strategy
13	Nguyễn Thị Hải Bình		Master, 2012, German	Business Administration	Entrepreneurship and Innovation
14					International Investment
15	Nguyễn Đoàn Việt Phương		Master, 2020, Vietnam	Business Administration	Entrepreneurship and Innovation
17	Trần Việt Trinh		Master, 2019, United State of America	Business Administration	Entrepreneurship and Innovation
18	Nguyễn Thị Diễm	MA	2012, Australia	TESOL	English 1, 2, 3, 4, Business English Advanced Business English

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
19	Trần Khánh Linh	MA	2020, UK	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
20	Vo Thi Hoa Canh	MA	2021, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
21	Tran Duy Khiem	MA	2021, Australia	Applied Linguistics	English 1, 2, 3, 4, Business English Advanced Business English
22	Tran Dang Khoa	MA	2018, New Zealand	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
23	Tran Thuy Quynh My	MA	2015, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
24	Tran Thuy Tram Anh	MA	2019, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
25	Đặng Thị Ngọc Trinh	MA	2013, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
26	Huỳnh Nguyên Thư	MA	2014, Australia	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
27	Nguyễn Minh Châu	MA	2021, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
28	Nguyễn Hà Thảo Mi	MA	2023, Vietnam	English Studies	English 1, 2, 3, 4, Business English Advanced Business English
29	Vũ Mai Phương	MA	2015, Vietnam	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
30	Đặng Thị Minh Thanh	MA	2018, New Zealand	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
31	Võ Thị Anh Đào	MA	2010, Australia	Applied Linguistics	English 1, 2, 3, 4, Business English Advanced Business English
32	Le Trieu Dong Phuong	MA	2021, Australia	TESOL	English 1, 2, 3, 4, Business English Advanced Business English
33	Tô Thị Đông Hà	Head of Department	PhD, 2023, Economics - Law University, Vietnam National University Ho Chi Minh	Business law, social enterprise, commercial law, company law	Business Law
34	Nguyễn Thị Hồng Hoa		Master, 2014, Malaysia	MBA	Customer Behavior Principles of Marketing
35	Ninh Đức Cúc Nhật		Master, 2014, US	MBA	Customer Behavior Principles of Marketing
36	Ngô Minh Trang		Master, 2010, France	Marketing	Customer Behavior Principles of Marketing
37	Phạm Thị Lan Phương		Master, 2019, Australia	Marketing	Principles of Marketing

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
38	Đoàn Ngọc Phúc		PhD, 2014, Vietnam	Economics	Principles of Microeconomics Principles of Macroeconomics
39	Nguyễn Quyết		PhD, 2018, Philippines	Business Administration	Principles of Microeconomics, Principles of Macroeconomics, Essential of Business Statistics, Mathematics for Business and Economics
40	Phan Ngọc Yên Xuân		Master, 2013, Philippines	Economics	Principles of Microeconomics Principles of Macroeconomics
41	Nguyễn Kim Quốc Trung	2020 – Associate Professor, PhD.	Philosophy Business Administration.	Business Administration.	Financial Accounting
42	Lê Hải Mỹ Duyên	2014 – Master.	Master of Commerce.	Professional Accounting.	Financial Accounting
43	Nguyễn Minh Hằng	2015 – Master.	Master of Business Administration.	Finance – Banking.	Financial Accounting
44	Nguyễn Thị Ngọc Oanh		Master, 2017, Vietnam	Accounting	Managerial Accounting
45	Hồ Thị Thanh Trúc	Lecturer, 2012	LLM, 2015, Ho Chi Minh University of Law, PhD Student 2024, Economics - Law University, Vietnam National University Ho Chi Minh	International business law, business law, civil procedure law, intellectual property law	International Business Law

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
46	Nguyễn Thị Mỹ Linh	Assoc. Prof., 2016	PhD, 2013, Vietnam	Finance - Banking	Financial Management
47	Nguyễn Minh Phúc		PhD, 2021, Australia	Economics	Financial Management
48	Hồ Thị Lam		PhD, 2020, Vietnam	Finance - Banking	Financial Management
49	Ngô Văn Toàn		PhD, 2023, Vietnam	Finance - Banking	Financial Management
50	Nguyễn Thị Hoa		PhD, 2023, Vietnam	Finance - Banking	Financial Management
51	Lê Võ Đại Hải		Master, 2017, America and France	Finance	Financial Management
52	Nguyễn Minh Quang		PhD, 2016, Vietnam	Finance - Banking	Financial Management
53	Bùi Ngọc Toàn		PhD, 2022, Vietnam	Finance - Banking	Financial Management
54	Nguyễn Tuấn Duy	Associate professor, 2023	Dr, 2018, Vietnam	Mathematical Analysis	Mathematics for Business and Economics, Essential of Business Statistics, Artificial Intelligence in Business
55	Lại Văn Nam		Doctor, 2020, Vietnam	Philosophy	Marxist – Leninist philosophy
56	Nguyễn Minh Hiền		Master, 2004, Vietnam	Philosophy	Marxist – Leninist philosophy
57	Ngô Quang Thịnh		Master, 2010 Vietnam	Political Economy	Marxist Leninist political economics
58	Trần Hạ Long		Master, 2011, Vietnam	Philosophy	Ho Chi Minh Ideology
59	Bùi Minh Nghĩa		Master, 2014, Vietnam	Philosophy	Scientific socialism
60	Nguyễn Thị Túy		Doctor, 2022, Vietnam	History of Vietnamese Communist Party	History of Vietnamese Communist Party
61	Tô Thị Đông Hà		Doctor, 2023, Vietnam	Business Law	Business Law

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
62	Nguyễn Thế Khang		Doctor, 2017, Vietnam	Finance and Banking	Sustainable Development
63	Nguyễn Thanh Nhã		Doctor, 2018, Vietnam	Finance and Banking	Taxation
64	Nguyễn Thị Châu Ngân		Doctor, 2017, Australia	English teaching	English for business/ Advanced English for business
65	Phạm Thị Thùy Trang		Master, 2003, Vietnam	English teaching	English for business/ Advanced English for business

4. SUPPORT STAFF AT DEPARTMENT/DEPARTMENT LEVEL

No.	Name	Position	Dept.	Task	Note
1	Phạm Thị Hiền	Secretary	Faculty of Commerce	Administrative	
2	Nguyễn Thị Thu Hằng	Secretary	Faculty of Commerce	Administrative	

D. COURSE SYLLABUS (attach)

E. APPENDIX

Appendix 1. Compatibility matrix between training PROGRAMME objectives and educational philosophy and mission

Educational philosophy, mission	POs				
	PO1	PO2	PO3	PO4	PO5
Mission of the School					
University of Finance and Marketing has the mission of training high-quality human resources at undergraduate and graduate levels according to national and international standards to meet the needs of society;	I	R	M	M	R
Research and transfer scientific and technological achievements in business and management to serve the policy making of state management agencies, businesses and social organizations.	I	R	R	R	R
Educational philosophy					
Substance	I	R	M	M	M
Innovation	I	I	R	R	R
Integration	I	I	R	R	R

Appendix 3. Compatibility matrix between courses, amount of knowledge and PROGRAMME learning outcomes

[illegible]

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
6	English 1 (Listening-Speaking)					I					I
7	English 2 (Listening-Speaking)					R					I
8	English 3 (Listening-Speaking)					R					I
9	English 4 (Listening-Speaking)					M					I
10	Business English					M					I
11	Advanced Business English					M					I
<i>c</i>	Legal knowledge										
12	Business Law	R				R			R		R
<i>d</i>	Mathematics – Informatics										
13	Digital literacy		R				R	R		M	
14	Mathematics for Business and Economics		R		R		R			R	
II	Professional education knowledge										
<i>a</i>	Foundation knowledge										
15	Taxation		R	R					M	M	
16	Customer behavior	R		R						M	R
17	Principles of Microeconomics	I						R		M	
18	Principles of Macroeconomics	R						R		M	
19	Essential of Business Statistics		R				R			R	
20	Principles of Management	I						R		R	R
21	Principles of Marketing	I						R		R	R
22	Introduction to Business	I		R					R	R	
23	Strategic Management			R	R			R		R	
24	Sustainable Development	R		R				R		R	R
25	Financial Management	R						R			R
26	Financial Accounting	R	R			M				M	
27	Entrepreneurship and Innovation	R	I					R	R	R	
28	Artificial Intelligence in Business		R				R	M		M	
29	Managerial Accounting			R	R				M		M
<i>b</i>	Major knowledge										
30	International Business Law	R				M					M
31	E- Business		R				R	M			M
32	Payment in Foreign Trade			R				M		M	
33	International Trade			R				M		M	
34	Logistics Management			R				M		M	
35	International Marketing			R				M		M	
36	International Business			R				M		M	

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
37	Global Financial Management				R			M	R		M
c	Specialized knowledge										
38	International Commerce Transactions				M				M		M
39	Export – Import Management				M				M		M
40	International Business Strategy				M				M		M
41	International Investment				M				M		M
42	Cargo Transport and Insurance in Foreign Trade				M				M		M
d	Major supplementary knowledge										
43	Business Ethics & Social Responsibility	M						M		M	
44	Managing Human Resources			R				M		M	
III	Graduation										
45	Graduation thesis				A	A	A		A	A	A

Note: The level of contribution and support of the course to PLOs is specifically determined as follows:

- *I (Introduced) – The course supports achieving PLO and is at the introductory/beginning level.*
- *R (Reinforced) – The course supports achieving PLO and is at a more advanced level than the beginning level, with many opportunities for practice, experimentation, reality, etc.*
- *M (Mastery) – The course has high support for achieving PLO and is at the proficient/understanding level.*
- *A (Assessed) – Important courses (that maximize the achievement of PLO) must be included.*

Appendix 4. Compare the education PROGRAMME framework of International Business with the education PROGRAMMEs of other universities

No.	University of Finance - Marketing			No.	Foreign Trade University		
	Module name	Theory	Practice		Module name	Theory	Practice
1	Marxist – Leninist phylosophy	3	0	1	Marxist – Leninist phylosophy	3	0
2	Marxist Leninist political economics	2	0	2	Marxist Leninist political economics	2	0
3	Scientific	2	0	3	Scientific socialism	2	0

No.	University of Finance - Marketing			No.	Foreign Trade University		
	Module name	Theory	Practice		Module name	Theory	Practice
	socialism						
4	History of Vietnamese Communist Party	2	0	4	History of Vietnamese Communist Party	2	0
5	Ho Chi Minh Ideology	2	0	5	Ho Chi Minh Ideology	2	0
6	Business Law	3	0	6	General Law	3	0
7	English 1 (Listening-Speaking)	3	0	7	English 1 (Academic-Commerce)	3	0
8	English 2 (Listening-Speaking)	3	0	8	English 2 (Academic-Commerce)	3	0
9	English 3 (Listening-Speaking)	3	0	9	English 3 (Academic-Commerce)	3	0
10	English 4 (Listening-Speaking)	3	0	10	English 4 (Academic-Commerce)	3	0
11	Business English	3	0				
12	Advanced Business English	3	0				
13	Digital literacy	3	0				
14	Mathematics for and Economics	3	0	11	Advanced Mathematics	3	0
15	Principles of Microeconomics	3	0	12	Microeconomics	3	0
16	Principles of Macroeconomics	3	0	13	Macroeconomics	3	0
17	Introduction to Business	3	0	14	Business economics	3	
18	Principles of Marketing	3	0				
19	Principles of Management	3	0	15	Principles of Management	3	
20	Financial Management	3	0	16	Corporate Finance	3	0
21	Strategic Management	3	0				
22	Taxation	3	0				

No.	University of Finance - Marketing			No.	Foreign Trade University		
	Module name	Theory	Practice		Module name	Theory	Practice
23	Financial Accounting	3	0	17	Principle of Accounting	3	
24	Entrepreneurship and Innovation	3	0	18	Innovation	3	0
25	Managerial Accounting	3	0				
26	Sustainable development	3	0				
27	Artificial Intelligence in Business	3	0				
28	Customer behavior	3	0				
29	Essential of Business Statistics	3	0	19	Research methods in economics and business	3	
30	International Business Law	3	0	20	Law in international business	3	
31	E- Business	3	0				
32	Payment in Foreign Trade	3	0				
33	International Trade	3	0	21	International trade policy	3	
34	Logistics Management	3	0	22	Logistics and international transportation	3	
35	International Marketing	3	0	23	International Marketing	3	0
36	International Business	3	0	24	International Business	3	0
37	Global Financial Management	3	0	25			
38	International Commerce Transactions	3	0	26	International Commerce Transactions	3	0
39	Cargo Transport and Insurance in Foreign Trade	3	0				
40	Export – Import Management	3	0				
41	International Business Strategy	3	0				

No.	University of Finance - Marketing			No.	Foreign Trade University		
	Module name	Theory	Practice		Module name	Theory	Practice
42	International Investment	3	0	27	International investment project management	3	
43	Business Ethics & Social Responsibility	3	0	28	Business Ethics & Social Responsibility	3	0
44	Managing Human Resources	3	0	29	Managing Human Resources	3	0
45	Graduation thesis	0	6	30	Graduation Project	0	9