

MINISTRY OF EDUCATION AND TRAINING  
QUY NHON UNIVERSITY

## PROGRAMME SPECIFICATION

Degree	: <b>Bachelor</b>	
Training level		: <b>Undergraduate</b>
Study programme (in Vietnamese)		: <b>Quản trị kinh doanh</b>
Study programme (in English)		: <b>Business Administration</b>
Majors	: International Trade	
Code	: <b>7340101</b>	
Type of training		: Full-time
Training method		: Intensive

## PROGRAMME SPECIFICATION

*(Pursuant to Decision No. 1783/QĐ-ĐHQN dated 21<sup>st</sup> August, 2022 of the Rector of Quy Nhon University)*

Training level: **Undergraduate**

Study programme (in Vietnamese): **Quản trị kinh doanh**

Study programme (in English): **Business Administration**

Code: **7340101**

Major: International Trade

Type of training : Full-time

Training method : Intensive

### 1. PROGRAMME SPECIFICATION

#### 1.1. Introduction to the training programme

The Bachelor's Degree Programme in Business Administration with a Specialization in International Trade has a total course load of 135 credit hours (excluding the required physical education and national defence education courses), and the programme duration is four years.

The programme is designed with a curriculum that includes both General Education and Professional Education courses. The aim is to equip learners to conduct research, formulate policies, and solve professional issues in economics and international trade. Furthermore, the programme provides in-depth knowledge in the areas of commodity trade, service trade, investment-related trade, and intellectual property-related trade. Additionally, students will gain a comprehensive understanding of international trade laws, issues related to the World Trade Organisation, and global economic integration.

#### 1.2. General information about programme

1. Programme (English)	<b>Business Administration</b>
Programme (Vietnamese)	<b>Quản trị kinh doanh</b>
2. Programme code	7340101
3. Granting University	Quy Nhon University
4. Degree	Business Administration
5. Training level	Undergraduate
6. Required credit number	147

7. Administrative Department	Finance-Banking and Business Administration, Quy Nhon University Administrative faculty
8. Mode of training	Full-time
9. Training time	4 years
10. Admission candidate	Graduated from high school or equivalent.
11. Grading scale	Evaluation based on the credit-based training grading system issued under Decision No. 43/QĐ-BGDĐT dated August 15, 2007, by the Minister of Education and Training
12. Graduation Requirements	According to the Regulations on Undergraduate and College Education under the current credit-based system of the Ministry of Education and Training; Regulations on Undergraduate and College Education according to the current credit-based system of Quy Nhon University
13. Employment Opportunities	<ul style="list-style-type: none"> <li>- International Business Strategy, Policy, and Planning Management Department</li> <li>- International Market Development, Partner, and Import/Export Customer Management Department</li> <li>- International Product and Service Quality Management and Development Department</li> <li>- International Distribution Channel and Network Management Department</li> <li>- International Trade and Investment Promotion Department</li> <li>- International Trade Operations Management (Business planning, transactions, negotiations, contract execution, etc.)</li> <li>- International Logistics Management Department</li> <li>- International Financial Management Department</li> <li>- Corporate Branding and Development Department</li> <li>- Other Import/Export Research and Development Functions</li> <li>- International Business Education and Research Department</li> <li>- Ability to quickly adapt and work in other business</li> </ul>

	<p>management functions (HR, operations, finance, etc.) in various organizations</p> <ul style="list-style-type: none"> <li>- Suitable work opportunities in various commercial, investment, and intellectual property organizations engaged in international trade</li> <li>- Manufacturing and trading companies involved in international business activities</li> <li>- Government agencies responsible for international market and trade management at different levels</li> <li>- Research, teaching, and consulting roles in international business at economic organizations, non-profits, research institutes, vocational/higher education institutions</li> </ul>
14. Advancing Educational	<ul style="list-style-type: none"> <li>- Participating in short-term courses and training programs relevant to business management domestically and internationally.</li> <li>- Pursuing a second university degree in related fields.</li> <li>- Enrolling in postgraduate studies (master's, doctoral) in business management or other disciplines within economics at domestic and international universities.</li> </ul>
15. Reference programme	<ul style="list-style-type: none"> <li>- National Economics University (Vietnam)</li> <li>- University of Economics Ho Chi Minh City</li> <li>- University of Economics – DUE</li> <li>- The University of Queensland (Australia)</li> <li>- University of Hull (United Kingdom)</li> <li>- Nanyang Business School (Singapore)</li> </ul>
16. Revision date	30th May, 2020

### **1.3. Mission - Vision - Educational Philosophy**

Quy Nhon University has granted the Certificate of Accreditation of Educational Institutions, according to Decision No. 120/QDCEA.UD dated July 12<sup>th</sup>, 2017 of the Director of the Center for Accreditation of Education Quality - University of Danang

#### **1.3.1. Mission and Vision of Quy Nhon University**

##### **- Mission:**

Quy Nhon University is a multi-disciplinary and multi-field higher education institution with a mission to educate and develop high-quality human resources; cultivate talents; conduct scientific research, disseminate knowledge, and transfer technology; effectively serve the

sustainable development of the country, especially for the South Central - Central Highlands region; contributing to promoting social progress.

**- Vision:**

By 2030, Quy Nhon University will be a reputable, application-oriented multi-disciplinary, multi-field university meeting the quality standards of Southeast Asia; having a significant position in education cooperation, research, academic exchange, and cultural exchange nationally and internationally.

**- Core Values:**

Responsibility - Professionalism - Quality - Creativity - Humanity

### 1.3.2. Educational Philosophy of Quy Nhon University

***Comprehensive – Liberal – Practical.***

**- Comprehensive:** Educating students for comprehensive development in intellect, ethics, physical health, and personal talents in each major

**- Liberal:** Maximising the potential of each student; enabling students to be proactive, creative, confident, adaptable to changes, and aware of lifelong learning.

**- Practical:** Education is connected with reality, labour needs; focusing on practical learning and practical experience; helping students to become professionals, meet the actual requirements of the job and have the ability to develop from their careers.

The educational philosophy of Quy Nhon University is applied to the Business Administration programme as follows:

Business Administration Programme			QNU Educational Philosophy		
			<i>Comprehensive</i>	<i>Liberal</i>	<i>Practical</i>
Knowledge Block of Programme	General education knowledge	Political Science and Law Courses	x		
		Social Science/Natural Science-Environment, Management Science, Foreign Language, and Informatics Courses		x	
	Fundamental Knowledge	Theoretical Courses (Macroeconomics, Microeconomics, Principles of Accounting, etc.)	x	x	
	Specialised Knowledge	Theoretical Courses	x	x	x
		Internship and Practical Courses	x	x	x
Graduation thesis			x	x	
Extra activities	Students' scientific research activities		x	x	x
	Competition of rhetoric, model design, ideas, ....			x	x
	Student's volunteer activities "green summer campaign"		x		x
	Blood donation			x	

	Activities for the poor		X		
Expected learning outcomes of programme (PLOs)	PLO1	PLO1: Understand and apply basic knowledge of economics, politics, society, law, and the natural environment to interpret issues arising in business and management activities	X	X	
	PLO2	PLO2: Possess certificates in National Defense and Security Education and Physical Education.	X	X	
	PLO3	PLO3: Apply foundational knowledge of the field and sector to establish a foundation for further study and in-depth research in business and management.	X	X	X
	PLO4	PLO4: Apply disciplinary knowledge, specialisation, and complementary areas to assess and solve fundamental issues in financial management, production, marketing, human resources, trade, supply chain, and international business.	X	X	X
	PLO5	PLO5: Apply communication and presentation skills in front of an audience; demonstrate creative thinking skills; exhibit teamwork skills; and utilise goal-setting and planning skills in business management	X	X	X
	PLO6	PLO6: Language skills: Attain a minimum English proficiency level of 3/6 according to the 6-level Foreign Language Competency Framework for Vietnam (equivalent to level B1 of the Common European Framework of Reference for Languages - CEFR) as specified by the University for the economic discipline.	X	X	X
	PLO7	PLO7: Computer skills: Attain a Standard level of basic information technology skills as per Circular No. 03/2014/TT-BTTTT of the Ministry of Information and Communications.	X	X	X

	PLO8	PLO8: Possess the ability to fulfil tasks in the field of Business Administration that require the application of theoretical knowledge to practical situations in various contexts and domains: Enterprise Management, Commercial business management, Marketing management, logistics and supply chain management, and international business management.	x	x	x
	PLO9	PLO9: Demonstrate skills in data and information analysis, synthesis, and evaluation; synthesise collective opinions; and utilise new scientific and technological advancements to address practical or abstract issues in the field of business management. Possess the leadership capacity to handle issues in strategic development, financial management, production, marketing, trade, human resources, supply chain, and international business.	x	x	x
	PLO10	PLO10: Demonstrate appropriate political integrity and ethical conduct; exhibit dedication to the profession; maintain seriousness in work; and possess a high sense of responsibility.	x	x	
	PLO11	PLO11: Display the ability to learn, self-research, accumulate experience, develop personal career growth, and possess a lifelong learning capability that contributes to the sustainable development of society.	x	x	x

### **1.3.3. Mission and Vision of Department of Finance, Banking and Business Administration - Mission**

Educate students holistically in terms of competence and qualities, and instil social responsibility in Finance, Banking, Business Administration, and Tourism and Hospitality Management. This mission is achieved through our commitment to constantly improving programmes to international standards, enhancing scientific research, and improving the quality of teaching staff in the context of global economic integration; to effectively serve the

sustainable development of the country, especially for the South Central - Central Highlands region.

**- Vision**

By 2030, the Department of Finance - Banking and Business Administration will be a reputable application-oriented training institution in the fields of finance, banking, business administration, and tourism and hospitality management, meeting the quality standards of Southeast Asia, ensuring that graduates have sufficient capabilities to work and quickly adapt to the global economy.

**- Core Values**

Responsibility, Professionalism, Quality, Creativity, Humanity

***Educational Philosophy of the Department of Finance, Banking and Business Administration***

Learning to know, learning to do, learning to live together and contribute to society.

<b>Unesco 4 Education Pillars</b>	<b>European Competence Framework</b>	<b>Outcome Criteria</b>
Learning to know	Knowledge	1. General education, basis, and specialised knowledge related to the training programme
Learning to do	Skills	2. Personal skills in professional activities and qualities
Learning to live		3. Communication skills, soft skills
Learning to contribute to society	Competencies	4. Professional competencies

The Faculty's educational philosophy is concretized into the Bachelor programme in Business Administration as follows:

<b>Bachelor's programme in Business Administration</b>		<b>The Department's educational philosophy</b>			
		Learning to Know (General education, basis, and specialised knowledge)	Learning to do (Professional competencies)	Learning to live together (Skills)	Learning to contribute to society (Autonomy and responsibility)
Expected learning outcomes of programme (PLOs)	PLO1	x		x	x
	PLO2			x	x
	PLO3	x		x	x
	PLO4	x	x	x	x
	PLO5	x	x	x	x
	PLO6	x		x	x
	PLO7	x	x	x	x
	PLO8	x	x	x	x
	PLO9	x	x	x	x
	PLO10	x	x	x	x



	PLO11	x	x	x	x
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#### 1.4. Objectives of the training programme (POs)

##### 1.4.1. Overall objective

The overall objectives of the training programme are to train learners with Bachelor's degrees in Business Administration with good political and ethical qualities, with a high sense of social responsibility; master basic knowledge of social, natural, political, and legal; solid professional knowledge in economic and management sciences; have comprehensive and advanced knowledge, high adaptive skills in the field of business administration; able to work independently, critical think, adapt to the change of the global business environment.

##### 1.4.2. Specified objectives

After completing the programme, learners gain knowledge, skills, autonomy, and responsibility as follows:

###### - *Knowledge*

- + PO1: Apply foundational knowledge of social sciences, sciences, politics, and law to solve practical problems.
- + PO2: Utilise general education and basic knowledge of business and management to address issues in the practical operation and management of business organisations.
- + PO3: Apply specialised knowledge to plan, organise, and manage operations in the business and management activities of business organisations.

###### - *Skills*

- + PO4: Possess communication skills, and critical thinking abilities in the workplace.
- + PO5: Have the ability to use English in a global work environment. Capable of using statistical software, and information technology tools to solve problems in the work environment.
- + PO6: Possess skills in performing tasks in specialised areas: Corporate Management, Marketing Management, International Commerce.

###### - *Autonomy and responsibility*

- + PO7: Possess good personal ethical qualities, have the right attitude and professional ethics, strictly adhere to the laws of the state and the regulations of the working organisation, and be ready to meet the demands of society in an international integration environment.
- + PO8: Comply with social standards, professional ethics, and social responsibility.

#### 1.5. Programme Learning Outcomes (abbreviation: PLOs)

The programme is designed to ensure graduates achieve the following outcomes:

##### 1.5.1. Knowledge

- 1) PLO1: Understand and apply basic knowledge of economics, politics, culture and society, law, nature and environment to interpret arising issues in business operations and management.
- 2) PLO2: Obtain certificates in National Defense - Security Education and Physical Education.



PO3				x							
PO4					x	x					
PO5						x	x				
PO6								x	x		
PO7			x	x					x	x	x
PO8			x	x					x	x	x

## 1.6. Teaching and learning methods and assessment methods

### 1.6.1. Teaching and learning methods

#### - Preparation of the lecturer

- + Teaching documents, study guides, and teaching tools (if necessary).
- + Application exercises and case studies related to the content of the teaching course.

#### - Teaching and learning methods [Direct/Indirect/Experiential/Interactive/Self-learning]

- + Direct teaching: lectures, discussions, presentations.
- + Indirect teaching: open-ended questions, problem-solving, situational teaching, group teaching.
- + Experiential learning: internship, practices, case studies.
- + Interactive teaching: discussions, teamwork.
- + Self-learning: homework, pre-set situation solving.

### Correlation matrix between Expected learning outcomes of programme (PLOs) and Teaching and learning methods

Teaching and learning methods	Expected learning outcomes of programme (PLOs)										
	1	2	3	4	5	6	7	8	9	10	11
<b>I. Direct Instruction</b>											
1. Lecturing	x		x	x				x	x	x	x
2. Presenting			x	x	x			x	x		
<b>II. Indirect Instruction</b>											
3. Open-ended question	x		x	x	x			x	x		x
4. Problem-solving	x		x	x	x			x	x		x
5. Situational teaching			x	x	x			x	x		x
6. Group teaching			x	x	x						x
<b>III. Experiential Instruction</b>											
7. Practicums/Internships			x	x	x	x	x	x	x	x	x
8. Case study			x	x				x	x		x

<b>IV. Independent Instruction</b>											
9. Discussion			x	x	x			x	x		
10. Teamwork			x	x	x					x	x
<b>V. Interactive Instruction</b>											
11. Homework			x	x						x	x
12. Pre-set situation solving			x	x	x			x	x	x	x

### **- Improving the quality of teaching**

In addition to flexibly applying the aforementioned teaching and learning methods, educators need to regularly innovate their teaching methods, applying modern teaching methods at the university level to help learners achieve the learning outcomes of the training programme and improve the quality of teaching. The innovation is carried out in the direction of educators enhancing the use of technology and modern teaching methods to promote the proactiveness, creativity, and independence of students, thereby helping students take the initiative in learning, actively researching books, articles, specialised journals, and discovering and solving practical problems.

#### **1.6.2. Assessment methods**

##### **\* The grade system:**

Using a 10-point scale for all forms of student assessment in the training process.

##### **\* Forms, criteria of student assessment, and weight**

###### **a. Theoretical Course**

No.	Assessment form	Evaluation Criteria	Choose one of the following weights		
			Weight	Weight	Weight
1	Attendance	<i>Proactive attitude, active preparation for lessons, and participation in activities during class.</i>	10%	10%	10%
		<i>Mandatory attendance during class time, with absence not exceeding 20% of the total class hours. Depending on the number of absences, the teacher will determine the corresponding deduction of points based on the absence ratio.</i>			
2	Process	<ul style="list-style-type: none"> <li>- Students will complete one or multiple individual assessments (in written or presentation form) with different weights depending on the difficulty level specified by the responsible instructor.</li> <li>- Assessment criteria: accuracy in answering questions or meeting the requirements set by the instructor.</li> <li>- Group reports, seminars, or major assignments will be completed according to the guidelines provided by the responsible instructor.</li> </ul>	20%	30%	40%

		<ul style="list-style-type: none"> <li>- Assessment criteria for group reports, seminars, major assignments, and group exercises: content, format, and presentation as specified by the responsible instructor.</li> <li>- Practical exercises will be conducted per the guidelines provided by the responsible lecturer.</li> <li>- Assessment criteria for practical exercises: accuracy in following the answers or requirements given by the instructor.</li> </ul>			
3	<b>Final examination</b>	<ul style="list-style-type: none"> <li>- Final examination <ul style="list-style-type: none"> <li>* Examination format: Written/oral.</li> </ul> </li> <li>- Assessment criteria for the examination: based on the answer key provided by the instructor. <ul style="list-style-type: none"> <li>* Examination format: Practical.</li> </ul> </li> <li>- Assessment criteria for the examination: based on the answer key provided by the instructor. <ul style="list-style-type: none"> <li>* Examination format: Report presentation.</li> </ul> </li> <li>- Assessment criteria for the examination: content, format, and question-answer session of the report.</li> </ul>	70%	60%	50%

b. Experimental - Practical Course

Students must fully attend all practical sessions. The average score of all practical sessions in the semester, rounded to one decimal place, is the score for the practical course component.

c. Project-based courses, cognitive internships, and graduation internships:

- 50% of the grade is based on the process

- 50% of the grade is based on the question-answer session.

d. Bachelor's thesis/graduation project: Học phần khóa luận/đồ án tốt nghiệp

Conducted according to undergraduate and college education regulations following the credit system accompanying Decision No. 1241/QĐ-DHQN dated May 15, 2014, of Quy Nhon University.

**\* Assessment methods**

The evaluation methods used in the Business Administration training programme are divided into 2 main forms: Formative Assessment and Summative Assessment.

The description to illustrate the assessment methods is as follows in the table:

**Correlation matrix between Assessment methods and Expected learning outcomes of programme (PLOs)**

Assessment methods	Expected learning outcomes of programme (PLOs)										
	1	2	3	4	5	6	7	8	9	10	11
<b>I. Regular Assessment</b>											
1. Attendance assessment										x	x
2. Exercise assessment	x		x	x		x		x	x	x	x
3. Presentation assessment					x	x		x	x	x	x

4. Teamwork assessment			X	X	X	X		X	X	X	X
5. Major exercise assessment			X	X				X	X	X	X
6. Report assessment			X	X				X	X	X	X
<b>II. Final Assessment</b>											
7. Essay tests		X	X	X		X	X	X	X	X	X
8. Multiple-choice tests			X	X				X	X	X	X
9. Oral examination			X	X	X			X	X	X	X
10. Reports			X	X				X	X	X	X
11. Graduation theses			X	X				X	X	X	X
12. Practice tests		X					X			X	X

## 2. PROGRAMME SPECIFICATION

### 2.1. Programme Structure

No.	Curriculum Component, Number of credits	No. of Credits	
		Compulsory	Elective
<b>1</b>	<b>General Education Knowledge Block</b>	<b>22</b>	<b>0</b>
1.1	Political Science and Law	13	0
1.2	Physical Education, National Defense and Security Education	12	0
1.3	Foreign Languages	7	0
1.4	Social Sciences/ Mathematics, National Sciences – Environment, Management Sciences	2	0
<b>2</b>	<b>Professional Education Knowledge Block</b>	<b>95</b>	<b>18</b>
2.1	Fundamental Knowledge	27	0
2.2	Disciplinary Knowledge, Specialized Knowledge	44	10
2.3	Supplementary Knowledge	18	8
2.4	Graduation Dissertation, Substitution Courses	6	0
<b>Total</b>		<b>117</b>	<b>18</b>
		<b>135</b>	

**- The General Education Block comprises 9 courses:**

It is designed to provide students with fundamental knowledge in social sciences, political science, law, national defence, security education, and foreign languages. Its purpose is to facilitate a comprehensive understanding of Vietnam's political system, enabling students to grasp the Communist Party's policies, directives, and the state's legal framework. Moreover, the block offers essential insights into national defence and security matters, contributing to students' capacity to critically analyse political issues, foster ethical qualities, comply with the law, and develop a sense of responsibility towards the community and society.

**- Professional Education Knowledge Block:**

The Professional Education Knowledge Block offers students a solid foundational comprehension of economics, fostering continuous learning and professional advancement. In addition, this block imparts specialised knowledge that provides students with extensive and contemporary insights into fundamental principles of business administration and vital management functions within corporate settings. As a result, students can scrutinise market conditions, formulate strategies, engage in entrepreneurial endeavours, and propose and execute plans for individuals, organisations, governments, and international entities scientifically grounded and efficiently in the global context.

Moreover, this knowledge block also facilitates profound expertise in one of the following areas: Corporate Management, Marketing Management, or International Trade. It cultivates practical application, creativity, expertise in professional competencies, organisational and managerial skills, and interpersonal relations, which are valuable in both professional and societal contexts. Furthermore, it is pivotal in enhancing students' moral character, ethical standards, professionalism, and sense of responsibility towards their community and society.

**2.2. The matrix illustrates how the knowledge blocks contribute to achieving the programme learning outcomes**

Block Knowledge		No. of credits	Rate	PLOs											
				1	2	3	4	5	6	7	8	9	10	11	
<b>1</b>	<b>General Education Knowledge Block</b>	22	<b>16.3%</b>												
1.1.	Political Science and Law	13	9.6%	M										M	M
1.2.	Physical Education. National Defense and Security Education	12			M										L
1.3.	Foreign Languages	7	5.2%					M	M					M	M
1.4	Social Sciences/ Mathematics. National Sciences – Environment. Management Sciences	2	1.5%					M							L
<b>2</b>	<b>Professional Education Knowledge Block</b>	113	<b>83.7%</b>												
2.1.	Fundamental Knowledge	23	17.0%	M		M		M		M	M	M	M	M	M
2.2.	Disciplinary Knowledge. Specialized Knowledge	55	40.8%	L		H	H	H			H	H	M	H	
2.3.	Supplementary Knowledge	29	21.5%	M		M	H	M			H	H	M	M	
2.4.	Graduation Dissertation. Thesis Substitution Courses	6	4.4%			H	H	H			H	H	M	M	

Note: L = Low level; M = Medium level; H = High level

## 2.3. List of courses

No.	Course Code	Course	Semester	Number of credit	Classroom period			Laboratory/Practical	Other (internship, project, major assignment)	Self-study hours	Prerequisite course code	Course Management Department	Note
					Lecture	Assignment	Discussion						
<b>I. Fundamental Knowledge Block</b>					<b>34 TC</b>								
<b>I.1. Political Science and Law</b>					<b>13 TC</b>								
1	1130299	Marxist-Leninist Philosophy	1	3	40		10			85		Department of Political Education and State Management	
2	1130300	Marxist- Leninist Political Economy	2	2	27		6			57	1130299	Department of Political Education and State Management	
3	1130301	Scientific Socialism	3	2	27		6			57	1130300	Department of Political Education and State Management	
4	1130302	History of the Communist Party of Vietnam	4	2	27		6			57	1130301	Department of Political Education and State Management	
5	1130091	Ideology of Ho Chi Minh	5	2	27		6			57	1130302	Department of Political Education and State Management	
6	1130049	Fundamental of Laws	2	2	27		6			57		Department of Political Education and State Management	
<b>I.2. Physical Education. National Defense and Security Education</b>				conditi ona l									
<b>I.2.1. Physical Education: students choose one of the following seven Physical Education groups</b>				<b>3</b>									
7	1120172	Physical Education 1 (Football 1)(* )	1	1	4			26		21		Department of Physical Education	
8	1120173	Physical Education 2 (Football 2)(* )	2	1	4			26		21	1120172	Department of Physical Education	
9	1120174	Physical Education 3 (Football 3)(* )	3	1	4			26		21	1120173	Department of Physical Education	
10	1120175	Physical Education 1 (Volleyball 1)(* )	1	1	4			26		21		Department of Physical Education	
11	1120176	Physical Education 2 (Volleyball 2)(* )	2	1	4			26		21	1120175	Department of Physical Education	
12	1120177	Physical Education 3 (Volleyball 3)(* )	3	1	4			26		21	1120176	Department of Physical Education	
13	1120178	Physical Education 1 (Basketball 1)(* )	1	1	4			26		21		Department of Physical Education	
14	1120179	Physical Education 2 (Basketball 2)(* )	2	1	4			26		21	1120178	Department of Physical Education	
15	1120180	Physical Education 3 (Basketball 3)(* )	3	1	4			26		21	1120179	Department of Physical Education	



16	1120181	<i>Physical Education 1 (Badminton 1)(* )</i>	1	1	4			26		21		Department of Physical Education
17	1120182	<i>Physical Education 2 (Badminton 2)(* )</i>	2	1	4			26		21	1120181	Department of Physical Education
18	1120183	<i>Physical Education 3 (Badminton 3)(* )</i>	3	1	4			26		21	1120182	Department of Physical Education
19	1120184	<i>Physical Education 1 (Vietnamese Traditional Martial Arts 1)(* )</i>	1	1	4			26		21		Department of Physical Education
20	1120185	<i>Physical Education 2 (Vietnamese Traditional Martial Arts 2)(* )</i>	2	1	4			26		21	1120184	Department of Physical Education
21	1120186	<i>Physical Education 3 (Vietnamese Traditional Martial Arts 3)(* )</i>	3	1	4			26		21	1120185	Department of Physical Education
22	1120187	<i>Physical Education 1 (Taekwondo 1)(* )</i>	1	1	4			26		21		Department of Physical Education
23	1120188	<i>Physical Education 2 (Taekwondo 2)(* )</i>	2	1	4			26		21	1120187	Department of Physical Education
24	1120189	<i>Physical Education 3 (Taekwondo 3)(* )</i>	3	1	4			26		21	1120188	Department of Physical Education
25	1120190	<i>Physical Education 1 (Karatedo 1)(* )</i>	1	1	4			26		21		Department of Physical Education
26	1120191	<i>Physical Education 2 (Karatedo 2)(* )</i>	2	1	4			26		21	1120190	Department of Physical Education
27	1120192	<i>Physical Education 3 (Karatedo 3)(* )</i>	3	1	4			26		21	1120191	Department of Physical Education
<b>I.2.2. National Defense and Security Education</b>			9									
28	1120168	<i>National Defense and Security Education 1(* )</i>	2	3	37			8		82		Department of Physical Education
29	1120169	<i>National Defense and Security Education 2(* )</i>	2	2	22			8		52		Department of Physical Education
30	1120170	<i>National Defense and Security Education 3(* )</i>	2	2	14			16		44		Department of Physical Education
31	1120171	<i>National Defense and Security Education 4(* )</i>	2	2	4			56		64		Department of Physical Education
<b>I.3. Foreign Languages</b>												
32	1090061	English 1	1	3	30	15				90		Department of Foreign Languages
33	1090166	English 2	2	4	40	20				120	1090061	Department of Foreign Languages
<b>I.4. Social Sciences/ Mathematics. National Sciences – Environment. Management Sciences 2 credits</b>												
34	2030003	Communication Skills	2	2	18			4	20	48		Faculty of Social Sciences and Humanities
<b>II. Professional Education Knowledge Block</b>			<b>113 credits</b>									
<b>II.1. Fundamental Knowledge 23 credits</b>												

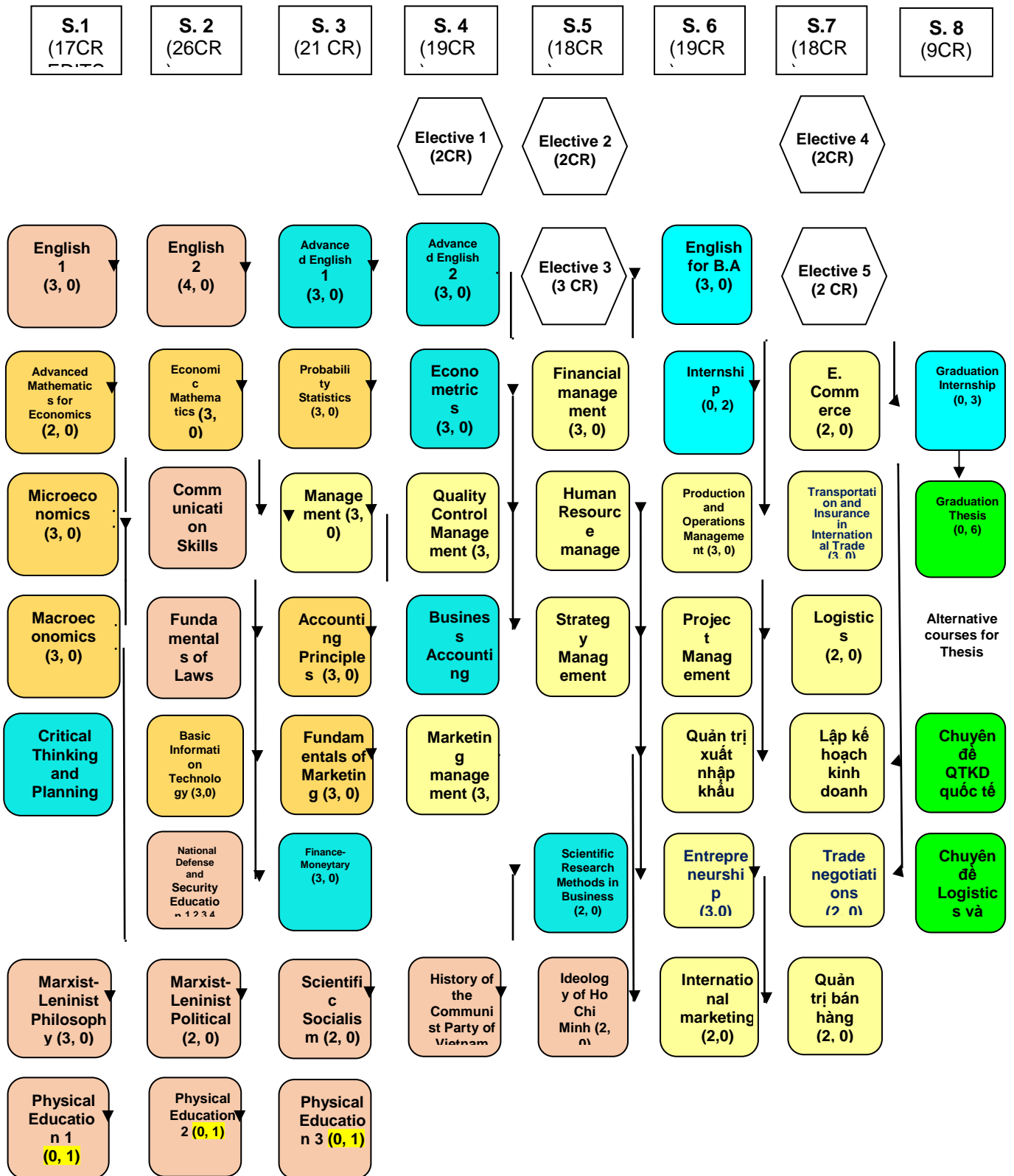
35	1140170	Microeconomics	1	3	34	9	4			90		Department of Economics and Accounting
36	1140171	Macroeconomics	1	3	36	9				90		Department of Economics and Accounting
37	1140182	Advanced Mathematics for Economics	1	2	24	6				60		Department of Economics and Accounting
38	1140104	Economic Mathematics	2	3	36	9				90	1140182	Department of Economics and Accounting
39	1050243	Basic Information Technology	2	3	30			30		75		Department of Information Technology
40	1140047	Probability Statistics	3	3	36	9				90	1140182 1140104	Department of Economics and Accounting
41	1140048	Accounting Principles	3	3	36	9				90	1140170 , 1140171	Department of Economics and Accounting
42	1150035	Fundamentals of Marketing	3	3	40	5				90	1140170 , 1140171	Department of Finance, Banking and Business Administration
<b>II.2. Disciplinary Knowledge, Specialized Knowledge</b>			<b>55</b>									
<b>II.2.1. Disciplinary Knowledge</b>			<b>32</b>									
<b>II.2.1a. Compulsory Courses</b>			<b>27</b>									
43	1150075	Management	3	3	36	6	6			90	1140170	Department of Finance, Banking and Business Administration
44	1150066	Strategy Management	5	3	32	8	10			90	1150075	Department of Finance, Banking and Business Administration
45	1150084	Human Resource Management	5	3	32	11	2	2		90	1150075	Department of Finance, Banking and Business Administration
46	1150363	Financial Management	5	3	29	15	2			90	1150075	Department of Finance, Banking and Business Administration
47	1150081	Marketing Management	4	3	40	5				90	1150035	Department of Finance, Banking and Business Administration
48	1150073	Project Management	6	3	35	8	4			90	1150075	Department of Finance, Banking and Business Administration
49	1150087	Production and Operations Management	6	3	30	13	2	2		90	1150075	Department of Finance, Banking and Business Administration
50	1150064	Quality Control Management	4	3	25	14	12			90	1150075	Department of Finance, Banking and Business Administration
51	1150365	Entrepreneurship	6	3	35	8	4			90	1150075	Department of Finance, Banking and Business Administration
<b>II.2.1b. Elective Courses</b>			<b>5 credits</b>									
<b>+ Choose 1 in 3 courses: 2/6 credits</b>												
52	1150118	Finance Market	4	2	22	6	4			60	1150098	Department of Finance, Banking and Business Administration
53	1150059	Technology Management	4	2	24	4	4			60	1150075	Department of Finance, Banking and Business Administration
54	1150249	Leadership	4	2	22	4	8			60	1150075	Department of Finance, Banking and Business Administration
<b>+ Select 1 of 3 courses: 3/9 credits</b>												
55	1140167	Managerial Accounting	5	3	36	8	2			90	1140048	Department of Economics and Accounting
56	1150050	Business Analysis.	5	3	30	15				90	1140048	Department of Finance, Banking and Business Administration

57	1150133	Business Culture	5	3	40		10			90	1150075	Department of Finance, Banking and Business Administration	
<b>II.2.2. Specialised Knowledge 23 credits</b>													
<b>* Compulsory 19 credits</b>													
58	1150367	International marketing	6	2	27	1	4			60	1150081	Department of Finance, Banking and Business Administration	
59	1150385	Business Planning	7	3	34	9	4			90	1150075	Department of Finance, Banking and Business Administration	
60	1150262	Sale Management	7	2	24	4	4			60	1150365	Department of Finance, Banking and Business Administration	
61	1150251	Logistics	7	2	24	4	4			60	1150075	Department of Finance, Banking and Business Administration	
62	1150399	Import-Export Management	7	3	29	13	4	2		90	1150075	Department of Finance, Banking and Business Administration	
63	1150370	Trade negotiations	7	2	22	4	8				1150365	Department of Finance, Banking and Business Administration	
64	1150371	Transportation and insurance in international trade	7	3	35	5	10			90	1150120	Department of Finance, Banking and Business Administration	
65	1150127	E-Commerce	7	2	25				10	60	1150120	Department of Finance, Banking and Business Administration	
<b>* Elective</b>													
<b>Choose 1 in 2 courses: 2/4 credits</b>													
66	1150258	Franchise	7	2	25	4	2			60	1150120	Department of Finance, Banking and Business Administration	
67	1150372	Event holding	7	2	24		12			60	1150365	Department of Finance, Banking and Business Administration	
<b>Choose 1 in 2 courses: 2/4 credits</b>													
68	1150265	Supply Chain Management	7	2	22	5	6			60	1150075	Department of Finance, Banking and Business Administration	
69	1150267	Distribution Channel Management	7	2	25		10			60	1150365	Department of Finance, Banking and Business Administration	
<b>II.3. Supplementary Knowledge 29 Credits</b>													
<b>II.3.1. Professional Training and Skill Development 26 Credits</b>													
<b>* Compulsory Courses 22 Credits</b>													
70	1150248	Critical Thinking and Planning Skills	1	2	24	4	4			60		Department of Finance, Banking and Business Administration	
71	1150055	Business Research Methodology	4	2	23	4	6			60	1140171	Department of Finance, Banking and Business Administration	
72	1140033	Econometrics	4	3	30	9		12		90	1140047	Department of Economics and Accounting	
73	1140015	Corporate Accounting	4	3	34	9	2	2		90	1140048	Department of Economics and Accounting	
74	1150098	Monetary-Finance	3	3	38	5	4			90	1140170 1140171	Department of Finance, Banking and Business Administration	
75	1090268	Advanced English 1	3	3	30	15				90	1090166	Department of Foreign Languages	
76	1090269	Advanced English 2	4	3	30	15				90	1090268	Department of Foreign Languages	
77	1150214	English for Business Administration	6	3	34	4	14			90	1090269	Department of Finance, Banking and Business Administration	
<b>* Elective courses 2 credits</b>													
<b>+ Choose 1 in 3 courses 2/6 credits</b>													

78	1130036	Economic Law	5	2	30					60	1130049	Department of Political Education and State Management	
79	1150364	International payment	5	2	21	6	6			60	1150098	Department of Finance, Banking and Business Administration	
80	1150144	Tax	5	2	22	8				60		Department of Finance, Banking and Business Administration	
<b>II.3.2. Professional Internship. Graduation Internship 5 credits</b>													
81	1150120	Internship	6	2					x			Department of Finance, Banking and Business Administration	
82	1150122	Graduation Internship	8	3					x		1150120	Department of Finance, Banking and Business Administration	
<b>II.4. Graduation Thesis. Alternative Courses 6 credits</b>													
83	1150447	Graduation Thesis	8	6					x			Department of Finance, Banking and Business Administration	
<i>Alternative Courses for Graduation Thesis 6 credits</i>													
84	1150375	Special Topic in International Business Management	8	3	37	7	2			90	1150120	Department of Finance, Banking and Business Administration	
85	1150432	Special Topic in Logistics and Supply Chain Management	8	3	30	10	10			90	1150120	Department of Finance, Banking and Business Administration	
<b>Total</b>				<b>147</b>									

Note: (\*) – Required Courses

2.4. Curriculum Diagram







42	1150035	Fundamentals of Marketing			M		M			M	L	M	L
43	1150075	Management	L		M		L			L	L	M	M
44	1150066	Strategy Management				M	M				L	M	M
45	1150084	Human Resource Management				M	M			M	M	M	M
46	1150363	Financial management (E)				M		L		M	M	M	M
47	1150081	Marketing Management				M	M			M	M	M	M
48	1150073	Project Management				M	L			L	L	M	M
49	1150087	Production and Operations Management				M	L			M	M	M	M
50	1150064	Quality Control Management				M	L			M	M	M	M
51	1150365	Entrepreneurship (E)				H	M			H	H	M	M
52	1150118	Finance Market				M	M			M		M	M
53	1150059	Technology Management				L	M				M	M	M
54	1150249	Leadership				M	M			M	M	M	M
55	1140167	Managerial Accounting			H						M	M	H
56	1150050	Business Analysis.			M	M	L			M	M	M	M
57	1150133	Business Culture				M	M			M	M	M	M
58	1150367	International marketing (E)				L	L			M	M	M	M
59	1150385	Business Planning				M	H			M	M	M	M
60	1150262	Sales Management			M	M	L			M	M	M	M
61	1150251	Logistics				M	M			M	M	M	M
62	1150399	Import-Export Management				M	L			M	M	M	M
63	1150370	Trade negotiations (E)			M	M	L			M	M	M	M
64	1150371	Transportation and insurance in international trade (E)				M	M			M	M	M	M
65	1150127	E-commerce				M	M			M	M	M	M
66	1150258	Franchise				M	L			M	M	M	M
67	1150372	Event holding (E)				M	L			M	M	M	M
68	1150265	Supply Chain Management				M	L			M	M	M	M
69	1150267	Distribution Channel Management				M	M			M	M	M	M
70	1150248	Critical Thinking and Planning			L		M					M	M
71	1150055	Research Methods for Business				M	M			M	M	M	M
72	1140033	Econometrics	M			M	L				L		L
73	1140015	Corporate Accounting			M					M		M	M
74	1150098	Monetary- Finance				L	M			M	M	M	M
75	1090268	Advanced English 1					M	M					M
76	1090269	Advanced English 2					M	M					M
77	1150214	English for Business Administration			M	M	M					M	M
78	1130036	Economic Laws	L							M	M	L	L
79	1150364	International payment (E)				M	L			M	M	M	M
80	1150144	Tax				M	M			M	L	L	M
81	1150120	Internship				M	M			M	M	M	M
82	1150122	Graduation Internship			M	H	L			M	H	M	M
83	1150447	Graduation Thesis			H	H	H			H	H	M	M
84	1150375	Special Topics on International Business Management				M	L			M	M	M	M
85	1150432	Special Topics on Logistics and Supply Chain Management			M	M	L			M	M	M	M



*Note: L = Low; M = Medium; H = High*

## **2.6. Summary of course description**

### **1.[1130299]. [Marxist-Leninist Philosophy]. [3]**

The course provides a comprehensive overview of the general theoretical issues in philosophy, specifically Marxist-Leninist philosophy. It introduces the history, formation conditions, content, and primary role of Marxist-Leninist philosophy. Particularly, it addresses issues concerning the materialist scientific worldview and the rational dialectical method while emphasizing the application of the materialist worldview in solving historical and social issues within historical materialism. Based on this foundation, it equips students with the dialectical materialist worldview and methodology for cognitive and practical activities.

### **2.[1130300]. [Marxist- Leninist Political Economy]. [2]**

The course consists of 6 chapters. Chapter 1 discusses the Marxist-Leninist political economy's object, research methods, and functions. Chapters 2 to 6 present the core content of Marxist-Leninist political economy according to the course's objectives. Specifically, it covers topics such as commodities, markets, and the role of subjects in a market economy; the production of surplus value in a market economy; competition and monopoly in a market economy; the socialist-oriented market economy and economic interests in Vietnam; industrialization, modernization, and Vietnam's integration into the international economy.

### **3.[1130301]. [Scientific Socialism]. [2]**

The course content consists of 7 chapters. Chapter 1 presents fundamental introductory issues of scientific socialism, such as its formation and development process, the object, methods, and significance of studying scientific socialism. Chapters 2 to 7 address the primary content of scientific socialism, including the historical mission of the working class, socialism and the transitional period to communism, the democratic socialist state and the socialist state, the social structure - classes and class alliances, social strata in the transition to communism, and issues of nationality, religion, and family in the transition to communism. Like Marxist-Leninist philosophy and political economy, the study of scientific socialism not only explains the world but fundamentally transforms the world according to the laws of nature, in line with progress and civilization. The study of scientific socialism is of great significance, providing students with political and social awareness and scientific methodology regarding the inevitable historical processes leading to the formation and development of the socialist economic and social form, liberating individuals and society. Consequently, students develop a correct political attitude, proper ideological orientation, accurate analysis, and struggle against distorted perceptions of socialism and the path to socialism in our country.

### **4.[1130302]. [History of the Communist Party of Vietnam]. [2]**

The course provides learners with fundamental knowledge about the establishment of the Communist Party of Vietnam and the Party's leadership in the Vietnamese Revolution through different periods. These periods include the Party's leadership in the power struggle (1930-1945), the Party's leadership in two resistance wars, accomplishing national liberation and reunification (1945-1975), and the Party's leadership in the country's transition to socialism and the renewal process (after 1975).

**5.[1130091]. [Ideology of Ho Chi Minh]. [2]**

The course consists of 6 chapters, providing students with basic knowledge about the object, research methods, and significance of studying Ho Chi Minh's ideology. It covers the foundations, process of formation, and development of Ho Chi Minh's ideology, as well as topics related to national independence and socialism, the Communist Party and the Vietnamese state, national unity and international solidarity, culture, ethics, and human beings. Additionally, it highlights the application of these contents by the Communist Party of Vietnam in the national democratic revolution and the socialist revolution while elucidating the theoretical and practical values of Ho Chi Minh's ideology—course contribution matrix for PLO achievement.

**6.[1130049]. [Fundamental of Laws]. [2]**

The course aims to provide students with fundamental knowledge of the state, the law in general, the Socialist Republic of Vietnam, and the specific laws of the Socialist Republic of Vietnam. Through the study of this course, students will develop a correct understanding and perspective on the Party's principles and policies, as well as the state's laws. They will acquire basic knowledge about the legal system in Vietnam and develop skills in compliance, enforcement, and the practical application of laws in daily life.

**7.[1120172]. [Physical Education 1 (Football 1)][1]**

This course provides students with knowledge of principles and techniques such as ball control using the thigh, ball kicking with the instep, inside-of-the-foot passing, and dribbling techniques. It also covers physical conditioning and some rules of 5-a-side football. The course aims to cultivate qualities and determination in training and competition, improve physical fitness and develop physical attributes, and enhance camaraderie and unity within the team.

**8.[1120173]. [Physical Education 2 (Football 2)]. [1]**

This course teaches students principles and techniques such as ball control using the head, ball kicking with the front instep, inside-of-the-foot passing, and dribbling techniques. It also covers some rules of 7-a-side football and methods of preventing injuries in physical training. The course aims to cultivate qualities and determination in training and competition, improve physical fitness and develop physical attributes, and enhance camaraderie and unity within the team.

**9.[1120174]. [Physical Education 3 (Football 3) [1]**

This course provides students with knowledge of principles and techniques such as heading using the forehead, throw-ins, and a review of previously learned techniques such as shooting, dribbling, and ball control. It also covers some rules of 11-a-side football and the history of football development worldwide and in Vietnam. The course aims to cultivate qualities and determination in training and competition, improve physical fitness and develop physical attributes, and enhance camaraderie and unity within the team.

**10.[1120175]. [Physical Education 1 (Volleyball 1) [1]**

This course provides an overview of volleyball's history, characteristics, effects, and rules. It also covers principles of volleyball training methods, injury prevention, and first aid in physical education and sports training. The course equips students with techniques such as movement, forearm passing, high-set passing, high and low serves, and some referee rules and methods in volleyball. The course's objectives

are to develop physical fitness, enhance volleyball skills, promote teamwork, and foster a sense of camaraderie and unity within the team.

**11.[1120176]. [Physical Education 2 (Volleyball 2) [1]**

This course introduces the rules of volleyball competition. It covers training methods in volleyball, injury prevention, and first aid in volleyball training. It also includes supplementary exercises for the course. The course aims to enhance skills in forearm passing, high-set passing, high and low serves, and frontal spike techniques.

**12.[1120177]. [Physical Education 3 (Volleyball 3)][1]**

This course equips students with knowledge of competition rules, organisation methods, referees, and training methods in volleyball. It focuses on improving forearm passing, high-set passing, serving, and spiking techniques. It also covers blocking techniques, defensive skills, offensive tactics, defensive tactics, team formations, and their practical application in competition.

**13.[1120178]. [Physical Education 1 (Basketball 1)][1]**

Basketball is a sport that promotes health and develops comprehensive physical abilities, including mental and physical strength. This course provides students with fundamental basketball skills and introduces basic technical movements. By the end of the course, students will be able to practise basic basketball techniques.

**14.[1120179]. [Physical Education 2 (Basketball 2)][1]**

Basketball is a sport that promotes health and develops comprehensive physical abilities, including mental and physical strength. This course provides students with fundamental basketball skills and introduces basic technical movements. By the end of the course, students will be able to practise basic basketball techniques.

**15.[1120180]. [Physical Education 3 (Basketball 3)][1]**

Basketball is a sport that promotes health and develops comprehensive physical abilities including mental and physical strength. This course provides students with fundamental skills in basketball and introduces basic technical movements in the sport. By the end of the course, students will be able to practise basic basketball techniques and apply them in competition.

**16.[1120181]. [Physical Education 1 (Badminton 1) [1]**This course aims to provide students with a solid understanding and application of the most basic techniques in the sport of badminton, with the goal of applying them in practical sports training to improve health and achieve effective physical education in schools.

- Demonstrate correct basic techniques when participating in badminton training to enhance physical fitness.

- Acquire a thorough understanding of scoring methods and common errors when participating in badminton training..

**17.[1120182]. [Physical Education 2 (Badminton 2) [1]**

This course aims to provide students with a solid understanding and application of the most basic techniques in the sport of badminton, with the goal of applying them in practical sports training to improve health and achieve effective physical education in schools.

- Demonstrate correct basic techniques when participating in badminton training to enhance physical fitness.
- Acquire a thorough understanding of scoring methods and common errors when participating in badminton training.

**18.[1120183]. [Physical Education 3 (Badminton 3)][1]**

This course aims to provide students with a solid understanding and application of advanced techniques in the sport of badminton. with the goal of applying them in practical sports training to improve health and achieve effective physical education in schools.

- Demonstrate correct advanced techniques when participating in badminton training to enhance physical fitness.

**19.[1120184]. [Physical Education 1 (Vietnamese Traditional Martial Arts 1)][1]**

- Equip students with general knowledge and practical skills in Vietnamese traditional martial arts: Perform characteristic and fundamental techniques of Vietnamese traditional martial arts at a basic and precise level. Acquire a solid foundation in unarmed combat techniques. self-defence training. and gradually familiarise and absorb them in training and sports competition in the discipline of Quyen to enhance physical fitness and academic achievement.

- Foster values of morality. good character. discipline. responsibility. unity. teamwork. courage. patriotism. and national spirit.

**20.[1120185]. [Physical Education 2 (Vietnamese Traditional Martial Arts 2)][1]**

- Equip students with specialised knowledge and proficient practical skills in traditional martial arts. including: Perform a range of technical movements of Vietnamese traditional martial arts at an advanced and accurate level. Develop a strong understanding of self-defence training and proper application of the rules of Vietnamese traditional martial arts in training and competition in Quyen and Doi Khang to enhance comprehensive physical fitness and academic achievement.

- Foster values of morality. good character. discipline. responsibility. unity. teamwork. courage. patriotism. and national spirit.

**21.[1120186]. [Physical Education 3 (Vietnamese Traditional Martial Arts 3)][1]**

This course will equip students with fundamental knowledge and practical Vietnamese Traditional Martial Arts skills. Students can perform basic technical movements of Vietnamese Traditional Martial Arts precisely and accurately. They will develop a solid foundation in basic self-defence techniques and correctly apply the rules of Vietnamese Traditional Martial Arts during training and competitive matches to enhance their professional achievements and physical fitness.

Furthermore. this course emphasises the education and cultivation of moral values and good character traits. Students will develop a sense of discipline. responsibility. unity. teamwork. courage. patriotism. and national spirit.

**22.[1120187]. [Physical Education 1 (Taekwondo 1)][1]**

Taekwondo is a martial art originating from Korea. encompassing techniques such as punches (Jieugi). kicks (Chagi). and blocks (Makki). The training program for this martial art focuses on both mental and

physical aspects. However, the critical aspect of Taekwondo lies in the development of moral character. This course includes the following principal contents:

- History of Taekwondo
- Analysis of Taekwondo techniques
- Taekwondo rules and regulations
- Offensive and defensive techniques
- Sparring techniques
- Forms (patterns) techniques

**23.[1120188]. [Physical Education 2 (Taekwondo 2)].[1]**

Taekwondo is a martial art originating from Korea, encompassing techniques such as punches (Jieugi), kicks (Chagi), and blocks (Makki). The training program for this martial art focuses on both mental and physical aspects. However, the critical aspect of Taekwondo lies in the development of moral character. This course includes the following principal contents:

- History of Taekwondo
- Analysis of Taekwondo techniques
- Taekwondo rules and regulations
- Offensive and defensive techniques
- Sparring techniques
- Forms (patterns) techniques

**24.[1120189]. [Giáo dục thể chất 3 (Võ Taekwondo 3)]. [1]**

Taekwondo is a martial art originating from Korea, encompassing techniques such as punches (Jieugi), kicks (Chagi), and blocks (Makki). The training program for this martial art focuses on both mental and physical aspects. However, the critical aspect of Taekwondo lies in the development of moral character. This course includes the following principal contents:

- History of Taekwondo
- Analysis of Taekwondo techniques
- Taekwondo rules and regulations
- Offensive and defensive techniques
- Sparring techniques
- Forms (patterns) techniques

**25.[1120190]. [Physical Education 1 (Karatedo 1)][1]**

Karatedo is one of the essential sports disciplines in physical education and sports training. It is also one of the main subjects for university students. Training and competing in Karatedo contribute to the comprehensive development of individuals, enhancing physical fitness and overall endurance. Moreover, it cultivates mental discipline, moral character, and personal qualities.

**26.[1120191]. [Physical Education 2 (Karatedo 2) [1]**

Karatedo is one of the essential sports disciplines in physical education and sports training. It is also one of the main subjects for university students. Training and competing in Karatedo contribute to the comprehensive development of individuals, enhancing physical fitness and overall endurance. Moreover, it cultivates mental discipline, moral character, and personal qualities.

**27.[1120192]. [Physical Education 3 (Karatedo 3) [1]**

Karatedo is one of the essential sports disciplines in physical education and sports training. It is also one of the main subjects for university students. Training and competing in Karatedo contribute to the comprehensive development of individuals, enhancing physical fitness and overall endurance. Moreover, it cultivates mental discipline, moral character, and personal qualities.

**28.[1120168]. [National Defense and Security Education 1]. [3]****29.[1120169]. [National Defense and Security Education 2]. [2]****30.[1120170]. [National Defense and Security Education 3]. [2]****31.[1120171]. [National Defense and Security Education 4]. [2]****32.[1090061]. [English 1]. [3]**

With a perspective of inheritance and systematic development of the English language knowledge that students have acquired in secondary school, based on considering English as a standard communication tool, English 1 is a compulsory course in the non-English major undergraduate program. It aims to help students review and enhance their fundamental knowledge of vocabulary, pronunciation, grammar, and cultural aspects of the English language. Consequently, it enables students to utilise English for specialised study and professional development. Additionally, the course also fosters independent and collaborative work skills as well as confidence in communication.

**33.[1090066]. [English 2]. [4]**

Building upon the knowledge of English acquired in English 1, English 2 further supplements the previously learned grammar structures by expanding and comparing them. It also emphasises critical grammatical aspects such as phrasal verbs, linking words, and collocations and explores more challenging topics like music and personality, film, past events, and experiences. The purpose is to enable students to use English accurately and fluently, enhancing their comprehension abilities and utilising English for more complex communicative purposes. Moreover, the course facilitates the development of independent and collaborative work skills and confidence in communication.

**34.[1140170]. [Microeconomics]. [3]**

Microeconomics is a foundational course that delves into the nature of economic phenomena, their laws, and trends within a market economy. Unlike macroeconomics, which examines the economy as a whole, microeconomics focuses on analysing the behaviour of economic agents such as producers, consumers, and even the government within individual markets. This course is a fundamental basis for other courses, such as Basic Marketing and Entrepreneurship.

**35.[2030003]. [Communication Skills]. [2]**

This course is one of the supplementary modules that provide knowledge and cultivate professional skills in Business Administration. It addresses the essential knowledge and skills related to communication in

dynamic and global business environments. encompassing the understanding of communication nature and forms in business settings. negotiation skills. presentation skills. report writing. and essential tools for enhancing effective communication in business. Furthermore. the course incorporates practical methods and problem-solving exercises to equip students with direct and indirect communication skills in a business environment. In addition. the course provides students with a broader perspective on the professional communication environments of advanced countries worldwide. aiming to enhance their effectiveness in persuasion and negotiation with partners. It complements other courses such as critical thinking and planning skills and other career-supporting skill training modules.

**36.[1140171]. [Macroeconomics]. [3]**

This course is one of the foundational courses in Business Administration. providing students with an understanding of the principles of economics and macroeconomic issues such as national output. aggregate supply and demand. inflation. unemployment. and government policies used to manage the economy. Additionally. the course covers knowledge related to open economies. such as balance of payments and exchange rates. It complements microeconomics. development economics. and finance and monetary policy courses.

**37.[1140182]. [Advanced Mathematics for Economics]. [2]**

This course equips students with fundamental knowledge of linear algebra. including matrices and determinants. systems of linear equations. n-dimensional vector spaces. and their applications in economics. It provides learners with tools to interpret specific socio-economic issues using mathematical techniques. This course belongs to the foundational knowledge and major-related courses within the professional education curriculum of the Business Administration program. Based on the students' understanding of basic concepts in microeconomics and macroeconomics enables learners to analyse some fundamental microeconomic and macroeconomic relationships using mathematical tools.

**38.[1140104]. [Economic Mathematics]. [3]**

This course provides students with fundamental knowledge of calculus. including single-variable functions. multivariable functions. integral calculus. differential equations. and their applications in economic analysis. It belongs to the field-specific and foundational courses within the professional education curriculum of the Business Administration program. Building upon students' understanding of basic concepts in microeconomics and macroeconomics. the course enables learners to comprehend the application of mathematical tools in solving management problems.

**39.[1150243]. [Basic Information Technology]. [3]**

This course updates students with the latest knowledge of Information Technology in the era of Industry 4.0. digital transformation. and the distinctive applications of IT in the economic sector. Through information and practical exercises in the course. students will acquire knowledge. understanding. and application of new concepts and applications of IT in various fields of the economic sector. Students can approach problem-solving related to organising. storing. and processing data using available tools and applications in Python.

**40.[1140047]. [Probability Statistics]. [3]**

This course equips students with fundamental knowledge of probability theory and mathematical statistics. including events and probabilities. random variables. standard probability distributions. bivariate random variables. the theory of sampling. parameter estimation problems. and hypothesis

testing. It belongs to the field-specific and foundational courses within the professional education curriculum of the General Accounting program. Building upon students' basic understanding of economic mathematics, the course enables learners to comprehend the utilisation of probability and statistical tools for computation and interpretation of socio-economic phenomena.

**41.[1140048]. [Accounting Principles ]. [3]**

This course aims to provide students with an understanding and the ability to apply the knowledge they have learned to record the primary economic transactions in businesses. The Accounting Principles course includes several fundamental topics, such as systematising the most general aspects of objects, tasks, and general accounting principles; methods used in accounting records; and significant economic transactions in practice.

This course belongs to the field-specific and foundational courses within the professional education curriculum of the Business Administration program. Based on students' solid grasp of microeconomics and macroeconomics, the course helps develop students' fundamental knowledge of accounting in business administration. It serves as a professional knowledge foundation for students.

**42.[1150035]. [Fundamentals of Marketing ]. [3]**

The Fundamentals of Marketing course equips students with the most comprehensive overview of marketing, marketing management perspectives, marketing information systems and research, marketing environment and consumer buying behaviour, market segmentation, target market selection, and product positioning. Additionally, the course builds the foundational tools of the marketing mix to impact the target market, satisfy the needs of target customers, and achieve the set goals of the business.

This course belongs to the field-specific knowledge within the professional education curriculum of the Business Administration, Finance-Banking, and International Trade programs. Based on students' solid grasp of microeconomics and macroeconomics, the course helps students develop comprehensive marketing knowledge after graduation.

**43.[1150075]. [Management]. [3]**

This course is one of the courses that provides fundamental knowledge in the field of business administration. The course provides students with basic concepts and content about management, approaches to grasp management theories, knowledge and skills to perform management functions, the ability to solve management situational exercises and derive general methods and principles that can be applied in practice. The course equips students with essential knowledge for managers in all fields. It has complementary relationships with other courses such as microeconomics, macroeconomics, marketing management, and other supporting function training courses within organisations.

**44.[1150066]. [Strategy Management]. [3]**

The Strategy Management course provides students with concepts, approaches, classifications, processes, and content related to strategic management. At the same time, the course provides methods and technical tools to enable students to conduct research and analysis, evaluate the environment, and develop and select strategies for businesses. Practical strategies are presented vividly and systematically, identifying characteristics that help students recognize and apply them in business practice.



The Strategy Management course is part of the mandatory knowledge for students majoring in Business Administration, providing them with approaches, methods, and skills in strategic thinking, strategic analysis, decision-making, implementation, and evaluation of strategies. Its general and long-term vision sets it apart from specific management courses such as marketing, financial, production, and operations management. Students should also understand specific management courses when conducting a strategic analysis.

**45.[1150084]. [Human Resource Management]. [3]**

This course is one of the courses that provide specialised knowledge in business administration, specifically focusing on managing human resources (employees within organisations). The course covers the importance of human resource management, planning, job analysis, recruitment, performance evaluation, motivation, and compensation to equip learners with the necessary knowledge and skills for effective human resource management and organisational operations. It has complementary relationships with other courses, such as financial management and marketing management, and other courses that train supporting organisational functions.

**46.[1150363], [Financial management], [3]**

Financial Management is one of the courses providing professional knowledge for students in the Business Administration major. This course will equip students the financial analyze and planning skills in the corporations; how to decide long-term investment policies; how to evaluate the cost of capital and companies' risks; how to select the company's optimal capital structure or how capital allocation should be decided, etc. The students will study the main theories in corporate finance, explore the specific case studies, learn how to solve the case studies.

Financial Management is compulsory and belong to the group of Professional Education courses. The course is highly associates with other subjects such as Management Account, Establish and Evaluate Investment Projects, Risk Management, Human Resource Management, and Marketing Management. Knowledge obtaining from this course will support and assist the executives to decide correctly in planning the organization's business.

**47.[1150081]. [Marketing Management]. [3]**

This course introduces the management principles of marketing concerning the evolution and development of marketing, the role of marketing, marketing strategy planning, information system analysis, marketing research, and demand forecasting. It also covers the marketing environment analysis to identify opportunities, risks, strengths, and weaknesses in marketing operations, customer behaviour analysis, market segmentation, target market selection, and market positioning. In addition, it addresses the formulation of marketing mix policies for enterprises, including product, price, distribution, and promotion. This course is part of the subject knowledge in the professional education curriculum of the Business Administration major. Based upon students' solid understanding of microeconomics, macroeconomics, and essential marketing, this course aims to develop students' marketing management knowledge and serve as a comprehensive foundation for their post-graduation professional development.

**48.[1150073]. [Project Management]. [3]**

The Project Management course is part of the subject knowledge in the Business Administration major. It integrates various fundamental courses studied previously and establishes supportive relationships with other subject knowledge in the major as well as specialised knowledge. This course presents

fundamental knowledge about project management in business investment. It focuses on feasibility analysis of investment projects from economic and social perspectives, including market analysis, technical analysis, human resource organisation and remuneration analysis, financial analysis, economic and social impact assessment and project appraisal.

**49.[1150087]. [Import-Export Management]. [3]**

Import-Export Management is one of the foundational courses in business administration. The Import-Export Management course covers product demand forecasting, capacity management, enterprise positioning, production layout, comprehensive planning, production coordination, inventory management, and other essential knowledge and operational management skills required for selecting optimal options to ensure the efficiency of business production and operations. This course complements other courses such as financial management, marketing management, and training for other supportive functions within the enterprise.

**50.[1150064]. [Quality Control Management]. [3]**

Quality Control Management is one of the courses that provides knowledge in the field of business administration. The Quality Control Management course covers essential contents related to quality management (management quality, work quality, product quality), current management principles applied in many businesses in market economies, essential measures and tools for improving management quality, work quality, and product quality. It also introduces quality management systems based on ISO 9000 standards and other quality management systems, aiming to gradually apply them to businesses to align with global quality standards. This course is complementary to other courses such as marketing management, production management, and operational and functional training courses within the enterprise.

**51.[150365], [Entrepreneurship], [3]**

Entrepreneurship is one of the courses providing background knowledge of international trade. Students will be provided fundamental knowledge of entrepreneurship and case studies of entrepreneurship and business start-ups. In this course, each current phase of a business start-up such as successful business start-ups, business management as well as business strategies, will be presented, discussed, and evaluated. In this course, the lecturer and students will give priorities on discussing case studies and successful models of business start-ups, and thus get a deeper understanding of entrepreneurship and successful business lessons, risks, and opportunities on starting a business. Through this course, students also develop their communication skills, written skills, and presentation skills. Thus, students will get better communication skills in the business environment. This course is built based on various perspectives so that this course is supportive and suitable for students from various majors. The course has complementary relationships with other courses such as management, business planning, strategic management, financial management, marketing management, production management, and training modules for supporting functions in the enterprise.

**52.[1150118]. [Finance Market]. [2]**

This elective course aims to provide supplementary knowledge in finance, helping learners grasp fundamental concepts and the functioning of financial markets in general and the stock market in Vietnam specifically. Through this course, learners will understand the role of financial markets in the

economy and gain an overview of applying financial tools to serve business plans or investor strategies. Moreover, the course equips learners with foundational knowledge for determining the value of financial assets, enabling them to understand the nature of value formation in financial assets.

**53.[1150059]. [Technology Management]. [2]**

Technology management is a subject within the field of knowledge that provides learners with basic and modern knowledge of technology and technology management to help them construct a methodology. Based on this foundation, learners combine this knowledge with subjects such as management studies, strategic management, financial management, etc., to achieve high efficiency when participating in production, business, services, and other practical activities. The course also equips learners with knowledge in technology management at institutions and enterprises, such as analysing factors affecting technology and evaluating and selecting appropriate technology during the technology transfer process to utilise technology effectively.

**54.[1150249]. [Leadership]. [2]**

The leadership course provides students majoring in business management with comprehensive and systematic knowledge about Leadership, including the nature of Leadership, power and influence, leadership qualities and skills, and leadership styles and techniques in the modern era.

**55[1140167]. [Managerial Accounting]. [3]**

This course provides students with fundamental knowledge of the nature, functions, content, and methods of managerial accounting. It distinguishes between financial and managerial accounting, cost characteristics, and cost classification criteria serving managers in decision-making, analysing the cost-volume-profit relationship, and enterprise budgeting methods. Additionally, it introduces cost allocation methods to evaluate the performance of departments and units within the enterprise. Through this course, students will understand and apply these concepts in the practical management work of various types of businesses in different industries.

This course is specialised education knowledge within the professional education block of the Business Administration major. Based upon students' solid understanding of finance, monetary, and accounting principles, this course aims to develop students' accounting and financial knowledge and serve as a professional foundation for their future careers.

**56.[1150050]. [Business Analysis]. [3]**

*Business analysis* is a study that involves researching, analysing, and evaluating the economic and financial conditions and the factors influencing the outcomes of those conditions. Upon completing this course, learners will be able to analyse the business operations of various enterprises. The analysis results will serve as a basis for learners to conduct forecasting, policy planning, decision-making, and finding solutions to enhance each aspect and area of business operations across all types of enterprises in the economy. The Business Analysis course complements other subjects such as management, marketing management, financial management, project management, strategic management, and training in other supporting functions within the business.

**57.[1150133]. [Business Culture]. [3]**

Business Culture is one course that provides fundamental business management knowledge. The course provides an overview of business culture, including business philosophy, business ethics, entrepreneurial

culture, corporate culture, and communication culture in business. Additionally, the course helps learners explore practical experiences in establishing and developing corporate culture and creating a unique cultural identity (brand) for an organisation or enterprise. Furthermore, the course addresses various aspects of Vietnamese business culture, such as cultural differences in economic activities in Vietnam, Vietnamese culture, and business culture in the Japanese, American, and Chinese markets. The course complements other subjects such as management, leadership, strategic management, and training in other supporting functions within the business.

**58.[1150367], [International marketing], [2]**

The course provides knowledge of planning, implementing and controlling corporation's marketing activities in international context. This course indicates importance of the international business environment of an entrepreneur. In addition, effects of the global environment on international marketing strategies, content of research and methods for entering the world market will be mentioned. Moreover, the content of marketing mix is adapted to suit the international business environment. The arrangement of international marketing activities and influencing factors will be presented to provide an overview for the management of marketing activities of a corporation in multinational environment.

The course belongs to specialized knowledge of marketing management. Along with knowledge from courses includes marketing management, brand management, marketing research, integrated marketing communication management, digital marketing, customer behavior, service marketing, this course will help students in Marketing management major develop comprehensive knowledge.

**59.[1150385]. [Business Planning]. [3]**

Business Planning is one of the courses that provide in-depth knowledge for the specialisation in business management. The course covers the significance, methods, processes, content, structure, and necessary skills for developing feasible business plans to ensure the effectiveness of business production and operations. The course applies knowledge from other subjects such as strategic management, financial management, production management, marketing management, human resource management, and training in other supporting functions within business production and operations.

**60.[1150262], [Sales Management] [2]**

Sales Management is a course within the specialised knowledge domain of the business administration program, encompassing key topics such as the concepts and role of sales management in enterprises, developing sales plans for businesses, organising the sales network of enterprises, organising the sales force of enterprises, controlling sales activities of enterprises, and supporting sales activities of enterprises. The Sales Management course complements financial management, marketing management, human resource management, and training for other supporting functions within enterprises.

**61.[1150251], [Logistics], [2]**

The Logistics course is part of the specialized knowledge, providing students with fundamental knowledge about logistics to help them understand the nature, role, and content of the logistics system and the logistics management process in enterprises. Specifically, the course examines the movement of goods, raw materials, and semi-finished products during procurement, production, circulation, and distribution, aiming to achieve the highest efficiency. It also focuses on exploring the organization of

cargo transportation using various modes such as sea, rail, air, container, and multimodal transportation. In business operations, Logistics refers to minimizing costs from the procurement of raw materials to the planning and execution of production, delivery, warehouse arrangement, and inventory management. The course relates to other subjects such as International Transportation and Insurance and Import-Export Management.

**62.[1150399], [Import-Export Management], [3]**

This is one of the specialized knowledge courses in the International Business Management program. The course covers the concepts and methods of import-export business transactions, Incoterms, negotiation techniques in import-export business, import-export contracts, and the development and effective implementation of import-export transactions. Based on the foundational knowledge of business management, the Import-Export Management course delves deeper into the management aspects of a specific business area - the management of import-export operations.

**63.[1150370], [Trade negotiations], [2]**

Trade Negotiations is one of the courses providing professional knowledge for Business Administration students. This course aims to improve participants' understanding and as well as lectures and exercises of business negotiation skills of enterprise and firms. For theoretical lectures, the course is designed to provide students with fundamental principles, key factors affecting business negotiation, the methods and models of business negotiation. Then students are trained by in-class exercise consisting of various contents such as the business negotiation process, techniques in business negotiation stages and closing the deal techniques in negotiation; and the impact of culture on negotiations. In additions, this course supports to recapitulate general knowledge and gives specific case study to help students develop skills of business transaction and negotiation techniques.

**64.[1150371], [Transportation and insurance in international trade], [3]**

This is one of the courses providing professional knowledge for Business Administration major learners. The course equips learners with broad understanding principles of transportation and insurance in international trade. It consists of two main contents: International transportation and forwarding: General knowledge of transpiration and international transportation, transportation of international trade cargo by sea modal, air modal and other models; import and export freight forwarding; Insurance in international transportation: General knowledge of insurance; Insurance in international transportation and insurance clauses in international transportation...

**65.[1150127], [E-commerce], [2]**

This is one of the specialized courses that provides knowledge on international trade. The course covers the theory and practice of e-commerce activities in a market economy. The specific learning objectives include equipping students with basic and comprehensive knowledge of e-commerce in theory and practice; using electronic tools to conduct business activities; understanding the role, importance and prospects of e-commerce for the national economy; evaluating the opportunities as well as risks of e-commerce; researching, developing and applying appropriate e-commerce models for enterprises. The course is complementary to other courses, such as sales management and training of other support functions in the enterprise.

**66.[1150258], [Franchising], [2]**

This is one of the foundational courses for the International Trade major. The course provides the fundamental theories on the nature and types of commercial franchising; distinguishes franchising from other commercial activities; the rights and obligations of the parties in franchising activities; the forms, content, and methods of drafting franchise agreements; the processes and regulations in franchising activities. The course complements other courses such as international business management and analysis of import-export business activities.

**67.[1150372], [Event holding], [2]**

Event holding is an important subject belonging to the specialised knowledge of Business and Administration Major. The content of Event holding subject focuses primarily on: Fundamental knowledge of event and event management; Event trends and Current trends in Event holding; Event planning; Legal issues for Event planning; Marketing for an event; How to organise and hold an event; Event evaluation; as well as Fundamental knowledge regarding how to organise and hold some common types of events. The key purposes of the subject are to support fundamental knowledge about event holding as well as practical applications of common commercial events. The subject is built up partly based on knowledge and application of other subjects such as production management, hotel and restaurant management, promotion and marketing.

**68. [1150265], Supply Chain Management, [2]**

The Supply Chain Management course is a specialized course in the International Business Administration program; the course builds upon the foundation courses and supports the specialized courses. *Supply Chain Management* is a subject that studies the organization, development, and management of the supply of materials and goods in a business. The critical point here is to help students gain a new perspective, understand supply chain management as a professional field, and recognize its critical role in enhancing the competitive advantage of a business in the current stage of economic development. The course introduces the concepts, definitions, perspectives, values, objectives, methods, and techniques of building a supply chain management system so that learners can have an overall understanding before delving deeper. Specifically, the course content includes:

- They introduce the concepts, significance, and nature of supply chain management and the changes in the current business environment and their impact on the supply chain management process.
- Introducing supply chain management models, the content of building logistics strategy, and methods of constructing supply plans.
- Providing knowledge on organizing the production process in supply chain management, optimization techniques for supply networks, supply systems, and distribution strategies.
- Introducing inventory management skills, knowledge of inventory management models, and risk diversification techniques.
- Providing contemporary knowledge on integrated supply chain management and the supply chain integration within the organization.
- Introducing models and tools for measuring the performance of the supply chain.

**69.[1150267], [Distribution Channel Management], [2]**

This is one of the specialized courses in the International Business Administration program. The course covers the selection and decision-making process for distributing products and services to customers and the implementation of those decisions to achieve the company's business objectives. Distribution management addresses issues related to designing distribution channels. In addition to traditional channels, there are modern distribution channels with technical equipment support. Besides designing the channel, channel managers must organize and develop policies to support and maintain the channel members and minimize potential conflicts between them. The course complements other courses such as marketing management, supply chain management, and other supporting business functions.

**70.[1150248], [Critical Thinking and Planning Skills], [2]**

This is one of the supplementary courses that aims to develop students' professional skills. The course provides knowledge to familiarize students with issues related to thinking and practising thinking skills. It also equips students with knowledge related to setting goals and developing plans to achieve those goals, as well as practising goal-setting and planning skills. The course complements other courses, such as communication and persuasive presentation skills in business, management, and entrepreneurship.

**71.[1150055], [Scientific Research Methods in Business], [2]**

This is one of the speciality courses that provides business administration students with knowledge. The course provides students with some basic concepts about science, scientific research, and scientific research methods; the significance, role, and process of conducting scientific research; defining the research problem; developing hypotheses; determining research methods; how to collect and process data; estimating and testing the hypotheses proposed so that students can apply them in their research activities and writing their undergraduate thesis. The course provides students with general knowledge about reasons for conducting business research; the steps of the research process, including starting the research process, designing the research, collecting research data, analysing the data and presenting the research results; conclusions drawn from the research results as well as proposed solutions.

**72.[1140033], [Econometrics], [3]**

This course equips students with basic knowledge about regression analysis - an effective tool in socioeconomic analysis and forecasting. The course delves into helping students build models, analyse regression, and test for model defects. Additionally, the course helps students practice data processing using Eviews software.

The course is part of the supplementary knowledge in the professional education knowledge block of the Business Administration major. Based on students' solid statistics knowledge, the course will help develop knowledge about model building and regression analysis, which is the foundation for in-depth learning and research in management, business, and logistics.

**73.[1140015], [Corporate Accounting], [3]**

This course aims to provide students with an understanding and the ability to apply the knowledge they have learned to account for transactions related to cash accounting, fixed assets, payroll and related deductions, product costing and consumption, determining business results, and preparing Financial Statements according to regulations.

This course is part of the supplementary knowledge in the professional education knowledge block of the Business Administration major. Based on students' solid understanding of accounting principles, the course will help develop students' knowledge of corporate accounting and serve as a foundation of professional knowledge for business administration students.

**74.[1150098], [Finance and Money], [3]**

This course equips students with general knowledge about finance and money. Specific financial knowledge content includes corporate finance, financial markets, government budgets, and international finance. Regarding money, the course will provide knowledge about the nature of money, money supply and demand, monetary inflation, interest rates, the operation of the financial intermediary system, the central bank, and the use of monetary policy tools in economic conditions. The knowledge from this course provides a foundation to help students learn the courses in the specializations of economics, accounting, business administration, and international business administration.

**75.[1090268], [Enhanced English 1], [3]**

With the approach of inheriting and systematically developing the English knowledge that students have learned in English 1 and English 2, Enhanced English 1 supplements the grammatical structures already learned, expands and compares these structures, and presents critical grammatical points such as phrasal verbs, collocations, second conditionals, wishes, etc., while also introducing some new grammatical structures, to help students use English accurately and improve their ability to comprehend and use English for communication purposes at level 3 according to the 6-level Foreign Language Competency Framework used in Vietnam.

**76.[1090269], [Advanced English 2], [3]**

With the approach of inheriting and systematically developing English's language and cultural knowledge, students have learned in Advanced English 2. This course supplements sentence structures and important grammatical points such as present perfect continuous, conditionals and passives, and relative clauses. The aim is to support students in using English accurately and fluently and improve their ability to comprehend and use English for communication purposes at level 3 according to the 6-level Foreign Language Competency Framework used in Vietnam.

**77.[1150214], [English in Business Administration], [3]**

This course belongs to the supplementary knowledge block of the Business Administration major, combining basic knowledge of business administration and English. This course is related to English 1 and 2 courses. Through this, the course helps learners enhance their business English knowledge by providing relevant terminology and vocabulary related to economics and business management topics.

The course also equips learners with the knowledge and skills to write standard commercial documents. As a result, learners can apply English terminology and combine key English grammar points into real-life business situations. During the learning process, learners will also participate in discussions on reading topics, allowing them to develop other language skills and expand their vocabulary.

**78. [1130036], [Economic Law], [2]**



This course aims to give students an understanding of Economic Law and the relevant legal documents related to business and commerce, specifically legal institutions such as laws on business entities, contracts in business activities, and dispute resolution in business activities. The Economic Law course also helps students understand the laws on bankruptcy in enterprises and cooperatives. Students can solve practical legal issues related to Economic Law through group work skills.

**79. [1150364], [International Payment], [2]**

International payment is the last stage and one of the important stages of economic and trade transactions between entities of countries worldwide. This module will introduce and provide learners with an overview of international payment activities in the current trend of international economic integration. The course equips students with basic knowledge about conditions in international trade, exchange rates, how to calculate foreign exchange rates, foreign exchange markets, international payment instruments (bill of exchange, promissory note, cheque, payment card), international payment methods (remittance, collection of payment, documentary credit, international factoring). This course provides some general knowledge of international payment for business administration.

**80. [1150144], [Taxation], [2]**

This course equips students with general knowledge about Taxation, the system of tax laws in Vietnam; Export-Import Taxes; Special Consumption Tax; Value Added Tax; Corporate Income Tax; Personal Income Tax; Environmental Protection Tax; Resource Tax. The course is related to Business Activity Analysis, Financial Management, etc.

**81.[1150120], [ Internship], [2]**

The Comprehensive Internship course for the International Business Management (CLC) major will provide students with practical knowledge about different aspects of international trade at a business enterprise. Students will have to apply/search for a business/organization with international business activities and, under the guidance of the instructor, investigate the enterprise's import and export operations (contracts, invoices, certificates of origin, permits, import/export taxes, customs declarations, etc.), research the global market, develop a global logistics plan, study international trade laws, and create a marketing and business plan in a global context. In addition, students will also have to understand the general operational process and business performance of the host organization. During the internship, under the direct guidance of the instructor, students will complete an internship report according to the quality requirements of content and format set by the Faculty. The internship report will present the student's understanding of the general information about the internship organization, such as its establishment, development, organizational structure, and business performance results (if any), as well as an analysis of the fundamental business operations, such as marketing and product distribution, human resource management, and the international business activities of the internship organization that the student has chosen. The types of internship organizations are diverse, including companies with import/export activities, logistics, import/export service companies, ports, banks, customs authorities, etc.

**82.[1150122], [Graduation Internship], [3]**

The Graduation Internship course in the International Business Management program is primarily conducted at practical training sites. Students work under the guidance of assigned lecturers through direct engagement with the internship organizations to understand and research the practical operations of production and business activities in a market economy. This course requires students to familiarize themselves with real-world situations and apply their theoretical knowledge to practical business operations. Additionally, the course helps students develop scientific research methods and the ability to survey, grasp, and analyze issues and find solutions to problems encountered in international trade and commerce. The essential research topics include business strategy planning and management; corporate management structure organization; import-export operations; product and service marketing; international business negotiations; transportation and logistics operations; logistics and supply chain management; international trade information systems and logistics within organizations and enterprises; sales and sales management of organizations and enterprises; business support policies of organizations and enterprises, and more.

**83.[1150447]. Course Name: [Graduation Thesis]. [6]**

The Graduation Thesis course in International Business Management helps students apply the knowledge they have gained from their previous courses to research or apply to specific business and management situations in organizations and enterprises. Students can choose from various business management topics, focusing on international trade activities, to research and write their graduation thesis. When completing the International Business Management graduation thesis, students will synthesize the knowledge from the courses provided by the university to research the business and management activities of a specific organization or enterprise, develop practical skills and apply theory to solve actual management situations, practice scientific research methods, the ability to survey, grasp and analyze information, and find solutions to organizational and enterprise management issues; participate in specific tasks requested by the base unit or industry, and may propose recommendations to help the actual organization improve its work.

**84. [1150375], [Seminar on International Business Management], [3]**

This is one of the substitute courses for the graduation thesis for the International Trade major. The course systematically reviews the knowledge about globalization and its impact on international business activities, foreign trade policies, the international business environment, and international business strategies, Understanding and using theories of international trade to explain trade phenomena and their impact on various industries and fields; The state's intervention through foreign trade policies, international trade relations; the impact and results they bring to enterprises.

**85. [1150432], [Seminar on Logistics and SCM], [3]**

The Seminar on Logistics and Supply Chain Management course is a specialized course and is a substitute for the graduation thesis of the International Business Management major. This course synthesises the specialized courses studied before, such as supply chain, logistics, etc. The course studies the activities of organizing, building, and managing the supply of materials and goods in enterprises. The course systematically reviews the concepts, definitions, perspectives, values, objectives, methods, and techniques for building a supply chain and logistics management system to give learners a

comprehensive overview before going into specialized study. Specifically, the course content introduces the concept, meaning, and nature of logistics and supply chain management and the changes in the current business environment and their impact.

*Binh Dinh. 21<sup>st</sup> August. 2020*

**PP. DEAN  
VICE DEAN**

**HEAD OF  
UNDERGRADUATE  
TRAINING OFFICE**

**RECTOR**

**Dr. Dang Thi Thanh Loan**

**Dr. Le Xuan Vinh**