

Vietnam National University - International University  
School of Economics, Finance, and Accounting

**MODULE HANDBOOK**  
**Program: Bachelor in Accounting**

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## Module 1 Writing AE1 Compulsory

Course unit title	WRITING AE1
Course unit code	EN007IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	1
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	This course provides students with comprehensive instructions and practice in essay writing, including transforming ideas into different functions of writing such as process description, cause-effect, comparison-contrast, argumentative, and paraphrase-summary essays. Throughout the whole course, students are required to read university-level texts to develop the ability to read critically and to respond accurately, coherently and academically in writing. Through providing them with crucial writing skills such as brainstorming, proofreading, documentation and editing, this course prepares the students for research paper writing in the next level of AE2 writing
Mode of delivery (face-to-face, distance learning)	Face-to-face

Prerequisites and co-requisites (if applicable)	Students must fulfill ONE of the following requirements to attend this course: Hold TOEFL iBT certificate with score > 61 Hold IELTS certificate with score > 6.0 Have studied IE2 course
Course content	The process of Academic Writing From Paragraph to Essay Process Essays Cause – Effect Essays Comparison – Contrast Essays Paraphrase and Summary Paraphrasing Argumentative Essays
Recommended or required reading and other learning resources/tools	Textbooks: Writing academic English (4rd ed.) by Oshima, A., & Hogue, A. White Plains, NY: Pearson Longman. 2006. Reference: Great Writing 4, Great essays by Keith S. Folse, April Muchmore-Vokoun and Elena Vestri Solomon, Heinle Cengage Learning, 2010.
Planned learning activities and teaching methods	(1) Time: 15 weeks, 2 periods per week (2) Studying activity organization: (a) Preparation: Students are supposed to read the materials thoroughly before class, especially sample essays in the course books, in order to promote autonomous learning. (b) Instructor’s activities: A variety of teaching techniques will be applied in delivering the lessons, from lecture to discussion, from individual work or group work to presentation. Teachers will play the part as both instructors and facilitators. (c) Team project: Beside the contact hours, the

	course involves a number of out-of-class hours for group work as the final product of the course
	includes a written paper and an oral presentation of the group project. Throughout 2 weeks working on the group project, the students are supposed to develop their critical thinking and teamwork skills. (d) Review: Recapitulation is done in preparation for the final exam. Teachers will respond to any questions raised by students in order to make clear the content and purpose of the whole course. Course evaluation will also be done in this session. (e) Self-study: Further practice outside the classroom is highly recommended to students to reinforce the skills they are trained in class. Teachers are willing to give feedback and comments.
Language of instruction	English
Assessment/examination methods and criteria	Essay

### Module 2 Listening AE1 Compulsory

Course unit title	Listening AE1
Course unit code	EN008IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor

Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p><b>Knowledge</b></p> <p>Upon completion of the course, students are able to:</p> <p>-deal with academic lectures with appropriate strategies and confidence; improve their specialized knowledge of academic lectures; and</p> <p>- communicate effectively with their classmates and professors</p> <p><b>Skill</b></p> <ul style="list-style-type: none"> <li>• Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> </ul> <p><b>Critical argument and judgment:</b></p> <p>The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</p> <p><b>Attitude</b></p> <p>Learn within teams (such skills as task assignment and management, conflict</p>

	<p>resolution and co-operation, consensus building, and leadership)          Provide Professional business presentations (both oral and written)</p>
Mode of delivery (face-to- face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	<p>Students must fulfill ONE of the following requirements to attend this course:          Hold TOEFL iBT certificate with score &gt; 61          Hold IELTS certificate with score &gt; 6.0          Have studied IE2 course</p>
Course content	<p>New Trends in Marketing Research          Business Ethics          Trends in Children’s Media Use          The Changing Music Industry          The Placebo Effect          Intelligent Machines Sibling Relationships          Multiple Intelligences          The Art of Graffiti</p>
Recommended or required reading and other learning resources/tools	<p>Text book:          Lecture Ready 3 – Laurie Frazie, Shalle Leming, Oxford University Press, 2007          References:          Lecture Ready1, 2 – Laurie Frazie, Shalle Leming, Oxford University Press</p>

<p>Planned learning activities and teaching methods</p>	<p>(a) Preparation activities: aim to activate students' current knowledge of the topic, and to provide them with lecture language and effective strategies in listening and note-taking to prepare themselves for the coming lecture. These activities include reading, discussing and reviewing what they have learned from the reading.</p> <p>(b)</p> <p>(c) While-and post-listening activities: are intended to enable students to put their newly activated knowledge and the acquired strategies into work by taking notes on the lecture, using the outline given by the teacher or prepared by themselves. They are later on asked to assess their understanding based on their notes and discuss them with their classmates. Finally, as an optional activity, depending on time and students' needs, students are asked to summarize the lecture.</p> <p>(d) Follow-up activities: students are required to discuss the lecture topic and to prepare arguments for or against the topic in the debate. The purpose is to enhance students' comprehension of the lecture, and to allow them to put their acquired academic language into practice, and to experience the atmosphere of a university lecture class.</p> <p>(e) Wrap-up and review week: After two or three weeks, there is a wrap-up and review week in which instructors and students will review the focus of the previous units and work on their residue. .</p>
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Language of instruction	English
Assessment/examination methods and criteria	

### Module 3 Introduction to Business Administration Compulsory

Course unit title	Introduction to Business Administration
Course unit code	BA115IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1 <sup>st</sup> year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>Knowledge</p> <p>LO1: Describe concepts that covered in the course such as how changes in the business environment influences on the firm, business ownership, different functions of management,</p> <p>LO2: Identify the concept which related to HRM and employees motivation as well as the characteristic of marketing mix.</p> <p>LO3: State the ethical requirements of business activities</p> <p>Skills</p> <p>LO4. Hold basic communication skills such as written and</p> <p>Attitude</p> <p>LO5. Recognize value and beliefs of others from</p>

	different cultural context
Mode of delivery (face-to-face, distance learning)	face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Chapter 1: Managing Within the Dynamic Business Environment: Taking Risks and Making Profits</p> <p>Chapter 2: How Economics Affects Business: The Creation and Distribution of Wealth</p> <p>Chapter 5: Choosing a Form of Business Ownership</p> <p>Chapter 7: Management, Leadership, and Employee Empowerment</p> <p>Chapter 8: Adapting Organizations to Today's Markets</p> <p>Chapter 9: Producing World-Class Goods and Services</p> <p>Chapter 10: Motivating Employees and Building Self-Managed Teams</p> <p>Chapter 11: Human Resource Management (HRM): Finding and Keeping the Best Employees</p> <p>Chapter 13: Marketing: Building Customer Relationships</p> <p>Chapter 14: Developing and Pricing Products and Services</p> <p>Chapter 15: Distributing Products Quickly and Efficiently</p> <p>Chapter 16: Using Effective Promotional Techniques</p>
Recommended or required reading and other learning resources/tools	<p>Main textbooks: William G. Nickels, James M. McHugh, Susan M. McHugh – Understanding Business, 13th edition , McGraw-Hill</p>

Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Homework/ Case Discussion/ Group Project/ Exam

#### Module 4 Introduction to Microeconomics Compulsory

Course unit title	INTRODUCTION TO MICROECONOMICS
Course unit code	BA117IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1 <sup>st</sup> year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	At the completion of this course students will be able to: LO1. Recognize the importance that economic models play in economic analysis. LO2. Understand opportunity cost and how this concept can be applied in all facets of life. LO3. Use supply and demand analysis to predict changes in price/quantities in markets, including

	<p>when government policies play essential roles in these markets.</p> <p>LO4.Determine how elasticity affects consumer demand and firms' production decisions.</p> <p>LO5.Recognize the role that utility plays in consumer consumption choices.</p> <p>LO6.Apply the relationship between production and costs to determine the profit-maximizing output of firms in different market types.</p> <p>LO7.Understand a body of social science knowledge and its disciplinary perspective.</p> <p>LO8.Understand markets characterized by monopoly and imperfect competition.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Measuring a Nation's Income</li> <li>2. Measuring Cost of Living</li> <li>3. Production and Growth</li> <li>4. Saving, Investment and Financial Investments</li> <li>5. Unemployment Rate</li> <li>6. The Monetary System</li> <li>7. Money Growth &amp; Inflation</li> <li>8. Open- Economy Macroeconomics: Basic Concepts</li> <li>9. A Macroeconomic Theory of the Open Economy.</li> <li>10. Aggregate Demand and Aggregate Supply</li> <li>11. The Influence of Monetary and Fiscal Policies on Aggregate Demand</li> <li>12. Short-run tradeoffs between inflation and the unemployment rate</li> </ol>

Recommended or required reading and other learning resources/tools	Main textbooks: Mankiw, N.G., 2017, Principles of Macroeconomics or Principles of Economics, 8th Edition, South-Western, Cengage Learning. (Version 1) or Mankiw, N.G., 2017, Principles of Economics, 8th Edition, South-Western, Cengage Learning (Version 2)
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions / essays

### Module 5 Business Computing Skills Compulsory

Course unit title	Business Computing Skills
Course unit code	BA120IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	Semester 2,3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Dr. Nguyen, Ngoc Truong Minh

Learning outcomes of the course unit	<p>CLO1. Summarize different technical knowledge to support management and supervisors.</p> <p>CLO2. Describe written directions and specific documents for business general purposes.</p> <p>CLO3. Identify critically the use of information and communications technologies (ICT).</p> <p>CLO4. Classify Internet and office skills including e-mail management, web research, and document exchange.</p> <p>CLO5. Generalize technical computer-based skills needed to prepare documents, presentations, and spreadsheets using Microsoft's Office Suite Software (including Access, Word, and Excel).</p> <p>CLO6. Recognize the advantages and disadvantages of ICT and the Internet in general and in business activities particularly.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<ol style="list-style-type: none"> <li>1. Introduction to Information Systems</li> <li>2. Computer Hardware and Software</li> <li>3. The Internet, Personal Email Account</li> <li>4. MS Access – Creating Relational Tables</li> <li>5. MS Access – Basic and Advanced Queries</li> <li>6. MS Access – Forms and Reports Customization</li> <li>7. MS Word – Creating Templates</li> <li>8. MS Word – Mail Merge and Protecting Documents</li> <li>9. MS Excel – Formulas and Functions</li> <li>10. MS Excel – Charting</li> <li>11. MS Excel – Pivoting Data (Table and Chart)</li> <li>12. MS Excel – Sorting and Filtering</li> <li>13. MS Excel – Data Validation, What-If Analysis</li> <li>14. MS Excel – Introduction to VBA</li> </ol>
Recommended or required reading and other learning resources/tools	<p>[1] James A. O’Brien, George Marakas (2017), Introduction to Information Systems, 12th edition, Mc-Graw Hill.</p> <p>[2] Ron McFadyen (2021), Relational Databases and Microsoft Access 365.</p> <p>[3] Joan Lambert, Microsoft Word 2019</p> <p>[4] Michael Alexander, Dick Kusleika (2019), Excel 2019 Bible, Wiley.</p> <p>[5] Hector Guerrero (2016), Excel Data Analysis Modeling and Simulation, Springer.</p> <p>[6] James A. O’Brien, George Marakas (2017), Introduction to Information Systems, 12th edition, Mc-Graw Hill.</p> <p>[7] Ron McFadyen (2021), Relational Databases and Microsoft Access 365.</p> <p>[8] Joan Lambert, Microsoft Word 2019</p> <p>[9] Michael Alexander, Dick Kusleika (2019), Excel 2019 Bible, Wiley.</p> <p>[10] Hector Guerrero (2016), Excel Data Analysis</p>

Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-Choice Questions, Problem-Solving Questions

### Module 6 Philosophy of Marxism and Leninism Compulsory

Course unit title	Philosophy of Marxism and Leninism
Course unit code	PE015IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	1
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Khoa Chinh tri - Hanh chinh, ĐHQG-HCM

<p>Learning outcomes of the course unit</p>	<p>CLO.1.1 - Provide an overview of philosophy and some basic concepts in philosophy.</p> <p>CLO.1.2 - Identify the contrast between materialism and idealism in addressing fundamental issues in philosophy.</p> <p>CLO.1.3 - Understand dialectical materialism as the highest form of materialist philosophy.</p> <p>CLO.1.4 - Understand the emergence, object, function, and role of Marxist-Leninist philosophy.</p> <p>CLO.2.1 - Have a clear understanding of matter from the perspective of dialectical materialism.</p> <p>CLO.2.2 - Have a clear understanding of consciousness from the perspective of dialectical materialism.</p> <p>CLO.2.3 - Resolve the relationship between matter and consciousness according to the principles of dialectical materialism.</p> <p>CLO.2.4 - Understand the law of dialectics and the law of dialectical materialism.</p> <p>CLO.2.5 - Understand the two fundamental principles of dialectical materialism and derive the methodological significance of each principle.</p> <p>CLO.2.6 - Understand the basic pairs of categories in dialectical materialism and derive the methodological significance of each pair.</p> <p>CLO.2.7 - Understand the basic laws of dialectical materialism and derive the methodological significance of each law.</p> <p>CLO.2.8 - Understand the practice of cognition, the role of practice in cognition, and the relationship between practice and truth.</p> <p>CLO.3.1 - Grasp the role of material production and the mode of production in the existence and development of society.</p> <p>CLO.3.2 - Understand the dialectical relationship between the productive forces and the relations of</p>
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	<p>production.</p> <p>CLO.3.3 - Understand the dialectical relationship between the economic base and the superstructure, and the natural development of various forms of socioeconomic formations.</p> <p>CLO.3.4 - Understand class, class struggle, nation, and the interrelation between class, nation, and humanity.</p> <p>CLO.3.5 - Understand the state and the social system.</p> <p>CLO.3.6 - Understand the dialectical relationship between social existence and social consciousness</p> <p>CLO.3.7 - Understand human beings, human nature, the phenomenon of alienation, and the liberation of human beings; the relationship between the individual and society, and the role of the masses.</p> <p>CLO.4.1 - Have the skill of generalization to derive key concepts for each content and develop systematic thinking.</p> <p>CLO.4.2 - Have the skills of presentation exposition, criticism, argumentation, and eloquence to discuss and debate theoretical knowledge based on practice.</p> <p>CLO.4.3 - Have social communication skills teamwork, knowledge sharing, and experience sharing, as well as the ability to manage group work.</p> <p>CLO.5.1 - Have a sense of responsibility to protect the scientific, revolutionary, and human nature of Marxist-Leninist ideology.</p> <p>CLO.5.2 - Have an awareness of personal responsibility towards the collective and the community.</p> <p>CLO.5.3 - Recognize the necessity of lifelong learning, research, and its application in life.</p>
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Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Introduction to the subject</p> <p>Chapter 1: Philosophy and the role of Philosophy in social life.</p> <p>Chapter 2: Dialectical materialism.</p> <p>Chapter 3: Historical materialism.</p>
Recommended or required reading and other learning resources/tools	<p>Bo Giao duc va Dao tao (2019). Giao trinh Triet hoc Mac - Lenin. Ha Noi: Nha xuất bản Chính trị quốc gia.</p> <p>Bo Giao duc va Dao tao (2012). Giao trinh Nhung nguyên lý cơ bản của chủ nghĩa Mac - Lenin. Ha Noi: Nha xuất bản Chính trị quốc gia.</p> <p>Hoi dong Trung uong (2008). Giao trinh Nhung nguyên lý cơ bản của chủ nghĩa Mac - Lenin. Ha Noi: Nha xuất bản Chính trị quốc gia.</p>
Planned learning activities and teaching methods	
Language of instruction	Vietnamese
Assessment/examination methods and criteria	Essay

## Module 7 Physical Training 1 Compulsory

## Module 8 Writing AE2 Compulsory

Course unit title	WRITING AE2
Course unit code	EN011IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	2
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	<p>Knowledge</p> <ul style="list-style-type: none"> <li>- Understand basic concepts in research paper writing, especially the role of generalizations, definitions, classifications, and the structure of a research paper to students who attend English-medium college or university</li> <li>- Provides them with methods of developing and presenting an argument, a comparison or a contrast</li> <li>- Upon completing this course, students are expected to be able to employ the research writing skills obtained to work on their own paper in their major study.</li> <li>- Familiarize with academic literature in their major study by having them read and critically respond to texts of a variety of topics ranging from natural sciences such as biology to social</li> </ul>

	<p>sciences and humanities like education, linguistics and psychology</p> <p><b>Skill</b></p> <ul style="list-style-type: none"> <li>• Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> <li>• Critical argument and judgment: The ability to identify and debate critical issues / problems, as</li> </ul>
	<p>well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</p> <p><b>Attitude</b></p> <ul style="list-style-type: none"> <li>• Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</li> <li>• Provide Professional business presentations (both oral and written)</li> </ul>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	Full attendance of Writing AE1 course
Course content	<p>The Academic Writing Process</p> <p>Researching and Writing</p> <p>Fundamentals &amp; Feedback</p> <p>Definitions, Vocabulary &amp; Clarity</p> <p>Generalizations, Facts and Honesty</p> <p>Seeing Ideas and Sharing Texts</p> <p>Description, Methods &amp; Reality</p> <p>Results, Discussion &amp; Relevance</p> <p>The Whole Academic Text</p> <p>Creating the Whole Text</p>

<p>Recommended or required reading and other learning resources/tools</p>	<p>Textbooks:  Study Writing - Hamp-Lyons, L. and B. Heasley. Cambridge, UK: Cambridge University Press. (2006)</p> <p>Reference:  -Folse, K. S. &amp; Pugh, T. (2010). Great writing 5: Greater essays. Boston: Heinle, Cengage Learning.  -McCormack, J. &amp; Slaughter, J. (2009). English for academic study: Extended writing and research skills. Cambridge: Cambridge University Press. Garnet Education  -Keezer, S. (ed) (2003). Write your research report. A real-time guide. New Jersey: Pearson Learning Group.  -Articles and Essays taken from The Allyn and Bacon Guide to Writing by Ramage et al (2009), Pearson Longman.</p>
<p>Planned learning activities and teaching methods</p>	<p>(1) Time: 15 weeks, 2 periods per week</p> <p>(2) Studying activity organization:  (a) Preparation activities: aim to help students identify particular problems which the students may encounter when generating ideas and composing these ideas for a specific academic writing task. Group work is promoted to help them think about how ideas are generated and what useful writing techniques should be used to express these ideas. These activities include reading different academic texts and identifying the problem as well as the writing technique in a general academic writing context, and then in a more specific writing-research-paper context.  (b) While-and post-listening activities: are intended to enable students to apply the problem-solving knowledge and writing techniques they have just learned to meet the demands of in-class writing practice. This is followed by cooperative feedback. When the students have finished their writing, they are encouraged to discuss and review each other's texts. Lecturers also write and offer their work for the whole class discussion.</p>

	<p>Finally, the students are required to rewrite their texts; which involves mainly correcting the mistakes.</p> <p>(c) Follow-up activities: Because of a wide range of writing tasks, many are more appropriate for homework. These require a lot of researching on the World Wide Web to write long texts. Lecturers' feedback is provided on individual writing.</p> <p>Review week: In general, after three weeks, lecturers may implement a wrap-up and review session in which lecturers and students will review the focus of the previous units and work on their residue. The course review session in the last week acts as the time when lecturers help students with any concerns related to the focused contents of the (d) whole course..</p>
Language of instruction	English
Assessment/examination methods and criteria	Essay

### Module 9 Speaking AE2 Compulsory

Course unit title	SPEAKING AE2
Course unit code	EN012IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	2

Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	<p>Knowledge</p> <ul style="list-style-type: none"> <li>• Prepare and deliver effective, formal, structured presentations that are appropriate to the specific environment and audience.</li> <li>• Preparing and planning, using the appropriate language, applying effective visual aids, building up confidence, performing body language, dealing with questions and responding, etc</li> </ul> <p>Skill</p> <ul style="list-style-type: none"> <li>• Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> <li>• Critical argument and judgment: The ability to</li> </ul>

	<p>identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</p> <p>Attitude</p> <ul style="list-style-type: none"> <li>• Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</li> <li>• Provide Professional business presentations (both oral and written)</li> </ul>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	Toefl ibt > 61, ielts > 6.0

Course content	Unit 1: What is the Point? Unit 2: Making a Start Unit 3: Linking the Parts Unit 4: The Right Kind of Language Unit 5: Visual Aids Unit 6: Body Language Unit 7: Finishing Off Unit 8: Questions Time Unit 9: Finishing Up
Recommended or required reading and other learning resources/tools	Textbooks: -J Effective Presentations - Jeremy Comfort, Oxford University Press, 1997.  Reference: -Study Speaking: a course in spoken English for academic purposes - By Kenneth
Planned learning activities and teaching methods	(1) Time: The course is 15 weeks long, consisting of 15 classes with 2 periods per class. (2) Studying activity organization: (2) Classroom skill-based practice given in the textbooks and in the supplementary material to build up fluency and accuracy. (3) Continuing English language development to revisit some important grammar points and integrate listening and speaking/ writing and speaking. (4) Pronunciation activities embedded in each lesson. (5) Wide range of speaking activities (debate, discussion, etc) depending on interests and (6) needs of students in each class.
Language of instruction	English
Assessment/examination methods and criteria	Presentation

### Module 10 Financial Accounting 1 Compulsory

Course unit title	Financial Accounting
Course unit code	BA283IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	Semester 1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Mr. Vu, Tuan Anh
Learning outcomes of the course unit	<p>CLO1. Describe the fundamental accounting concepts and principles used in preparing financial statements.</p> <p>CLO2. Perform all functions of the accounting cycle for a simple business, including identifying and measuring transactions and other events, preparing transactional, adjusting and closing journal entries.</p> <p>CLO3. Prepare financial statements including Statement of Financial Position, Income Statement and Changes in equity.</p> <p>COL4. Interpret and analyze financial statements to aid in decision making.</p> <p>CLO5. Apply conceptual principles when selecting appropriate accounting policies.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<ol style="list-style-type: none"> <li>1. Introduction to Accounting and Business</li> <li>2. Analyzing Transactions</li> <li>3. The Adjusting process</li> <li>4. Completing the Accounting cycle</li> <li>5. Accounting for merchandising business</li> <li>6. Accounting for Inventories</li> <li>7. Accounting for Receivables</li> <li>8. Accounting for Fixed Assets</li> <li>9. Accounting for current liabilities</li> <li>10. Financial Analysis</li> </ol>
Recommended or required reading and other learning resources/tools	Tan, Pearl and Lee, Peter, Advanced Financial Accounting: An IAS and IFRS Approach (second edition, 2014), McGraw-Hill. ISBN: 9781259011771
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions

### Module 11 Introduction to Macroeconomics Compulsory

Course unit title	Introduction to Macroeconomics
Course unit code	BA119IU
Type of course unit (compulsory, optional)	Compulsory

Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	Semester 1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1. Identifying how to measure a nation's income, cost of living, unemployment rate, and other important macroeconomic indicators in the economy through group assignments/class discussions.</p> <p>CLO2. Explain macroeconomic policies such as monetary policy and fiscal policy, and environmental factors that can affect a country's performance and enhance economic growth.</p> <p>CLO3. Describe the challenges and opportunities that countries are facing today such as inflation, net capital outflow, trade deficit/ surplus, budget deficit/surplus, investment, and national saving, economic fluctuations...</p> <p>CLO4. Explain the macroeconomic practices of an organization through assignments and presentations.</p> <p>CLO5. Develop communication skills via in-class presentations (70% of students get 2/4 in the skill assessment rubrics).</p> <p>CLO6. Develop teamwork skills via group assignments (70% of students get 2/4 in the skill assessment rubrics).</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-	N/A

requisites (if applicable)	
Course content	<ol style="list-style-type: none"> <li>1. Measuring a Nation's Income</li> <li>2. Measuring Cost of Living</li> <li>3. Production and Growth</li> <li>4. Saving, Investment and Financial Investments</li> <li>5. Unemployment Rate</li> <li>6. The Monetary System</li> <li>7. Money Growth &amp; Inflation</li> <li>8. Open- Economy Macroeconomics: Basic Concepts</li> <li>9. A Macroeconomic Theory of the Open Economy.</li> <li>10. Aggregate Demand and Aggregate Supply</li> <li>11. The Influence of Monetary and Fiscal Policies on Aggregate Demand</li> <li>12. Short-run tradeoffs between inflation and the unemployment rate</li> </ol>

Recommended or required reading and other learning resources/tools	Main Book: Mankiw, N.G., 2017, Principles of Macroeconomics or Principles of Economics, 8th Edition, South-Western, Cengage Learning. (Version 1) or Mankiw, N.G., 2017, Principles of Economics, 8th Edition, South-Western, Cengage Learning (Version 2)
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions / essays

### Module 12 Math for Business Compulsory

Course unit title	Math for Business
Course unit code	BA282IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year

Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	6.18 ECTS
Name of lecturer(s)	Tran Nhat Minh, Msc
Learning outcomes of the course unit	<p>Attitude</p> <p>CLO1. Express well considered opinion on problems relating to business using mathematical reasoning and be able to work within teams.</p> <p>CLO2. Develop confidence in applying mathematical principles to analyze and interpret quantitative data in a business context.</p> <p>Knowledge</p> <p>CLO3. Recognize and become familiar with linear equations and nonlinear equations.</p> <p>CLO4. Understand and become familiar with differentiation and matrices.</p> <p>CLO5. Become familiar with linear programming.</p> <p>Skills</p> <p>CLO6. Enhance critical thinking skills by evaluating and interpreting mathematical results in the context of business situations and making recommendations based on quantitative analysis.</p>
Recommended or required reading and other learning resources/tools	Ian Jacques, Mathematics for Economics and Business, 8th edition, Prentice Hall, 2015.
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 13 Critical Thinking Compulsory

Course unit title	Critical thinking
Course unit code	PE008IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	TBA
+ Learning outcomes of the course unit	<ul style="list-style-type: none"> <li>+ Knowledge</li> <li>+ After you have finished this course, you should be more:</li> <li>+ Self-aware, recognizing your own biases and influences;</li> <li>+ Inquisitive and curious, wanting to learn more about issues before passing judgment;</li> <li>+ Objective, basing your judgments on evidence and avoiding twisting evidence to fit your opinion;</li> <li>+ Open-minded, having the ability to say, "I don't know" or "I was wrong";</li> <li>+ Sensitive to language, avoiding slanted language, recognizing ambiguous, vague, emotionally laden language, defining key terms;</li> <li>+ Imaginative, approaching topics and problems from various angles;</li> </ul>

	<ul style="list-style-type: none"> <li>+ Fair and intellectually honest, avoiding misrepresenting the ideas of others or misinterpreting data and research to fit your own purposes.</li> <li>+ Skill</li> <li>+ Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> <li>+ Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</li> <li>+ Attitude</li> <li>+ Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</li> <li>+ Provide Professional business presentations (both oral and written)</li> </ul>
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Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	None
Planned learning activities and teaching methods	<p>Employing the interactive learning and problem-based teaching approach, this course emphasises the interaction between lecturers and students. The lecture materials will be uploaded in Blackboard to help the students to preview the materials and to concentrate on listening and critical thinking during the lecture. This will help students to interact with the lecturer during the classroom. The sessions for presentations and discussions comprise case studies as well as answering some theoretical and conceptual questions, which help the students to see how the concepts are applied in the real international business context. Students</p>

	will present the case to the class and discuss with the peers
Language of instruction	English
Assessment/examination methods and criteria	Essay & Multiple choices

### Module 14 Philosophy of Marxism and Leninism Compulsory

Course unit title	Philosophy of Marxism and Leninism
Course unit code	PE015IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	1
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	Khoa Chinh tri - Hanh chinh, ĐHQG-HCM
Learning outcomes of the course unit	<p>CLO.1.1 - Provide an overview of philosophy and some basic concepts in philosophy.</p> <p>CLO.1.2 - Identify the contrast between materialism and idealism in addressing fundamental issues in philosophy.</p> <p>CLO.1.3 - Understand dialectical materialism as the highest form of materialist philosophy.</p> <p>CLO.1.4 - Understand the emergence, object function, and role of Marxist-Leninist philosophy.</p> <p>CLO.2.1 - Have a clear understanding of matter</p>

	<p>from the perspective of dialectical materialism.</p> <p>CLO.2.2 - Have a clear understanding of consciousness from the perspective of dialectical materialism.</p> <p>CLO.2.3 - Resolve the relationship between matter and consciousness according to the principles of dialectical materialism.</p> <p>CLO.2.4 - Understand the law of dialectics and the law of dialectical materialism.</p> <p>CLO.2.5 - Understand the two fundamental principles of dialectical materialism and derive the methodological significance of each principle.</p> <p>CLO.2.6 - Understand the basic pairs of categories in dialectical materialism and derive the methodological significance of each pair.</p> <p>CLO.2.7 - Understand the basic laws of dialectical materialism and derive the methodological significance of each law.</p> <p>CLO.2.8 - Understand the practice of cognition, the role of practice in cognition, and the relationship between practice and truth.</p> <p>CLO.3.1 - Grasp the role of material production and the mode of production in the existence and development of society.</p> <p>CLO.3.2 - Understand the dialectical relationship between the productive forces and the relations of production.</p> <p>CLO.3.3 - Understand the dialectical relationship between the economic base and the superstructure and the natural development of various forms of socioeconomic formations.</p> <p>CLO.3.4 - Understand class, class struggle, nation and the interrelation between class, nation, and humanity.</p>
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	<p>CLO.3.5 - Understand the state and the social system.</p> <p>CLO.3.6 - Understand the dialectical relationship between social existence and social consciousness.</p> <p>CLO.3.7 - Understand human beings, human nature, the phenomenon of alienation, and the liberation of human beings; the relationship between the individual and society, and the role of the masses.</p> <p>CLO.4.1 - Have the skill of generalization to derive key concepts for each content and develop systematic thinking.</p> <p>CLO.4.2 - Have the skills of presentation exposition, criticism, argumentation, and eloquence to discuss and debate theoretical knowledge based on practice.</p> <p>CLO.4.3 - Have social communication skills teamwork, knowledge sharing, and experience sharing, as well as the ability to manage group work.</p> <p>CLO.5.1 - Have a sense of responsibility to protect the scientific, revolutionary, and human nature of Marxist-Leninist ideology.</p> <p>CLO.5.2 - Have an awareness of personal responsibility towards the collective and the community.</p> <p>CLO.5.3 - Recognize the necessity of lifelong learning, research, and its application in life.</p>
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	<p>CLO.4.1 - Have the skill of generalization to derive key concepts for each content and develop systematic thinking.</p> <p>CLO.4.2 - Have the skills of presentation exposition, criticism, argumentation, and eloquence to discuss and debate theoretical knowledge based on practice.</p> <p>CLO.4.3 - Have social communication skills teamwork, knowledge sharing, and experience sharing, as well as the ability to manage group work.</p> <p>CLO.5.1 - Have a sense of responsibility to protect the scientific, revolutionary, and human nature of Marxist-Leninist ideology.</p> <p>CLO.5.2 - Have an awareness of personal responsibility towards the collective and the community.</p> <p>CLO.5.3 - Recognize the necessity of lifelong learning, research, and its application in life.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Introduction to the subject</li> <li>2. Chapter 1: Philosophy and the role of Philosophy in social life.</li> <li>3. Chapter 2: Dialectical materialism.</li> <li>4. Chapter 3: Historical materialism.</li> </ol>

Recommended or required reading and other learning resources/tools	
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	Vietnamese
Assessment/examination methods and criteria	<ul style="list-style-type: none"> <li>• Bộ Giáo dục và Đào tạo. (2019). Giáo trình Triết học Mac - Lenin. Hà Nội: Nhà xuất bản Chính trị Quốc gia.</li> <li>• Bộ Giáo dục và Đào tạo. (2012). Giáo trình Những nguyên lý cơ bản của chủ nghĩa Mac - Lenin. Hà Nội: Nhà xuất bản Chính trị Quốc gia.</li> <li>• Hội đồng Trung ương chỉ đạo biên soạn giáo trình quốc gia các bộ môn Khoa học Mac - Lenin, Tư tưởng Hồ Chí Minh. (2008). Giáo trình Những nguyên lý cơ bản của chủ nghĩa Mac - Lenin. Hà Nội: Nhà xuất bản Chính trị Quốc gia.</li> </ul>
Planned learning activities and teaching methods	<p>(1) Time: 15 weeks, 2 periods per week</p> <p>(2) Studying activity organization:</p> <p>(a) Preparation activities: aim to help students identify particular problems which the students may encounter when generating ideas and composing these ideas for a specific academic writing task. Group work is promoted to help them think about how ideas are generated and what useful writing techniques should be used to express these ideas. These activities include reading different academic texts and identifying the problem as well as the writing technique in a</p>

	<p>general academic writing context, and then in a more specific writing-research-paper context.</p> <p>(b) While-and post-listening activities: are intended to enable students to apply the problem-solving knowledge and writing techniques they have just learned to meet the demands of in-class writing practice. This is followed by cooperative feedback. When the students have finished their writing, they are encouraged to discuss and review each other's texts. Lecturers also write and offer their work for the whole class discussion. Finally, the students are required to rewrite their texts; which involves mainly correcting the mistakes.</p> <p>(c) Follow-up activities: Because of a wide range of writing tasks, many are more appropriate for homework. These require a lot of researching on the World Wide Web to write long texts. Lecturers' feedback is provided on individual writing.</p> <p>(d) Review week: In general, after three weeks, lecturers may implement a wrap-up and review session in which lecturers and students will review the focus of the previous units and work on their residue. The course review session in the last week acts as the time when lecturers help students with any concerns related to the focused contents of the whole course..</p>
Language of instruction	English
Assessment/examination methods and criteria	Essay

## Module 15 Physical training 2 Compulsory

## Module 16 Principles of Marketing Compulsory

Course unit title	Principle of Marketing
Course unit code	BA003IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1st year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p>Knowledge</p> <p>CLO1. Describe marketing terminology and concepts and the principles used in developing marketing programs in a firm.</p> <p>CLO2. Identify wants, environmental factors and personal factors that shape marketing activities for certain target markets.</p> <p>CLO3. Explain the different types of goods,</p>

	<p>services, pricing, distribution and promotion in marketing strategies.</p> <p>Skill</p> <p>CLO4. Describe different research methodologies in developing marketing plans.</p> <p>CLO5. Identify the components that help to organize and assign individuals or groups to work together in the planning, implementation and control of marketing activities</p> <p>Attitude</p> <p>CLO6. State the ethical requirements of marketing activities</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ul style="list-style-type: none"> <li>● Chapter 1: Creating and Capturing Customer Value</li> <li>● Chapter 2: Company and Marketing Strategy- Partnering to Build Customer Engagement, Value, and Relationships</li> <li>● Chapter 3: Analyzing the marketing environment</li> <li>● Chapter 5: Understanding consumer buyer behavior</li> <li>● Chapter 6: Business Markets and Business Buying Behavior</li> <li>● Chapter 7: Customer-Driven Marketing Strategy: Creating Value for Target Customers</li> <li>● Chapter 8: Product, Services, and Brands: Building Customer Value</li> <li>● Chapter 10: Pricing: Understanding and Capturing Customer Value</li> </ul>

	<ul style="list-style-type: none"> <li>• Chapter 12: Marketing Channels: Delivering Customer Value</li> <li>• Chapter 14: Communicating Customer Value: Integrated Marketing Communications Strategy</li> <li>• Chapter 15: Advertising and Public Relations</li> </ul>
Recommended or required reading and other learning resources/tools	<p>[1] Textbook: Philip Kotler and Gary Armstrong (2015), Principles of Marketing, 16th Edition, Prentice Hall, Upper Saddle River, New Jersey</p> <p>[2] Slides and other materials are provided in the Blackboard</p>
Planned learning activities and teaching methods	Lecture, Discussion Group's project guidelines
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, Short-answer questions, Case analysis

### Module 17 Statistics for Business Compulsory

Course unit title	Statistics for Business
Course unit code	BA080IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if	

applicable)	
Semester/trimester when the course unit is delivered	1,2,3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p>LO1: Analyzing, interpreting, and presenting data.  LO2: Applying appropriate statistical techniques for a practical application.  LO3: Bringing disciplinary and multi-disciplinary perspectives in straightening out situations and projecting possible outcomes.  LO4: Drawing conclusions about populations based only on sample information using methods of statistical inference  LO5: Using Microsoft Excel to solve statistical problems.  LO6: Applying regression analysis and other statistical methodologies to forecast time series data.  LO7: Ethical issues in Statistics</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	Math for Business
Course content	<p>The description of the contents should clearly indicate the weighting of the content and the level.</p> <ol style="list-style-type: none"> <li>1. Overview of Statistics</li> <li>2. Data collection</li> <li>3. Describing Data Visually</li> <li>4. Descriptive statistics</li> <li>5. Probability</li> <li>6. Probability Distributions</li> </ol>

	<ol style="list-style-type: none"> <li>7. Sampling Distributions and Estimation</li> <li>8. Midterm Examination</li> <li>9. Sampling Distributions and Estimation</li> <li>10. One-Sample Hypothesis Tests</li> <li>11. Two-Sample Hypothesis Tests</li> <li>12. Simple Linear Regression</li> <li>13. Chi-Square Tests</li> <li>14. Review</li> <li>15. Final Examination</li> </ol>
Recommended or required reading and other learning resources/tools	<p>Textbook:</p> <ul style="list-style-type: none"> <li>● Doane and Seward (2016), Applied Statistics in Business and Economics, 5th, New York: McGraw Hill.</li> </ul> <p>Reference Books:</p> <ul style="list-style-type: none"> <li>● Amir D. Aczel, Jayavel Sounderpandian, (2009), Complete Business Statistics, 7th Edition, McGraw – Hill/Irwin.</li> <li>● Anderson, Sweeney, William (2001), Statistics for Business and Economics, 8th edition, Thompson.</li> <li>● Additional materials provided in Blackboard</li> </ul>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

## Module 18 Introduction to Vietnamese Legal System Compulsory

Course unit title	Introduction to Vietnamese Legal System
Course unit code	BA167IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p>LO1. Understand legal concepts in the Vietnamese laws and start to develop base on how to communicate the legalities theoretically delivered through the course content into real social praxis for fair sustainable lifelong being.</p> <p>LO2. Understand and take responsibilities to comply with the Vietnamese laws and to raise the self-motivational theme to reflect the academic</p>

	<p>knowledge through activities such as case studies from real life</p> <p>LO3. Learn to how to apply the theoretical contents into practice; to move from awareness of Vietnamese laws to knowledge and action</p> <p>LO4. Learn how to approach those who do not have voices and to raise their legal rights aiming for fair social/cultural moves.</p> <p>LO5. Realize whether their prior thoughts/behavior complies with law or not and change students' previous thoughts and to act as ambassadors for social fairness and global equitable rights.</p> <p>LO6. Take responsibility to conduct activities legally and learn the base for coexistence in the society.</p> <p>LO7. Use online legal libraries and resources, video review for moot courts for effective integration and interaction between knowledge and reality</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Chapter 1: Communicating in the Digital-Age Workplace</p> <p>Chapter 11: Professionalism at Work: Business Etiquette, Ethics, Teamwork, and Meetings</p> <p>Chapter 12: Business Presentations</p> <p>Chapter 2: Planning Business Messages</p> <p>Chapter 3: Organizing and Drafting Business Messages</p> <p>Chapter 4: Revising Business Messages</p> <p>Chapter 5: Short Workplace Messages and Digital Media</p> <p>Chapter 6: Positive Messages</p> <p>Chapter 7: Negative Messages</p> <p>Chapter 8: Persuasive and Sales Messages</p>

	Chapter 9: Informal Reports Chapter 10: Proposals and Formal Reports Chapter 13: The Job Search and Resumes in the Digital Age Chapter 14: Interviewing and Following Up
Recommended or required reading and other learning resources/tools	Instructor's PPT Legislation
Planned learning activities and teaching methods	Lecture Tutorial
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 19 Financial Accounting 2 Compulsory

Course unit title	Financial Accounting 2
Course unit code	BA283IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	1,2
Semester/trimester when the course unit is delivered	3

Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1.Understand and evaluate accounting theories and regulations regarding advanced accounting issues in business combinations and consolidation, group reporting and financial instruments.</p> <p>CLO2.Compare the relevant procedures of the accounting information life cycle and transformation of accounting information during this process.</p> <p>CLO3.Differentiate the development of accounting principles and policies through accounting theories and undertakings of the accounting professions.</p> <p>CLO4.Practice skills and knowledge of global.</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	Principles of Accounting, Financial Accounting
Course content	<p>Lecture 1: Plant Assets, Natural Resources, and Intangible Assets</p> <p>Lecture 2: Current Liabilities</p> <p>Lecture 3: Accounting for partnerships</p>

	<p>Lecture 4: Corporations: Organization and Share Capital Transactions</p> <p>Lecture 5: Corporations: Dividends, Retained Earnings, and Income Reporting</p> <p>Lecture 6: Non-Current Liabilities</p> <p>Lecture 7: Investments</p> <p>Lecture 8: Statement of Cash Flows</p> <p>Lecture 9: Financial Analysis:</p>
Recommended or required reading and other learning resources/tools	
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Group exercises, Multiple choice questions, Writing questions

### Module 20 Scientific Socialism Compulsory

Course unit title	Scientific Socialism
Course unit code	PE017IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor

Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	Khoa Chinh tri – Hanh chinh, ĐHQG-HCM
Learning outcomes of the course unit	<p>CLO.1.1 - Overview of the emergence of scientific socialism, historical context, and the role of Karl Marx and Friedrich Engels.</p> <p>CLO.1.2 - Recognize the basic stages of development of scientific socialism as reflected in representative works from the Marxian stage to the Leninist stage and beyond.</p> <p>CLO.1.3 - Understand the subject matter, methods, and significance of studying scientific socialism.</p> <p>CLO.2.1 - Understand the concept of the working class and the characteristics of the working class.</p> <p>CLO.2.2 - Understand the content and historical mission of the working class.</p> <p>CLO.2.3 - Explain the conditions that determine the historical mission of the working class.</p> <p>CLO.2.4 - Analyze the similarities and differences between the present working class and the fulfillment of the mission of the working class worldwide.</p> <p>CLO.2.5 - Understand the basic characteristics of the working class in Vietnam and the historical mission of the working class in Vietnam today.</p> <p>CLO.2.6 - Present the direction and main solutions for building the working class in Vietnam today.</p> <p>CLO.3.1 - Understand that socialism is the initial stage of the communist socio-economic formation.</p> <p>CLO.3.2 - Present the basic characteristics of socialism.</p> <p>CLO.3.3 - Explain the objective necessity of the</p>

	<p>transition period to socialism and the basic features of the transition period to socialism.</p> <p>CLO.3.4 - Understand the characteristics of the transition period and socialism in Vietnam, and present the orientations for building socialism in Vietnam today.</p> <p>CLO.4.1 - Explain the concept of democracy and the emergence and development of democracy in the history of human society.</p> <p>CLO.4.2 - Understand the process and nature of the socialist democratic regime.</p> <p>CLO.4.3 - Understand the emergence, nature, and functions of the socialist state, as well as the relationship between democracy and the state.</p> <p>CLO.4.4 - Understand the emergence, development, and nature of the socialist democratic regime in Vietnam.</p> <p>CLO.4.5 - Present the characteristics and basic solutions for building a socialist rule of law state in Vietnam today.</p> <p>CLO.5.1 - Present the concept of social structure - class and the transformation of the class social structure during the transition period to socialism.</p> <p>CLO.5.2 - Explain the necessity and content of alliances, classes, and strata during the transition period to socialism.</p> <p>CLO.5.3 - Understand the class social structure in Vietnam during the transition period and present the basic solutions for building and developing class alliances, class solidarity in Vietnam today.</p> <p>CLO.6.1 - Understand the concept and basic characteristics of ethnicity and the views of Marx and Lenin on the ethnic issue.</p> <p>CLO.6.2 - Present the basic characteristics of ethnicity in Vietnam and the national perspective of the Party and the State of Vietnam.</p> <p>CLO.6.3 - Understand the essence, origins, nature of religion, and the basic principles for addressing the religious issue during the transition period to socialism.</p> <p>CLO.6.4 - Explain the characteristics of religion in</p>
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	<p>Vietnam and the policies of the Party and the State of Vietnam towards religious beliefs today.</p> <p>CLO.6.5 - Understand the characteristics of ethnic and religious relations in Vietnam and present the basic measures to address the relationship between ethnicity and religion in Vietnam today.</p> <p>CLO.7.1 - Provide an overview of the position, function, and role of the family in society.</p> <p>CLO.7.2 - Identify the foundations for building the family during the transition period to socialism.</p> <p>CLO.7.3 - Explain the changes in the Vietnamese family during the transition period and present the basic directions for building and developing the Vietnamese family during the transition period to socialism.</p> <p>CLO.8.1 - Possess generalization skills to extract keywords of knowledge for each content and systematic thinking.</p> <p>CLO.8.2 - Possess presentation skills, exposition, argumentation, debate, and persuasive skills for theoretical knowledge based on practice.</p> <p>CLO.8.3 - Possess social communication, collaboration, teamwork, knowledge and experience sharing, and group management skills.</p> <p>CLO.9.1 - Have a sense of responsibility to protect scientific, revolutionary truths in the theory of Marxism-Leninism about socialism and the path to socialism in Vietnam.</p> <p>CLO.9.2 - Possess personal responsibility towards the collective and the community.</p> <p>CLO.9.3 - Have awareness of the need for lifelong learning, research, and application in life</p>
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Recommended or required reading and other learning resources/tools	<ul style="list-style-type: none"> <li>+ Bo Giao duc va Dao tao (2019), Giao trinh Tu tuong Ho Chi Minh, Nxb. Chinh tri quoc gia, Ha Noi.</li> <li>+ Khoa Chinh tri - Hanh chinh, DHQG-HCM, Tai lieu huong dan hoc tap Tu tuong Ho Chi Minh.</li> <li>+ Ho Chi Minh (2011), Toan tap, Nxb. Chinh tri quoc gia Su that, Ha Noi.</li> <li>+ Ho Chi Minh (2016), Bien nien tieu su, Nxb. Chinh tri quoc gia Su that, Ha Noi.</li> </ul>
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	Vietnamese
Assessment/examination methods and criteria	

## Electives

### Module 21 Introduction to Psychology Elective

Course unit title	Introduction to Psychology
Course unit code	BA118IU
Type of course unit (compulsory, optional)	Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor

Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	<p>covering a wide range of sub-topics. ranging from development and learning to motivation/emotion, personality, health psychology, psychological disorders and social processes. In the addition, the course provides plenty of materials for students to choose their own additional learning.</p> <p>CLO3 : Students learn more than just the business world, studying most intimate and important aspects of our life, such as whether we are happy, how we grow up, how we grow old, how the society affects us, and how our body affects us.</p> <p>CLO4 :Since it is a vast field, we will only sample some parts of psychology—those that have to do with important parts of life, and of the business world.</p> <p>CLO5 : Regarding Resources: Learn how to use a vast array of information, from websites to scholarly articles to books, so that students can continue to learn, to grow in the understanding of human behavior for the rest of their lives.</p> <p>Regarding Methods: Learn how to detect wrong information—what some of them are, how they come about, how they are advocated, why they are wrong, what the is contrary evidence, and how to take the next step.</p> <p><u>Skill</u></p> <p>How to work in team Public presentation skills Setting your own goal and collaborate with lecturer</p>

	<p>and classmates to achieve it.</p> <p>Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</p> <p>CLO7 : Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</p> <p><u>Attitude</u></p> <p>CLO8 : Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</p> <p>CLO 9: Provide professional business presentations (both oral and written)</p>
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Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Introduction to the Class</li> <li>2. What is Psychology?</li> <li>3. Sensation and Perception</li> <li>4. Learning</li> <li>5. Human memory</li> <li>6. Intelligence and cognition</li> <li>7. Motives and Feelings</li> <li>8. Human sexuality</li> <li>9. Human Personality</li> <li>10. Health Psychology</li> <li>11. Social Psychology</li> </ol>

Recommended or required reading and other learning resources/tools	Textbook required: Dennis Coon & John O. Mitterer (2009) Introduction to Psychology –Active Learning Through Modules 12th Ed. WADSWORTH Cengage Learning  Reference book: Stephen F. Davis & Joseph J. Palladino (2013) Psychology, 7th Ed., Pearson Custom Publishing.
Planned learning activities and teaching methods	Lecture, Q&A, Group Discussion, Group Research Project
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

### Module 22 Introduction to Sociology Elective

Course unit title	Introduction to Sociology
Course unit code	BA197IU
Type of course unit (compulsory, optional)	
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	Year of study when the course unit is delivered (if applicable)

Semester/trimester when the course unit is delivered	1
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	TBA
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p>Knowledge</p> <p>CLO1: After finishing this course, students will be able to: know and understand the underlying concepts and principles of sociology as they relate to the study of business management, organize ideas gained from theoretical understanding of sociology and apply them to business and management situations</p> <p>CLO2 : Students should be able to do the following upon completion of this class: Explaining several reasons for studying the sociology. Identifying and discussing key issues involved in debates about social change in areas such as group and organization, gender, social interaction and network, social structure, culture, etc.</p> <p>CLO3 : Discussing and analyzing basic common sociological theoretical perspectives</p> <p>Developing critical thinking skills as course topics are discussed and debated.</p> <p>Improving writing skills through essays and in-class writing assignments.</p> <p>Skill</p> <p>CLO4 : Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</p> <p>CLO5: Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification</p>

	<p>for decisions.</p> <p>Attitude</p> <p>CLO6: Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Understanding Sociology</p> <p>Culture</p> <p>Social Interaction and Social Structure</p> <p>Groups and Organizations</p> <p>The family and Intimate Relationships</p> <p>Stratification by gender</p> <p>Deviance and Social Control</p>

<p>Recommended or required reading and other learning resources/tools</p>	<p>Textbook:          Schaefer, R. T. (2008), <i>Sociology: A Brief Introduction</i>, 12th ed., McGraw Hill. Reference Books:          Brinkerhoff, D. et al (2011), <i>Essentials of Sociology</i>, 8th edition, Wadsworth. · Marsh, I. and Keating, M. (2006), <i>Sociology – Making Sense of Society</i>, 3rd Edition, Pearson &amp; Prentice Hall.          Recommended Internet sites  <a href="http://edu.learnsoc.org/">http://edu.learnsoc.org/</a> (Learn Sociology )  <a href="http://www.sociologyguide.com/">http://www.sociologyguide.com/</a>(Sociology Guide)  <a href="http://www.sociologyguide.com/">http://www.sociologyguide.com/</a>(Sociology Guide)  <a href="http://cliffsnotes.com">http://cliffsnotes.com</a> (Cliff’s Notes for study)  <a href="http://openstaxcollege.org">http://openstaxcollege.org</a> (OpenStaxCollege)  <a href="http://www.pscw.uva.nl/sociosite/TOPICS/Interaction.html">http://www.pscw.uva.nl/sociosite/TOPICS/Interaction.html</a> (Networks, Groups, and Social Interaction)  <a href="http://www.who.int/">http://www.who.int/</a> (World Health Organization WHO)  <a href="http://www.undp.org/">http://www.undp.org/</a>(United Nations Development Program UNDP)  <a href="http://www.cmsny.org/index.htm">http://www.cmsny.org/index.htm</a></p>
<p>Planned learning activities and teaching methods</p>	<p>Lecture, Q&amp;A, Group Discussion, Group Research Project</p>
<p>Language of instruction</p>	<p>English</p>
<p>Assessment/examination methods and criteria</p>	<p>MCQ, short-answer and long-answer questions</p>

### Module 23 Fundamental of Financial Management Compulsory

Course unit title	Fundamentals of Financial Management
Course unit code	BA016IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	Semester 1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Ms. Nhung H Le Dr. Tien C Ng Ms. Anh N Phan Ms. Trang D T Le Ms. Uyen T M Vu Mr. Thien K Vo Mr. Minh N Tran
Learning outcomes of the course unit	CLO1. Explain the purpose, goals, and importance of financial management. CLO2. Understand time value of money and possess skills to convert financial time values. Make basic valuation of bonds, stocks, and investment projects. CLO3. Understand the relationship between risk and return. Compute cost of capital and capital structure. CLO4. Evaluate capital budgeting alternatives, using the firm's cost of capital in conjunction with

	<p>internal rate of return and net present value techniques to make investment decision.</p> <p>CLO5.Can learn independently and assume responsibility for the learning process</p>
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Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Introduction to financial management.</p> <p>Time value of money.</p> <p>Techniques of pricing of financial instruments such as bonds and stocks.</p> <p>Evaluation of major projects.</p> <p>The relationship between risk and return.</p> <p>Introduction to Capital Asset Pricing Model (CAPM) and Portfolio theory.</p> <p>Cost of capital and capital structure.</p>
Recommended or required reading and other learning resources/tools	[1] Brealey, R.A., Myers, S.C. and Marcus, A.J. <i>Fundamentals of Corporate Finance, McGraw Hill</i> (any recent edition).
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 24 Organizational Behavior Compulsory

Course unit title	Organizational Behavior
Course unit code	BA130IU
Type of course unit (compulsory, optional)	compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64
Name of lecturer(s)	
Learning outcomes of the course unit	<p><u>Knowledge</u> LO1. Compare the effects of various psychological factors on individual behavior LO2. Examine major inter-personal forces that alter human behaviors in team/group context in oral form. (Discuss) LO3. Classify the potential effects of organizational-level factors (such as structure, culture and change) on organizational behavior</p> <p><u>Skill</u> LO4. Apply a motivational theory to a realistic motivational problem in an organizational context; provide management recommendations consistent with theory.</p> <p><u>Attitude</u> LO5. Solve typical organizational-level issues to</p>

	achieve overall organizational success in the context of cultural diversity and global sustainability.
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Chapter 1: What is Organizational Behavior</p> <p>Chapter 2: Diversity in Organizations</p> <p>Chapter 3: Attitudes and Job Satisfaction</p> <p>Chapter 4: Personality and Values</p> <p>Chapter 5: Perception and Individual Decision Making</p> <p>Chapter 6: Emotions and Moods</p> <p>Chapter 7: Motivation Concepts</p> <p>Chapter 8: Motivation: From Concepts to Applications</p> <p>Chapter 9: Foundations of Group Behavior</p> <p>Chapter 10: Understand Work Teams</p> <p>Chapter 11: Power and Politics</p> <p>Chapter 13: Leadership</p> <p>Chapter 14: Foundations of Organization Structure</p> <p>Chapter 15: Organizational Culture</p> <p>Chapter 17: Organizational Change and Stress Management</p> <p>Chapter 18: Conflict and Negotiation</p>

Recommended or required reading and other learning resources/tools	Text book [1] Robbins, S. P. and Judge, T. A. (2018), Essentials of Organizational Behavior, 18th edition, Pearson Education.
Planned learning activities and teaching methods	Lecture, lesson, quiz
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions

### Module 25 Workshop 1 Compulsory

Course unit title	Workshop 1
Course unit code	BA256IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	At the completion of this course students will be able to: Recognize and apply soft skills such as task management, teamwork, leadership in their study activities;

	<p>Develop their social awareness and responsibilities;</p> <p>Improve their ability to do public speaking and professional presentation;</p> <p>Get familiar with multi-perspective mindsets on different issues.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Interpersonal skills (including dealing with people of different status, email writing, etc.)</li> <li>2. Teamwork Skills</li> <li>3. Self-confidence &amp; assertive skills</li> <li>4. Interview skills &amp; CV writing</li> <li>5. Problem solving &amp; decision making</li> <li>6. Emotion &amp; stress management</li> <li>7. Self-discovery/Self-discipline/Self-control/Patience</li> <li>8. Career Orientation</li> <li>9. Time management skills</li> </ol>
Recommended or required reading and other learning resources/tools	<p>Learning materials:</p> <p>Presentation slides distributed by guest speakers.</p> <p>Reading materials relevant posted on Blackboard.</p> <p>Extra reference materials from books, newspapers, videos, etc</p>
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Assignment & Group Presentation

### Module 26 History of Vietnamese Communist Party Compulsory

Course unit title	History of Vietnamese communist party
Course unit code	PE018IU
Type of course unit (compulsory, optional)	Compulsory

Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	
Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	Khoa Chinh tri - Hanh chinh, ĐHQG-HCM

<p>Learning outcomes of the course unit</p>	<p>CLO1.1 - Have a clear understanding of the subject, learning objectives, research methods, and some basic principles of studying the "History of the Communist Party of Vietnam."</p> <p>CLO2.1 - Understand the historical context that influenced the establishment of the Communist Party of Vietnam.</p> <p>CLO2.2 - Understand the process of preparing the conditions for the establishment of the Party by Nguyen Ai Quoc.</p> <p>CLO2.3 - Comprehend the content of the founding conference of the Party and the Party's first political platform.</p> <p>CLO2.4 - Understand the historical significance of the establishment of the Communist Party of Vietnam.</p> <p>CLO2.5 - Familiarize oneself with the revolutionary movements from 1930 to 1935 and the policies for restoring the movement from 1932 to 1935.</p> <p>CLO2.6 - Understand the democratic movement from 1936 to 1939.</p> <p>CLO2.7 - Gain a clear understanding of the national liberation movement from 1939 to 1945.</p> <p>CLO2.8 - Understand the nature, significance, and experience of the August Revolution in 1945.</p> <p>CLO3.1 - Understand the direction for building and protecting the revolutionary government from 1945 to 1946.</p> <p>CLO3.2 - Gain a clear understanding of the national resistance policy against French colonialism and the organizational process from 1946 to 1950.</p> <p>CLO3.3 - Understand the policy of strengthening the resistance against French colonialism and the organizational process from 1946 to 1950.</p> <p>CLO3.4 - Understand the historical significance and experience of the Party's leadership in the resistance against French colonialism and US intervention.</p> <p>CLO3.5 - Grasp the leadership process of the revolution in both regions from 1954 to 1965 by the Party.</p>
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	<p>CLO3.6 - Master the leadership of the nationwide revolution in the period from 1965 to 1975 by the Party.</p> <p>CLO3.7 - Understand the significance and leadership experience of the Party in the anti-American resistance and national salvation from 1954 to 1975.</p> <p>CLO4.1 - Understand the policy of building socialism and protecting the Fatherland from 1975 to 1981.</p> <p>CLO4.2 - Have a clear understanding of the content of the Party's 5th National Congress and the breakthrough steps in economic innovation from 1982 to 1986.</p> <p>CLO4.3 - Understand the comprehensive renovation policy to lift the country out of the economic and social crisis from 1986 to 1996 by the Party.</p> <p>CLO4.4 - Understand the achievements and experiences of the renovation process</p> <p>CLO4.5 - Understand the great victories of the Vietnamese revolution under the Party's leadership from 1930 to 2018.</p> <p>CLO4.6 - Understand the major lessons in the Party's leadership from 1930 to 2018.</p> <p>CLO5.1 - Develop independent thinking abilities in studying the Party's revolutionary line, strategy, and revolutionary theory.</p> <p>CLO5.2 - Possess critical thinking skills, analysis skills, and evaluation skills related to the subject matter. Apply the acquired knowledge proactively and actively understand political, economic, cultural, and social issues in line with the Party's line, policies, and laws.</p>
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	<p>CLO5.3 - Demonstrate writing skills, work individually and in groups, and present research results.</p> <p>CLO6.1 - Trust in the Party's leadership in the Vietnamese revolution.</p> <p>CLO6.2 - Be determined to implement the Party's revolutionary line.</p> <p>CLO6.3 - Maintain a serious attitude in studying, conducting scientific research, and developing self-discipline to become individuals with ethical qualities, political integrity, good professional competence, and a deep emotional connection and trust in the revolutionary path chosen by our nation.</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	<ol style="list-style-type: none"> <li>1. Philosophy of Marxism and Leninism</li> <li>2. Political economics of Marxism and Leninism</li> </ol>
Course content	<ul style="list-style-type: none"> <li>+ Gioi thieu ve mon hoc</li> <li>+ Chuong nhap mon: Doi tuong, chuc nang, nhiem vu, noi dung va phuong phap nghien cuu, hoc tap Lich su Dang Cong San Viet Nam</li> <li>+ Chuong 1: Dang Cong San Viet Nam ra doi va lanh dao dau tranh gianh chinh quyen (1930–1945)</li> </ul>
	<ul style="list-style-type: none"> <li>+ Chuong 2: Dang lanh dao hai cuoc khang chien, hoan thanh giai phong dan toc, thong nhat dat nuoc (1945–1975)</li> <li>+ Chuong 3: Dang lanh dao ca nuoc qua do len chu nghia xa hoi va tien hanh cong cuoc doi moi (1975–2018)</li> </ul>

Recommended or required reading and other learning resources/tools	<p>- Bộ Giáo dục và Đào tạo. (2019). Chương trình môn học Lịch sử Đảng Cộng sản Việt Nam. Ban hành năm 2019.</p> <p>- Hội đồng Trung ương chỉ đạo biên soạn giáo trình quốc gia các môn khoa học Mac – Lenin, Tư tưởng Hồ Chí Minh (2018), Giáo trình Lịch sử Đảng Cộng sản Việt Nam (tái bản có sửa chữa, bổ sung), Nxb. Chính trị quốc gia, Hà Nội.</p>
Planned learning activities and teaching methods	
Language of instruction	Vietnamese
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

### Module 27 Ho Chi Minh's Thoughts Compulsory

Course unit title	Ho Chi Minh's Thoughts
Course unit code	PE019IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	1,2

Number of ECTS credits allocated	3.09 ECTS
Name of lecturer(s)	Khoa Chinh tri - Hanh chinh, ĐHQG-HCM
Learning outcomes of the course unit	<p>CLO.1.1 - Understand the concept of Ho Chi Minh's ideology.</p> <p>CLO.1.2 - Have a clear understanding of the basic approaches to studying Ho Chi Minh's ideology.</p> <p>CLO.1.3 - Acquire knowledge of some research topics related to Ho Chi Minh's ideology.</p> <p>CLO.1.4 - Understand the significance of studying and researching Ho Chi Minh's ideology for students.</p> <p>CLO.2.1 - Understand the practical foundation, theoretical prerequisites, and subjective factors in the formation of Ho Chi Minh's ideology.</p> <p>CLO.2.2 - Understand the process of formation and development of Ho Chi Minh's ideology.</p> <p>CLO.2.3 - Recognize the value of Ho Chi Minh's ideology in the Vietnamese revolution and the progressive development of humanity.</p> <p>CLO.3.1 - Recognize the scientific and revolutionary nature and the creative ideas of Ho Chi Minh's ideology regarding national independence and revolutionary liberation.</p> <p>CLO.3.2 - Understand Ho Chi Minh's viewpoint on the inevitability of advancing towards socialism, building socialism, and the transitional period.</p> <p>CLO.3.3 - Grasp Ho Chi Minh's perspective in Vietnam regarding the relationship between national independence and socialism.</p> <p>CLO.3.4 - Apply Ho Chi Minh's ideology on national independence intertwined with socialism to current revolutionary work.</p> <p>CLO.4.1 - Comprehend the fundamental content of Ho Chi Minh's ideology regarding the Communist Party of Vietnam.</p> <p>CLO.4.2 Comprehendthe fundamental content of Ho Chi Minh's ideology regarding the people's state, by the people, forthe people</p>

	<p>. CLO.4.3 - Apply Ho Chi Minh's ideology to the tasks of building the Party and the state.</p> <p>CLO.5.1 - Understand the basic principles of Ho Chi Minh's ideology regarding national unity.</p> <p>CLO.5.2 - Understand the basic principles of Ho Chi Minh's ideology regarding international solidarity.</p> <p>CLO.5.3 - Apply Ho Chi Minh's ideology on national unity and international solidarity in the current period.</p> <p>CLO.6.1 - Acquire basic knowledge of Ho Chi Minh's ideology on culture.</p> <p>CLO.6.2 - Acquire basic knowledge of Ho Chi Minh's ideology on new ethics (revolutionary ethics).</p> <p>CLO.6.3 - Acquire basic knowledge of Ho Chi Minh's ideology on culture.</p> <p>CLO.6.4 - Apply Ho Chi Minh's ideology on culture, ethics, and human development in the construction of Vietnamese culture, ethics, and individuals today.</p> <p>CLO.7.1 - Possess skills in thinking, analyzing, and evaluating Ho Chi Minh's ideology.</p> <p>CLO.7.2 - Possess skills in presenting, explaining arguing, debating, and eloquently defending theoretical knowledge acquired through studying and researching based on practice.</p> <p>CLO.7.3 - Possess skills in creatively applying Ho Chi Minh's ideology to solve issues in daily life, study, and work.</p> <p>CLO.6.1 - Recognize the role and value of Ho Chi Minh's ideology for the Communist Party and the Vietnamese nation.</p> <p>CLO.6.2 - Demonstrate political courage, patriotism, and loyalty to the goal and ideal of national independence inseparable from socialism.</p> <p>CLO.6.3 - Acknowledge personal responsibility in studying, researching, and applying knowledge in life, contributing to the cause of building and protecting the Homeland.</p>
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Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	<ol style="list-style-type: none"> <li>1. Philosophy of Marxism and Leninism</li> <li>2. Political economics of Marxism and Leninism</li> <li>3. Scientific Socialism</li> </ol>

Course content	<ol style="list-style-type: none"> <li>1. Introduction to the course</li> <li>2. Chapter 1: Concepts, objectives, research methods, and the significance of studying Ho Chi Minh's ideology</li> <li>3. Chapter 2: Foundations, the process of formation and development of Ho Chi Minh's ideology</li> <li>4. Chapter 3: Ho Chi Minh's ideology on national independence intertwined with socialism</li> <li>5. Chapter 4: Ho Chi Minh's ideology regarding the Communist Party of Vietnam and the people's state, by the people, for the people</li> <li>6. Chapter 5: Ho Chi Minh's ideology on national unity and international solidarity</li> <li>7. Chapter 6: Ho Chi Minh's ideology on culture, ethics, and human development</li> </ol>
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Recommended or required reading and other learning resources/tools	<ol style="list-style-type: none"> <li>1. Philosophy of Marxism and Leninism</li> <li>2. Political economics of Marxism and Leninism</li> <li>3. Scientific Socialism</li> </ol>
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Planned learning activities and teaching methods	<p>+Bo Giao duc va Dao tao (2019), Giao trinh Tu tuong Ho Chi Minh, Nxb. Chinh tri quoc gia, Ha Noi.</p> <p>+Khoa Chinh tri - Hanh chinh, DHQG-HCM, Tai lieu huong dan hoc tap Tu tuong Ho Chi Minh.</p> <p>+Ho Chi Minh (2011), Toan tap, Nxb. Chinh tri quoc gia Su that, Ha Noi.</p> <p>+Ho Chi Minh (2016), Bien nien tieu su, Nxb. Chinh tri quoc gia Su that, Ha Noi.</p>
Language of instruction	Vietnamese
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

### Module 28 World Economic Geography Elective

Course unit title	World Economic Geography
Course unit code	PE007IU
Type of course unit (compulsory, optional)	Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Nguyen Thi Phuong Chau, Msc & MA

Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p><u>Knowledge</u></p> <ul style="list-style-type: none"> <li>• understand the basic concepts.</li> <li>• be aware of the relationship between geographic conditions and economic development.</li> <li>• understand the distribution and migration of human in the process of the economic growth.</li> <li>• classify and analyze principles of location.</li> <li>• differentiate relationships of economic interdependence of the states,</li> <li>• understand of the characteristics of transnational corporations (TNCs) and regional economic blocs.</li> </ul> <p><u>Skill</u></p> <ul style="list-style-type: none"> <li>• Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> <li>• Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</li> </ul> <p><u>Attitude</u></p> <ul style="list-style-type: none"> <li>• Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</li> <li>• Provide Professional business presentations (both oral and written)</li> </ul>
Mode of delivery (face-to- face, distance learning)	Face-to- face
Prerequisites and co-	N/A
requisites (if applicable)	

Course content	<p>Chapter 1: Introduction to Geography and Economic</p> <p>Chapter 2: Population - Population and World Economy</p> <p>Chapter 3: World Patterns and Regional Trends</p> <p>Chapter 4: Geographic Conditions and Economic Development</p> <p>Chapter 5: Globalization in Economic Development</p> <p>Chapter 6: Adjusting to a New Global Economy</p>
Recommended or required reading and other learning resources/tools	<p>Please note that it is very important to gain familiarity with the subject matter in the readings and cases prior to attendance in classes.</p> <p>Paul Knox, John Agnew and Linda McCarthy (2003). The Economic of the World Economy. Arnold. London.</p> <p>References:</p> <ul style="list-style-type: none"> <li>• Anthony R.S., Frederick P.S. (1994). World Economy – Resources, Location, Trade, and Development. Macmillan College Publishing Company. New York</li> <li>• Jerome Fellmann, Arthur and Judith Getis (1997). Human Geography: Landscapes of Human Activities. Brown &amp; Benchmark.</li> <li>• William Norton. (1998). Human Geography. Oxford University Press. New York.</li> </ul>
Planned learning activities and teaching methods	Lecture, Q&A, Group Discussion, Group Research Project
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

## Module 29 Vietnamese History and Culture Elective

Course unit title	Vietnamese History and Culture
Course unit code	PE010IU
Type of course unit (compulsory, optional)	Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Prof. Vo Van Sen
Learning outcomes of the course unit	<p>Upon the successful completion of this course students will be able to:</p> <p><u>Knowledge</u></p> <ul style="list-style-type: none"> <li>• To provide the students with basic understanding of the Vietnamese history and culture from historical perspectives</li> <li>• To equip students with the strategies and methods required to recognize deeply the fundamental transformations in Vietnamese history from the primitive era till now and the various elements of Vietnamese civilization and culture</li> <li>• To encourage a positive attitude towards</li> </ul>

	<p>Vietnamese Studies as a regional studies, to build up the students' confidence in independent research on Vietnamese history and culture and culture as well as to raise their historical, socio – cultural awareness.</p> <p><u>Skill</u></p> <ul style="list-style-type: none"> <li>• Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</li> <li>• Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</li> </ul> <p><u>Attitude</u></p> <ul style="list-style-type: none"> <li>• Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</li> <li>• Provide Professional business presentations (both oral and written)</li> </ul>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Introduction to some main characteristics of Vietnamese history and culture. Van Lang – Au Lac State and the first civilization of Vietnam</li> <li>2. Long March to independence. Sinicization and Desinicization during the domination by Chinese feudalism.</li> <li>3. The centralized independent States . Dai Viet Civilization (Ly – Tran cultural era)</li> <li>4. A new stage in the feudal monarchy: the Le dynasty. The peasant war and the Tay Son era</li> </ol>

	5. Vietnam under Nguyen Dynasty: losing its
	<p>independence, Socio – economic transformation in French Indochina</p> <p>6. The people’s struggles against the French domination in the late 19th and the early 20th centuries and Founding of the Vietnamese communist Party</p> <p>7. The National Democratic Movement 1930 – 1945, the 1945 August Revolution and the formation of Democratic Republic of Vietnam</p> <p>8. —The resistant War against French colonialists (1945 -1954)</p> <p>9. The 1954 – 1975 Resistant War against American for National Salvation (The Vietnam War)</p> <p>10. Renovation in Vietnam (—doimoil)</p> <p>11. Westernization and de- westernization in Vietnamese culture</p>
Recommended or required reading and other learning resources/tools	<p>1. Le Mau Han, Tran Ba De, Nguyen Van Thu, .... Over view of Vietnamese history (Dai cuong lich su Viet Nam), volume 1, 2, 3 publisher of Education, Hanoi, 1998.</p> <p>2. Uy ban Khoa hoc Xa hoi Viet Nam, History of Vietnam, Vol I, II, Social Science Publisher, Hanoi, 1976</p> <p>3. Tran Ngoc Them, Fundamentals of Vietnamese Culture, Social sciences Publisher, Hanoi, 1996</p> <p>4. Nguyen Khac Vien, Vietnam - Along history, The gioi publishers, Hanoi, 1993</p>
	<p>Recommended reading</p> <p>1. Oscar Chapuis, A History of Vietnam from</p>

	<p>Hong Bang to Tu Duc, Green wood Press, Connecticut, 1995.</p> <p>2. Stanley Karnow, Vietnam: A history. The Viking press, New York, 1983</p>
	<p>3. Jaynes S. Werner and Luu Doan Huynh (ed. ), the Vietnam War – Vietnamese and American Perspectives. New York: M. E. Sharpe, 1993</p> <p>4. B Woodside, Vietnam and the Chinese Model: A comparative study of Vietnamese and Chinese government in the first half of the nineteenth century. Cambridge, MA: Harvard University Press, 1988</p>
<p>Planned learning activities and teaching methods</p>	<p>1. Class preparation</p> <ul style="list-style-type: none"> <li>- The teaching method will include lecturers, group discussions and individual presentations. Students must actively participate in class. Enthusiasm to read academic materials in both Vietnamese and Japanese. The emphasis will be on basic knowledge and method for the further independent researches on Vietnamese studies. Class discussions in Vietnamese provide the opportunities to rehearse his or her oral academic language in variety of ways</li> </ul>
	<p>2. The audio</p> <ul style="list-style-type: none"> <li>– visual instruments will also to help students get overview of some current news, forms of music or arts and related historic events. Student may use computer to search some necessary information on NET. The instructor will introduce to some good URL for students’ research.</li> </ul>

	<p>3. Self study and short Reports:</p> <p>- Students should prepare a class file of his own. A group work or individual short reports will be proposed. Student will practice the writing of academic papers and reports in order to build up students' independent research skills. This will be considered as one of very important skills required by this course.</p>
Language of instruction	English
Assessment/examination methods and criteria	Essay & Multiple choices

### Module 30 Managerial Accounting Compulsory

Course unit title	Managerial Accounting
Course unit code	BA010IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	
Number of ECTS credits allocated	4.64 ECTS

Name of lecturer(s)	
Learning outcomes of the course unit	CLO1. Analyze and explain key managerial accounting concepts and principles.

	<p>CLO2. Analyze and record business transactions common to the manufacture of inventory in Job order costing systems and Process costing systems</p> <p>CLO3. Explain common cost classifications and apply cost behavior concepts using cost- volume profit analysis.</p> <p>CLO4. Explain the budgeting process and prepare a variety of budgets.</p> <p>CLO5. Explain and apply the concepts underlying standard costing systems, including the analysis of variances.</p> <p>CLO6. Explain decentralization and apply related performance measurement concepts.</p> <p>CLO7. Use accounting information to make management decisions.</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<ol style="list-style-type: none"> <li>1. Introduction to Managerial Accounting</li> <li>2. Job Order Costing</li> <li>3. Process Costing</li> <li>4. Cost – Volume - Profit</li> <li>5. Budgetary Planning</li> <li>6. Budgetary Control</li> <li>7. Responsibility Accounting</li> <li>8. Standard Costs &amp; Balanced Scorecard</li> <li>9. Incremental Analysis</li> </ol>
Recommended or required reading and other learning resources/tools	<p><b><u>Required Books:</u></b>  Jerry J. Weygandt, Paul D. Kimmel and Donald E. Kieso, <i>Accounting</i>, IFRS Version, Global Edition.</p> <p>Jerry J. Weygandt, Paul D. Kimmel and Donald E. Kieso, <i>Accounting Principles</i>, Twelfth Edition, John Wiley and Sons Inc.</p> <p><b><u>Reference Books:</u></b>  Ronald Hilton, and David Platt, <i>Managerial Accounting – Creating Value in a Dynamic Business Environment</i>.  Warren C. S., Reeve. J. M. and Duchac J. E., <i>Accounting</i>, Thomson, South-Western.</p> <p><b><u>Recommended Journals</u></b></p> <p>Accounting Review</p> <p>Contemporary Accounting Research</p> <p>Journal of Accounting and Economics</p> <p>Journal of Accounting Research</p> <p>Journal of International Accounting Research Review of Accounting Studies</p> <p>Journal of Financial Reporting</p>
Planned learning activities and teaching methods	Teaching Discussion Assignment

Language of instruction	English
Assessment/examination methods and criteria	Group Presentation Multiple choice questions Short answer questions

### Module 31 Environmental Science Compulsory

Course unit title	Environmental Science
Course unit code	PE014IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p><u>Knowledge</u> : At the conclusion of the course, students should achieve the following:</p> <ol style="list-style-type: none"> <li>1. An understanding of: Environmental and environmental science terminology and concepts;</li> </ol>

	<p>Integration of environment development; Population growth, natural resources utilization and exploitation; environmental implications and mitigation measures</p> <p>d. Climate change: causes, imp and adaptation measures;</p> <ol style="list-style-type: none"> <li>2. Ability to explain natural phenomenon and environmental problems caused by human activities</li> <li>3. Ability to predict population growth, natural resource demands, waste generations in future</li> <li>4. Ability to convince people t protect environment by simple activities.</li> <li>5. Ability to suggest simple sustainable strategies to mitigate the impact human activities on the environment and n resource.</li> </ol> <p><u>Skill</u></p> <p>Effective communication: The ability to collect, analyze and organize information and to convey those information clearly and fluently, in both written and spoken forms.</p> <p>Critical argument and judgment: The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions.</p> <p><u>Attitude</u></p> <p>Learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</p>
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	Provide Professional business presentations (both oral and written)
Prerequisites and co-requisites (if applicable)	N/A

Course content	<p>General issues: Over population, exploitation and utilization of natural resource;  Environmental pollution; Green house effect and climate change; Inter-relations between pollution growth, natural resource and the environment</p> <p>Ecology: The basic of Environmental Science: Environmental, ecological factors, population, adaptation; Community (structure, interactions between living organisms)</p> <p>Population growth and utilization of natural resources and the environment: population growth; essentials for life and Increasing pressure on natural resources and the environment.</p> <p>Natural resources and current exploitation: Resources: definition, classification and properties; Current status of natural resource exploitation; Sustainable management of natural resources.</p> <p>Pollution and its impacts: soil pollution, water pollution, air pollution and Environmental remediation.</p> <p>Sustainable development: Concepts; Requirements and feasibility; Vietnam' strategies for sustainable development.</p> <p>Course Project (a campaign to improve public awareness or a study on environmental pollution or remediation.</p>
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Recommended or required reading and other learning resources/tools	Miller T.G. (2005), Environmental Science: working with the earth, 11th edition, Cengage Learning Publisher, USA. ISBN: 0495014753.
Planned learning activities and teaching methods	Lecture, Q&A, Group Discussion, Group Research Project
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

### Module 32 Business Ethics Compulsory

Course unit title	Business Ethics
Course unit code	BA020IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	Semester 1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	CLO1. Analyze ethical issues and corporate social responsibility in oral form (M) CLO2. Recognize ethical issues that arise in business and social situations in written form (R) CLO3. Employ various ethical theories and ethical concepts to interpret actions taken in business ethics (R) CLO4. Propose appropriate ethical behaviors in business and society context. (M)

Learning outcomes of the course unit	CLO1. Analyze ethical issues and corporate social responsibility in oral form (M) CLO2. Recognize ethical issues that arise in business and social situations in written form (R) CLO3. Employ various ethical theories and ethical concepts to interpret actions taken in business ethics (R) CLO4. Propose appropriate ethical behaviors in business and society context. (M)
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<ol style="list-style-type: none"> <li>1. Understanding Ethics</li> <li>2. Defining Business Ethics</li> <li>3. Organizational Ethics</li> <li>4. Corporate Social Responsibility</li> <li>5. Corporate Governance</li> <li>6. The Role of Government</li> <li>7. Blowing the Whistle</li> <li>8. Ethics and Technology</li> <li>9. Ethics and Globalization</li> <li>10. Making It Stick:</li> <li>11. Doing What’s Right in a Competitive Market</li> <li>12. Workshop —Ethical considerations in reality</li> </ol>
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Recommended or required reading and other learning resources/tools	<p>Main textbook: G Ghillyer, A. W. (2021) Business Ethics Now. 6th edn. New York: McGraw-Hill Education.</p> <p>Reference book: Ferrell, O. C., Fraedrich, J. and Ferrell, L. (2022) Business Ethics: Ethical Decision Making and</p>
Planned learning activities and teaching methods	<p>Lecture Team/Group Work Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	Short questions; essay

### Module 33 Corporate Finance Compulsory

Course unit title	Corporate Finance
Course unit code	BA054IU

Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	Semester 1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Trinh Thu Nga, Ph.D.
Learning outcomes of the course unit	<p>CLO1. Express an appreciation for the importance of financial management decisions and an interest in the issues related to decision-making of financial managers.</p> <p>CLO2. Evaluate different financial instruments understand theories related to capital structure policy; and apply them to make capital structure decisions, do valuation, and make capital budgeting decisions for firms with leverage.</p> <p>CLO3. Understand theories related to payouts and apply them in making dividend and other payout decisions.</p> <p>CLO4. Understand leasing and the process of raising capital.</p> <p>CLO5. Understand mergers and acquisitions (M&amp;A) and analyze issues related to M&amp;A. CLO6. Apply critical thinking and problem</p>

	<p>solving skills to solve problems in managerial finance.</p> <p>CLO7. Demonstrate the ability to identify and debate issues, as well as to evaluate financial information, make decisions, and reflect critically on the justification of decisions.</p> <p>CLO8. Demonstrate the ability to collect, analyze, and organize information and to convey information clearly and fluently, in both written and spoken forms.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	Fundamentals of Financial Management – BA016IU
Course content	<ol style="list-style-type: none"> <li>1. Review of Financial Management</li> <li>2. Financial statements and cash flow from assets</li> <li>3. Capital budgeting decision and investment criteria</li> <li>4. Long-term Financing: An Introduction</li> <li>5. Capital Structure: Basic Concepts</li> <li>6. Capital Structure: Limits to the use of Debt</li> <li>7. Valuation and Capital Budgeting for the Levered Firm</li> <li>8. Dividends and Other Payouts</li> <li>9. Raising Capital</li> <li>10. Leasing</li> <li>11. Mergers, Acquisitions, and Divestitures</li> </ol>
Recommended or required reading and other learning resources/tools	<p><b><u>Textbook:</u></b></p> <p>[1] Ross, S.A., Westerfield, R.W. and Jaffe, J. <i>Corporate Finance</i>. 10<sup>th</sup> edition. McGraw-Hill Irwin.</p> <p><b><u>Reference books:</u></b></p>

	<p>Brealey, R.A., Myers, S.C. and Marcus, A.J. <i>Fundamentals of Corporate Finance</i>. 5<sup>th</sup> edition. McGraw-Hill Education.</p> <p>Berk, J. and DeMarzo, P. <i>Corporate Finance</i>. 4<sup>th</sup> edition. Pearson Series in Finance.</p> <p>Bruner, R.F., Eades, K.M. and Schill, M.J. <i>Case studies in Finance – Managing for corporate value creation</i>. 6<sup>th</sup> international edition. McGraw-Hill.</p>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Class Discussion</p> <p>Group Work</p>
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 34 Business Law Compulsory

Course unit title	Business Law
Course unit code	BA081IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	1,2

Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>LO1. Understand legal concepts in Business law and start to develop base on how to communicate the legalities theoretically delivered through the course content into real social praxis for fair sustainable lifelong being.</p> <p>LO2. Understand and take responsibilities to comply with the Business law and to raise the self-motivational theme to reflect the academic knowledge through activities such as case studies from real life</p> <p>LO3. Learn to how to apply the theoretical contents into practice; to move from awareness of Business law to knowledge and action</p> <p>LO4. Learn how to approach those who do not have voices and to raise their legal rights aiming for fair social/cultural moves.</p> <p>LO5. Realize whether their prior thoughts/behavior complies with law or not and change students' previous thoughts and to act as ambassadors for social fairness and global equitable rights.</p> <p>LO6. Take responsibility to conduct activities legally and learn the base for coexistence in the society.</p> <p>LO7. Use online legal libraries and resources, video review for moot courts for effective integration and interaction between knowledge and reality</p>
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	Introduction to Vietnamese Legal System
Course content	1. Introduction to Business Law and Business Entities

	<ol style="list-style-type: none"> <li>2. Business Entity: Private Enterprise and Partnership.</li> <li>3. Business Entity: Limited Liability Companies (Two or more members)</li> <li>4. Business Entity: Limited Liability Companies (Single member and State- owned enterprise)</li> <li>5. Business Entity: Shareholding Company</li> <li>6. Business Registration and Re-organization:</li> <li>7. Law on bankruptcy</li> <li>8. Review lesson</li> <li>9. Law on Investment</li> <li>10. Contractual Law: general regulations</li> <li>11. Business Dispute Resolutions:</li> <li>12. Review lesson</li> </ol>
Recommended or required reading and other learning resources/tools	Instructor's PPT Legislation
Planned learning activities and teaching methods	Lecture, Q&A, Group Discussion, Group Research Project
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 35 Cost Accounting Compulsory

Course unit title	Cost Accounting
Course unit code	BA276IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2 <sup>nd</sup> year
Semester/trimester when the course unit is delivered	5
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO 1. Explain the role of cost accounting in the management process.</p> <p>CLO 2. Distinguish between different types of costs and cost behaviors.</p> <p>CLO 3. Apply various cost accounting techniques for planning, controlling, and decision-making.</p> <p>CLO 4. Analyze and interpret cost accounting information for business decisions.</p> <p>CLO 5. Evaluate contemporary issues and trends in cost accounting such as Transfer pricing</p>
Mode of delivery (face-to-	Face-to- face

face, distance learning)	
Prerequisites and co-requisites (if applicable)	Financial Accounting 1/ Financial Accounting 2/ Managerial Accounting
Course content	<p>Lecture 1: Cost concepts and Behavior  Lecture 3: Cost Analysis for Decision Making  Lecture 4: Cost Estimation  Lecture 5: Fundamentals of Product and Service Costing  Lecture 6: Job Order Costing  Lecture 7: Process Costing  Lecture 8: Activity-based Costing  Lecture 9: Service department and Joint Cost Allocation  Lecture 10: Business Unit Performance measurement  Lecture 11: Transfer pricing  Lecture 12: Variance Analysis</p>
Recommended or required reading and other learning resources/tools	<p><b>Textbooks:</b>  N/a, Lecturers' distributed materials.</p> <p><b>Reference books:</b>  + Articles from the Journal of Accounting and Public Policy, CGMA, CMA related materials.</p> <p><b>Additional materials provided in Blackboard</b></p> <p><b>Recommended Journals</b>  IMA Educational case journal  Advances in Management Accounting  Asia-Pacific Management Accounting Journal  Journal of Management Accounting Research  Management Accounting Frontiers  Management Accounting Quarterly  Management Accounting Research</p>

Planned learning activities and teaching methods	Lecturer's distributed materials IMA case Journal
Language of instruction	English
Assessment/examination methods and criteria	Multiple choice questions Writing question

### Module 36 Elective 1

### Module 37 Accounting Control System Elective

Course unit title	Accounting control system
Course unit code	BA278IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3 <sup>rd</sup> year
Semester/trimester when the course unit is delivered	5
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	

Learning outcomes of the course unit	CLO1. Be able to apply advanced analytical and critical thinking skills at a graduate level by utilizing information technology (IT) and applying IT in analysis and communication.
	CLO2. Demonstrate an expanded knowledge in designing and implementing a computerized relational database and retrieving selected data used in business decision making. CLO3. Analyze, build, and assess internal control weaknesses and fraud
Mode of delivery (face-to-face, distance learning)	Face-to- face
Prerequisites and co-requisites (if applicable)	Financial Accounting 1, Financial Accounting 2
Course content	<ul style="list-style-type: none"> <li>• Chapter 1: Accounting Information Systems: An Overview</li> <li>• Chapter 2: Overview of Transaction Processing and Enterprise Resource Planning Systems</li> <li>• Chapter 3. Systems Documentation Techniques</li> <li>• Chapter 5. Computer Fraud</li> <li>• Chapter 6. Computer Fraud and Abuse Techniques</li> <li>• Chapter 7. Control and Accounting Information Systems</li> <li>• Chapter 8. Information Systems Controls for System Reliability-Part 1: Information Security</li> </ul>

	<ul style="list-style-type: none"> <li>• Chapter 9. Information Systems Controls for System Reliability-Part 2: Confidentiality and Privacy</li> <li>• Chapter 10. Information Systems Controls for System Reliability-Part 3: Processing Integrity</li> </ul>
	<p>and Availability</p> <ul style="list-style-type: none"> <li>• Chapter 11. Auditing Computer-Based Information Systems</li> <li>• Chapter 12. The Revenue Cycles: Sales to Cash Collections</li> <li>• Chapter 13. The Expenditure Cycles: Purchasing to Cash Disbursements</li> <li>• Chapter 4. Relational Databases</li> <li>• Chapter 17. Database Design Using REA Data Model</li> <li>• Chapter 18. Implementing an REA Data Model in a Relational Database</li> </ul>
<p>Recommended or required reading and other learning resources/tools</p>	<p>Systems Understanding Aid (1 per group)  Publisher: Armond Dalton Publishers, Inc.; 7th edition (2008) ISBN-10: 0912503270 ISBN-13: 978-0912503271  Systems Understanding Aid (1 per group) Publisher: Armond Dalton Publishers, Inc.; 7th edition (2008) ISBN-10: 0912503270 ISBN-13: 978-0912503271  Additional materials provided in Blackboard  Recommended Journals  Accounting Review Accounting Horizons  Contemporary Accounting Research Journal of Accounting and Economics Journal of Accounting</p>

	Research Journal of Management Accounting Research Review of Accounting Studies International Journal of Accounting Information Systems
Planned learning activities and teaching methods	Teaching; Discussion Presentation / Quiz
Language of instruction	English
Assessment/examination methods and criteria	Multiple choice questions Writing questions

### Module 38 Business Communication Compulsory

Course unit title	Business communication
Course unit code	BA006IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3 <sup>rd</sup> year
Semester/trimester when the course unit is delivered	1,2

Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>LO1. Identify the role and process of communication as a means of achieving organizational objectives.</p> <p>LO2. Define communication and explain communication barriers.</p> <p>LO3. Identify the different types of writing performed by business professionals in each of the various functional areas of business</p> <p>LO4. Strengthen perception skills by embracing professionalism; by recognizing nonverbal responses; by improving listening skill; and by analyzing personal value systems; role and status, and cultural differences in organizational communication.</p> <p>LO5. Apply a clear, concise, convincing, and correct style of writing for business purposes.</p> <p>LO6. Complete an accurate, complete resume and cover letter.</p> <p>LO7. Conduct well-prepared interviews and complete follow-up employment correspondence.</p> <p>LO8. Demonstrate the ability to present effective oral reports.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<p>12. Chapter 1: Communicating in the Digital-Age Workplace</p> <p>13. Chapter 11: Professionalism at Work: Business Etiquette, Ethics, Teamwork, and Meetings</p> <p>14. Chapter 12: Business Presentations</p> <p>15. Chapter 2: Planning Business Messages</p> <p>16. Chapter 3: Organizing and Drafting Business Messages</p> <p>17. Chapter 4: Revising Business Messages</p> <p>18. Chapter 5: Short Workplace Messages and Digital Media</p> <p>19. Chapter 6: Positive Messages</p> <p>20. Chapter 7: Negative Messages</p> <p>21. Midterm Review</p> <p>22. Chapter 8: Persuasive and Sales Messages</p> <p>23. Chapter 9: Informal Reports</p> <p>24. Chapter 10: Proposals and Formal Reports</p> <p>25. Chapter 13: The Job Search and Resumes in the Digital Age</p> <p>26. Chapter 14: Interviewing and Following Up</p> <p>27. Group Presentation</p> <p>28. Group Presentation</p>
Recommended or required reading and other learnin g resources/tools	<p>Main textbooks:</p> <p>Mary Ellen Guffey &amp; Dana Loewy, Essentials of Business Communication, 10th edition, Thompson South Western.</p> <p>IM, Video, PPT</p>
Planned learning activities and teaching methods	Lecture, Q&A, Group Discussion, Group Research Project
Language of instruction	English

Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions
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### Module 39 International Financial Management Elective

Course unit title	International Financial Management
Course unit code	BA051IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	
Semester/trimester when the course unit is delivered	Semester 1, 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Asso. Prof. Vo Thi Quy (PhD)
Learning outcomes of the course unit	<p>CLO1. Demonstrate an understanding of international financial theories and applications pertaining to, e.g., exchange rate determinants, foreign exchange exposure, foreign direct investment, currency hedging.</p> <p>CLO2. Can apply international financial theories to identify the opportunity of arbitrage, predict exchange movement direction, analyze the impact of exchange movement on international trade and foreign direct investment.</p> <p>CLO3. Can analyze the impact of government intervention on exchange rate movement direction.</p> <p>CLO4. Demonstrate communication, presentation,</p>

	<p>and written skills and teamworking. Develop critical and analytical skills and the ability to work independently.</p> <p>CLO5. Apply ethical practices in financial information conduct.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Multinational Financial Management: An Overview</p> <p>International Flow of Funds</p> <p>International Financial Markets</p> <p>Exchange Rate Determination</p> <p>Currency Derivatives</p> <p>Government Influence on Exchange Rates</p> <p>International Arbitrage and Interest Rate Parity</p> <p>Relationships among Inflation, Interest Rates, and Exchange Rates</p> <p>Measuring Exposure to Exchange Rate Fluctuations</p> <p>Managing Transaction Exposure</p>
	<p>Managing Economic Exposure and Translation Exposure</p> <p>Direct Foreign Investment</p> <p>Multinational Capital Budgeting</p> <p>Multinational Capital Structure and Cost of Capital</p>

Recommended or required reading and other learning resources/tools	<p>Textbooks:</p> <p>[1] International Financial Management, 14th edition, Jeff Madura (2021) – Cengage Technology Edition (Asia version)</p> <p>[2] International Financial Management, 8th edition. Cheol Eun, Bruce Resnick (2018) - McGraw-Hill Education.</p> <p>Other data sources:</p> <p>[3] <u>Wall Street Journal: <a href="http://www.ws.com">www.ws.com</a></u></p> <p>[4] <u>Yahoo Finance: <a href="http://finance.yahoo.com">http://finance.yahoo.com</a></u></p> <p>[5]. <u>Bloomberg Net: <a href="http://www.bloomberg.com">www.bloomberg.com</a></u></p> <p>[6] <u>Financial Times: <a href="http://www.ft.com">www.ft.com</a></u></p> <p>[7] <u>IMF: <a href="http://www.imf.org">www.imf.org</a></u></p> <p>[8] <u>World Bank: <a href="http://www.worldbank.com">www.worldbank.com</a></u></p> <p>[9]. <u>ADB: <a href="https://www.adb.org">https://www.adb.org</a></u></p>
Planned learning activities and teaching methods	Lecture, Q&A, Homework, Group research project (presentation & Report)
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

#### Module 40 Corporate Governance Elective

Course unit title	Corporate Governance
Course unit code	BA213IU
Type of course unit (compulsory, optional)	Elective

Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3 <sup>rd</sup> year
Semester/trimester when the course unit is delivered	
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Ms. Phan, Ngoc Anh
Learning outcomes of the course unit	<p>CLO1. Express an appreciation for understanding goals and objectives of corporate governance that facilitates the relationship between stakeholders of the company.</p> <p>CLO2. Explain and apply theories about the roles of different governance mechanisms in improving the performance of companies</p> <p>CLO3. Assess the primary roles of different governance bodies within a company, such as the board of directors, nomination committees, and audit committees</p> <p>CLO4. Locate differences between corporate governance rules in different countries and examine the advantages and disadvantages of different governance rules and why they are changing over time</p> <p>CLO5. Use empirical studies as tools for an evaluation of corporate governance rules and practices.</p> <p>CLO6. Demonstrate the ability to deliver an effective oral presentation with appropriate visuals.</p>

	CLO7. Demonstrate the ability to produce a clear and concise written report that demonstrates advanced understanding of key concepts in corporate governance.
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Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Introduction to CG</li> <li>2. Theories and philosophies of CG</li> <li>3. Disclosure and Transparency</li> <li>4. Shareholders rights and ownership structures</li> <li>5. Board Structures and Duties</li> <li>6. Executive Performance Appraisal and Compensation</li> <li>7. Financial Oversight</li> <li>8. Succession Planning</li> </ol>
Recommended or required reading and other learning resources/tools	<p>[1] Tricker, R. (2009) Corporate Governance: Principles, Policies and Practices. Oxford University Press.</p> <p>[2] Solomon, J. (2010) Corporate Governance and Accountability. 3rd edn. John Wiley &amp; Sons.</p> <p>[3] Monks and Minow (2011) Corporate Governance. 5th edn. John Wiley &amp; Sons.</p> <p>[4] IFC (2010) Corporate Governance Manual for Vietnam</p>
Planned learning activities and teaching methods	Lecture, project.
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 41 Auditing Compulsory

Course unit title	Auditing
Course unit code	BA057IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd year
Semester/trimester when the course unit is delivered	3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>Attitude</p> <p>CLO1. Demonstrate professional competence and professional prudence in assessing accounting and auditing situations.</p> <p>Knowledge</p> <p>CLO2. Understand the role of management in the preparation of financial reports and the role of auditor in the preparation of audit reports.</p> <p>CLO3. Understand fundamental audit concepts</p> <p>CLO4. Understand audit program and be able to distinguish types of audit reports</p> <p>Skills</p> <p>CLO5. Identify and evaluate material business risks in accordance with Auditing Standards.</p> <p>CLO6. Identify and test internal control procedures.</p> <p>CLO7. Apply audit programs to test operation cycles and draw conclusions.</p>

Mode of delivery (face-to-face, distance learning)	face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Introduction To Assurance And Financial Statement Auditing</p> <p>Basic auditing concepts: Risk assessment, Materiality, and Evidence</p> <p>Audit Planning and Types of Audit Tests</p> <p>Understanding and Auditing Internal Control</p> <p>Statistical and No statistical Sampling Tools for Auditing</p> <p>Auditing Cash and Investments</p> <p>Auditing the Financing/Investing Process: Prepaid Expenses, Intangible Assets, and Property, Plant, and Equipment</p> <p>Auditing the Purchasing Process</p> <p>Auditing the Revenue Process</p> <p>Auditing the Inventory Management Process</p> <p>Completing The Audit and Reporting Responsibilities</p>
Recommended or required reading and other learning resources/tools	<p>Auditing and Assurance Services: A Systematic Approach, 9/e, <i>William F. Messier, Jr., Steven M. Glover, and Douglas F. Prawitt</i>, McGraw-Hill, 2013 (ISBN: 9781259162343).</p>
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	short-answer questions, problem solving questions

### Module 42 Management Decisions and Financial Reporting Compulsory

Course unit title	Management Decisions and Financial Reporting
Course unit code	BA222IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd year
Semester/trimester when the course unit is delivered	3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1. Express an appreciation for financial report objectives of business according international accounting standard.</p> <p>CLO2. Demonstrate knowledge of basic theorems of accounting and the role of financial regime.</p> <p>CLO3. Apply knowledge of financial standards to identify and prepare the financial reports according to GAAP and IFRS.</p> <p>CLO4. Apply knowledge of financial standards to identify and prepare the financial reports according to GAAP and IFRS.</p>
Mode of delivery (face-to-face, distance learning)	face-to- face
Prerequisites and co-requisites (if applicable)	Principles of Accounting, Financial Accounting
Course content	<p>The Economic and Institutional Setting for Financial Reporting</p> <p>Accrual Accounting and Income Determination</p> <p>Structure of Financial Statements</p>

	Receivables Long-lived Assets Financial Instruments as Liabilities Financial Reporting for Leases Financial Reporting for Owner's Equity Intercorporate Equity Investments
Recommended or required reading and other learning resources/tools	Revsine, Collins, Johnson, Mittelstaedt, and S <i>Financial Reporting &amp; Analysis</i> , 6th edition, McGraw Hill Education
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	

#### Module 43 Financial Statement Analysis Compulsory

Course unit title	Financial Statement Analysis
Course unit code	BA277IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd year
Semester/trimester when the course unit is delivered	3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	

Learning outcomes of the course unit	<p>CLO1 -Analyse and interpret the financial statements and related footnotes prepared by real companies.</p> <p>CLO2 -Discuss implication of IFRS issues.</p> <p>CLO3 -Achieve knowledge of the field of the study.</p> <p>CLO4 -Analyse and organise financial information and to convey those information clearly and fluently, in both written and spoken forms.</p> <p>CLO5 -Define and analyse problems, as well as to evaluate information in IFRS financial statements, to make decisions, and to reflect critically on the justification for decisions.</p>
Mode of delivery (face-to-face, distance learning)	face-to- face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Lecture 1: Introduction to International Financial Reporting Standards</p> <p>Lecture 2: Conceptual Framework for Financial Reporting</p> <p>Lecture 3: Presentation Of Financial Statements</p> <p>Lecture 4: Statement Of Financial Position</p> <p>Lecture 5: Statements of Profit Or Loss And Other Comprehensive Income, And Changes in Equity</p> <p>Lecture 6: Statement of Cash Flows</p> <p>Lecture 7: Accounting Policies, Changes in Accounting Estimates And Errors</p> <p>Lecture 8: First-time Adoption of International Financial Reporting Standards</p> <p>Lecture 9: Financial Instruments</p> <p>Lecture 10: Forecasting Financial Statements</p>
Recommended or required reading and other learning resources/tools	IFRS Accounting Standards

Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	

#### Module 44 Internship Compulsory

Course unit title	Internship
Course unit code	BA153IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd year
Semester/trimester when the course unit is delivered	3
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	

Learning outcomes of the course unit	<p>CLO1. Consolidating theoretical knowledge that have been taught into practice</p> <p>CLO2. Employ new professional skills</p> <p>CLO3: Observe and participate in business operations and decision-making.</p> <p>CLO4 Meet professional role models and potential mentors who can provide guidance, feedback, and support.</p> <p>CLO5. Expand network of professional relationships and contacts</p> <p>CLO6 Develop a solid work ethic as well as a commitment to ethical conduct and social responsibility</p>
Mode of delivery (face-to-face, distance learning)	
Prerequisites and co-requisites (if applicable)	N/A
Course content	
Recommended or required reading and other learning resources/tools	
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Report

### Module 45 Business Research Methods Compulsory

Course unit title	Business Research Methods
Course unit code	BA161IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	4th year
Semester/trimester when the course unit is delivered	1
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1 to describe basic concepts in business research method</p> <p>CLO2 to identify research problems/gaps and produce research questions or proposals</p> <p>CLO3 to conduct scientific research and write scientific research reports</p> <p>CLO4 to learn within teams, identify ethical issues in research and recognize the need to adhere to ethical guidelines when conducting research</p>

Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<ol style="list-style-type: none"> <li>1. Introduction to Business Research</li> <li>2. The Research Process: An Overview</li> <li>3. Research Question Formulation (Cont.)</li> <li>4. Research Process &amp; Proposal</li> <li>5. Research Design (1):</li> <li>6. Research design (2)</li> <li>7. Research design (3)</li> <li>8. Sampling methods for quantitative studies</li> <li>9. Measurement Issues (1)</li> <li>10. Measurement Issues (2)</li> <li>11. Data Screening and Preparation</li> <li>12. Hypothesis testing</li> <li>13. Measures of association</li> <li>14. Biases and Threats to reliability and validity</li> <li>15. Student presentation and course review</li> </ol>

Recommended or required reading and other learning resources/tools	<p>The following text and references are essential for the course.</p> <p>Textbook:</p> <ol style="list-style-type: none"> <li>1. Cooper, R.D. &amp; Schindler, S.P. (2011). <i>Business Research Methods</i>. 12nd Ed. McGraw- Hill Irwin. NY.</li> <li>2. Bhattacharjee (2012), <i>Social Science Research: Principles, Methods, and Practices</i></li> <li>3. Woodside (2010), <i>Case Study Research: Theory, Methods, Practice</i></li> </ol> <p>* Used with kind permission from the University of New South Wales</p> <p>References:</p> <ol style="list-style-type: none"> <li>1. Hancock and Algozzine (2006), <i>Doing case study research: a practical guide for beginning researchers</i>.</li> <li>2. Dul and Hak (2008), <i>Case study Methodology in Business Research</i>.</li> <li>3. Yin (2009), <i>Case study research: design and methods</i></li> </ol>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	<p>Written Report</p> <p>Exam</p>

### Module 46 Investment Banking Compulsory

Course unit title	Corporate Governance
Course unit code	BA213IU
Type of course unit (compulsory, optional)	Compulsory

Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd or 4th year
Semester/trimester when the course unit is delivered	Semester 1
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Phan, Ngoc Anh, MBA.
Learning outcomes of the course unit	<p>CLO1. Express an appreciation for understanding goals and objectives of corporate governance that facilitates the relationship between stakeholders of the company.</p> <p>CLO2. Explain and apply theories about the roles of different governance mechanisms in improving the performance of companies</p> <p>CLO3. Assess the primary roles of different governance bodies within a company, such as the board of directors, nomination committees, and audit committees</p> <p>CLO4. Locate differences between corporate governance rules in different countries and examine the advantages and disadvantages of different governance rules and why they are changing over time</p> <p>CLO5. Use empirical studies as tools for an evaluation of corporate governance rules and practices.</p> <p>CLO6. Demonstrate the ability to deliver an effective oral presentation with appropriate visuals.</p> <p>CLO7. Demonstrate the ability to produce a clear and concise written report that demonstrates advanced understanding of key concepts in corporate governance.</p>

Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Introduction to CG</p> <p>Theories and philosophies of CG</p> <p>Disclosure and Transparency</p> <p>Shareholders rights and ownership structures</p> <p>Board Structures and Duties</p> <p>Executive Performance Appraisal and Compensation</p> <p>Financial Oversight</p> <p>Succession Planning</p>
Recommended or required reading and other learning resources/tools	<p>[1] Tricker, R. (2009) Corporate Governance: Principles, Policies and Practices. Oxford University Press.</p> <p>[2] Solomon, J. (2010) Corporate Governance and Accountability. 3rd edn. John Wiley &amp; Sons.</p> <p>[3] Monks and Minow (2011) Corporate Governance. 5th edn. John Wiley &amp; Sons.</p> <p>[4] IFC (2010) Corporate Governance Manual for Vietnam</p>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions,

### Module 47 Workshop 2 on Finance Compulsory

Course unit title	WORKSHOP 2 ON FINANCIAL
Course unit code	BA257IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	4 <sup>th</sup> year
Semester/trimester when the course unit is delivered	1,2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>By attending Workshop 2, students will be able to</p> <p>CLO1- Identify the key factors effecting the Credit Analysis and Rating</p> <p>CLO2 - Understand and explain the merits of firm IPO</p> <p>CLO3 - Explain the process of M&amp;A deal and determinate the firm valuation</p> <p>CLO4 - Explain the Trading behavior in Vietnam market</p> <p>CLO5 - Identify and explain the procedure of Taxation in Vietnam</p> <p>CLO6 - Measuring and managing operating exposure of company restructuring</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face

Prerequisites and co-requisites (if applicable)	N/A
Course content	<ul style="list-style-type: none"> <li>17. Credit Analysis and rating in Practices under Vietnamese settings</li> <li>18. How to go public (Initial Public Offering - IPO)</li> <li>19. Mergers and Acquisitions (M&amp;A) deal and market</li> <li>20. Trading behavior of investors in Vietnam stock market</li> <li>21. Taxation Practices in Vietnam</li> <li>22. Company Restructuring</li> </ul>
Recommended or required reading and other learning resources/tools	Lecture slides and handouts, hands-on learning experiences, detailed and informative educational videos
Planned learning activities and teaching methods	<ul style="list-style-type: none"> <li>Lecture</li> <li>Team/Group Work</li> <li>Presentation</li> </ul>
Language of instruction	English
Assessment/examination methods and criteria	Report

## Module 48 Advanced Financial Reporting and Analysis Compulsory

Course unit title	Advanced Financial Reporting and Analysis
Course unit code	BA279IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3th year
Semester/trimester when the course unit is delivered	Semester 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1.Understand and evaluate accounting theories and regulations regarding advanced accounting issues in business combinations and consolidation, group reporting and financial instruments.</p> <p>CLO2.Deconstruct, analyse relevant accounting standards, and demonstrate the ability to apply them</p> <p>CLO3.Translate foreign currency financial statements</p> <p>CLO4.Recognise financial instruments and analyse their effects on financial statements</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	Principles of Accounting, Financial Accounting

Course content	<p>Chapter 1. Group Reporting I: Concepts and Context</p> <p>Chapter 2. Group Reporting I: Concepts and Context</p> <p>Chapter 3. Group Reporting II: Application of the Acquisition Method under IFRS 3</p> <p>Chapter 3. Group Reporting II: Application of the Acquisition Method under IFRS 3</p> <p>Chapter 4. Group Reporting III: Accounting for Business Combinations and Non-Controlling Interests under IFRS 3 in Post-Acquisition Periods</p> <p>Chapter 5. Group Reporting IV: Consolidation under IFRS 10</p> <p>Chapter 6. Group Reporting V: Equity Accounting under IAS 28</p> <p>Chapter 8. Accounting for the Effects of Changes in Foreign Exchange Rates</p> <p>Chapter 9. Financial Instruments: Classification, Recognition and Measurement</p> <p>Chapter 10. Accounting for Derivatives and Hedge Accounting</p> <p>Chapter 11. Accounting for Taxes on Income</p>
Recommended or required reading and other learning resources/tools	<p>Textbooks:</p> <p>Tan, Pearl and Lee, Peter, Advanced Financial Accounting: An IAS and IFRS Approach (second edition, 2014), McGraw-Hill. ISBN: 9781259011771</p>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

## Module 49 Advanced Auditing Compulsory

Course unit title	Advanced Auditing
Course unit code	BA280IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3th year
Semester/trimester when the course unit is delivered	Semester 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p>CLO1.Explain the concept of audit and assurance and the scope, role and function of internal audit and internal control, corporate governance, including ethics and professional conduct.</p> <p>CLO2.Demonstrate how the auditor assesses the risk of material misstatement (whether arising from fraud or other irregularities) and implements quality control.</p> <p>CLO3.Describe and evaluate internal controls, techniques and audit tests, including IT systems to identify and communicate control risks and their potential consequences, making appropriate recommendations.</p> <p>CLO4.Explain how consideration of subsequent events and the going concern principle can inform the conclusions from audit work and are reflected in different types of auditor's report, written representations and the final review and report.</p> <p>CLO5.Draw conclusions for relevant management assertions in simple situations.</p>

Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Chapter 1: Executive review of Auditing</p> <p>Chapter 2: Computer-assisted Audit Techniques (CAATs) and Audit Documentation</p> <p>Chapter 3: Fraud</p> <p>Chapter 4: Legal Liabilities and Quality Control</p> <p>Chapter 5: Not for profit Organization Audit</p> <p>Chapter 6: Audit Finalization and Final Review</p> <p>Chapter 7: Independent Auditor's report</p> <p>Revision session 1</p> <p>Midterm exam</p> <p>Chapter 8: Corporate Governance</p> <p>Chapter 9: Risks Assessment and Management</p> <p>Chapter 10: Professional Conducts and Independence</p> <p>Chapter 11: Internal Audit (IA)</p> <p>Chapter 12: Internal Control</p>
Recommended or required reading and other learning resources/tools	<p>Textbooks:</p> <ol style="list-style-type: none"> <li>1. Auditing &amp; Assurance Services: A Systematic Approach 7th edition by Messier, Glover &amp; Prawitt, published by McGraw-Hill, 2010. ISBN 978-0-07-352708-6.</li> <li>2. ACCA Applied Skills Audit and Assurance (AA) Workbook by BPP Learning, 2022.</li> </ol>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

## Module Elective 2

Elective courses (selected 5 courses)

## Elective Module 1 Business Analysis and Evaluation

Course unit title	Business Analysis and Evaluation
Course unit code	BA065IU
Type of course unit (compulsory, optional)	Compulsory/Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3th year
Semester/trimester when the course unit is delivered	Semester 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Dr. Tien C Ng

Learning outcomes of the course unit	<p><u>Knowledge</u>  CLO1&amp;CLO2. Understand the financial statements and the reporting strategy of companies; be familiar with a framework for making business decisions using financial statement data information; be familiar with valuation methods and identify strengths and weaknesses of each method;  CLO2&amp;CLO3. Can apply the analysis framework to estimate publicly-traded common stock values, using financial statement data as primary data source</p> <p><u>Skill</u>  CLO2 &amp; CLO3. Can analyze and evaluate existing market prices and estimate forecasts implied by those prices; Can evaluate and discuss the sensitivity of estimated stock values to various assumptions  CLO4. Provide professional business presentation (both oral and written)  CLO4. Conduct applied business research (including locating and critically interpreting and evaluating firm-specific financial information)</p> <p><u>Attitude</u>  CLO5. Can learn independently and assume responsibility for the learning process  CLO5. Can learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	<ul style="list-style-type: none"> <li>- Financial Accounting – BA184IU</li> <li>- Fundamental of Financial Management BA016IU</li> <li>- Corporate Finance – BA054IU</li> </ul>

Course content	<p>Framework for Business Analysis &amp; Valuation</p> <p>Business Strategy Analysis</p> <p>Accounting Analysis</p> <p>Financial Ratio Analysis and Market Tests</p> <p>Prospective Analysis: Introduction to Valuation Methods</p> <p>Prospective Analysis: Forecasting of Free Cash Flows</p> <p>Equity Security Valuation</p> <p>M&amp;A Valuation</p> <p>Workshop and Group Presentation</p>
Recommended or required reading and other learning resources/tools	<p>Textbooks:</p> <p>[1] Palepu, K. G., Healy P. M. &amp; Bernard V. L. Business Analysis and Valuation: Using Financial Statement, Cincinnati, Ohio: South-Western Publishing Co. (any recent edition)</p> <p>[2] Pinto, J.E., Henry, E., Robinson, T.R. &amp; Stowe, J.D. Equity Asset Valuation, Wiley Finance (any recent edition)</p> <p>[3] Damodaran, A. Damodaran on Valuation.</p>
Planned learning activities and teaching methods	<p>Lecture</p> <p>Team/Group Work</p> <p>Presentation</p>
Language of instruction	English
Assessment/examination methods and criteria	MCQ, short-answer and long-answer questions

### Elective Module 2 Portfolio Theory and Investment Analysis

Course unit title	Portfolio Theory and Investment Analysis
Course unit code	BA138IU
Type of course unit (compulsory, optional)	Compulsory/Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor

Year of study when the course unit is delivered (if applicable)	3th year
Semester/trimester when the course unit is delivered	Semester 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Nhung H. Le, Msc. Hong X. Vo, Phd.
Learning outcomes of the course unit	<p>CLO1: Understand the role and importance of the risk/return relationship to the asset allocation decision.</p> <p>CLO2: Understand and explain the relevance of the efficient market hypothesis.</p> <p>CLO3: Explain the capital asset pricing models.</p> <p>CLO4: Explain the portfolio management strategies for different asset classes.</p> <p>CLO5: Understand how to evaluate portfolio performance.</p> <p>CLO6: develop a set of academic skills which include the ability to work independently as well to cooperate with peers, to utilize library resources (e.g. textbooks, academic journals etc) and to search the web in conducting assignments;</p> <p>CLO7: develop critical thinking and problem-solving skills; and</p> <p>CLO8: develop excellent oral and written communication skills and to be able to work independently and to lead / participate in groups.</p> <p>CLO9. Can learn independently and assume responsibility for the learning process</p> <p>CLO10. Can learn within teams (such skills as task assignment and management, conflict resolution and co-operation, consensus building, and leadership)</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	-Fundamental of Financial Management – BA016IU
Course content	Introduction to modern portfolio theory. Portfolio management strategies.

	<p>Pricing models of financial instruments such as stocks.</p> <p>Evaluation of portfolio risk and return compared to the benchmarks.</p> <p>Capital Asset Pricing Model (CAPM) Issues in finance.</p>
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Recommended or required reading and other learning resources/tools	Relley, F. K. and Brown, K. C. (2012), Investment Analysis and Portfolio Management, Thomson South-Western. (RB) (any recent edition)
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Elective Module 3 Financial Institutions and Markets

Course unit title	Financial Institutions and Markets
Course unit code	BA134IU
Type of course unit (compulsory, optional)	
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	2nd year
Semester/trimester when the course unit is delivered	Semester 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Vo Thi Quy, PhD.

Learning outcomes of the course unit	<p>CLO1. Understand the function of financial markets and financial institutions in the economy, the role and actions of the central bank in conducting monetary policy, and the operation of major financial institutions in the economy</p> <p>CLO2. Can analyze the factors influencing interest rates and forecast interest rates movement under monetary policy conducted by the central bank.</p> <p>CLO3. Can analyze the impact of government intervention on money supply through the tools of open markets.</p> <p>CLO4. Demonstrate communication, presentation, and written skills and teamworking. Develop critical and analytical skills and the ability to work independently</p> <p>CLO5. Apply ethical practices in financial information conduct.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Overview of Financial Markets and Institutions</p> <p>Determinants of Interest Rate</p> <p>Central Banking and the Conduct of Monetary Policy</p> <p>The Money Markets The Bond Market The Stock Market</p> <p>The Foreign Exchange Market Derivative Securities Markets</p> <p>Commercial Banks: Industry Overview and Regulation</p> <p>Securities Firms and Investment Banks</p> <p>The Mutual Fund, Insurance Companies and Pension Funds</p>
Recommended or required reading and other learning resources/tools	<p>[1] Sounders, Cornett, Erhemjamts, Financial Markets and Institutions, 8th Edition, McGraw Hill, 2022.</p> <p>[2] <a href="#">UNCTAD</a> (United Nations Conference on Trade and Development)</p> <p>[3] <a href="#">WTO</a> (World Trade Organization)</p> <p>[4] Business Week</p>

	[5] The Economist [6] Fortune [7] <a href="#">Forbes</a>
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

#### Elective Module 4 Logistic and Supply Chain Management

Course unit title	Logistic and Supply Chain Management
Course unit code	IS029IU
Type of course unit (compulsory, optional)	Elective
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd or 4th year
Semester/trimester when the course unit is delivered	
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	

Learning outcomes of the course unit	<p>After completing the course, students should be able to:</p> <ul style="list-style-type: none"> <li>• Understand how to manage Supply Chain and Logistics in real companies.</li> <li>• To develop research skills appropriate to the Logistics and Supply Chain Management discipline.</li> <li>• To plan and achieve goals and meet challenges and deadlines.</li> <li>• To learn to work as a collaborative team member.</li> </ul>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	The course presumes a basic understanding of calculus, probability, statistics, and linear programming.
Course content	<p>Lecture 1: Fundamentals of Logistics and Supply Chain Management  Lecture 2 and 3: Locating Facilities  Lecture 4 and 5: Planning Resources  Lecture 6 and 7: Controlling Material Flow  Lecture 8: Procurement  Lecture 10: Inventory Management  Lecture 11: Warehouse &amp; Material Handling  Lecture 12: Project Presentation and Final Review</p>
Recommended or required reading and other learning resources/tools	<p>Textbook:  Logistics - An Introduction to Supply Chain Management, Donald Waters, PALGRAVE MACMILLAN, 2003.  Reference Books:  Supply Chain Logistics Management, Donald J. Bowersox, David J. Closs and M. Bixby Cooper, McGraw Hill, 2002.</p>
Planned learning activities and teaching methods	Lectures, group assignments & presentation, examinations.
Language of instruction	English

Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions
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### Elective Module 5 Leadership

Course unit title	Leadership
Course unit code	BA098IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd or 4th year
Semester/trimester when the course unit is delivered	
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	
Learning outcomes of the course unit	<p><u>Knowledge</u></p> <p>CLO1. To understand what leadership is and what leaders do.</p> <p>CLO2. To become aware of the importance of power and influence in shaping effective leadership, discover some leadership styles and to be able to apply reflection in developing effective leadership knowledge, skills and abilities.</p> <p><u>Skill</u></p> <p>CLO3. To recognize and understand different approaches to and models of leadership.</p> <p>CLO4. The ability to identify and debate critical issues / problems, as well as to evaluate financial information, make decisions and reflect critically on the justification for decisions</p> <p><u>Attitude</u></p> <p>CLO5. To identify hazards to effective leadership</p>

	including but not limited to ethical, personal, and organizational issues.
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A
Course content	<p>Chapter 1: Who Is a Leader and What Skills Do Leaders Need?</p> <p>Chapter 2: Leadership Traits and Ethics</p> <p>Chapter 3: Leadership Behavior and Motivation</p> <p>Chapter 4: Contingency Leadership Theorie</p> <p>Chapter 5: Influencing: Power, Politics, Networking, and Negotiation</p> <p>Chapter 6: Communication, Coaching, and Conflict Skills</p> <p>Chapter 7: Leader–Member Exchange and Followership</p> <p>Chapter 8: Team Leadership and Self-Managed Teams</p> <p>Chapter 9: Charismatic and Transformational Leadership</p> <p>Chapter 10: Leadership of Culture, Ethics, and Diversity</p> <p>Chapter 11: Strategic Leadership and Change Management</p> <p>Chapter 12: Crisis Leadership and the Learning Organization</p>
Recommended or required reading and other learning resources/tools	<p>Textbook:</p> <p>Lussier, R. N., &amp; Achua, C. F. (2016). Leadership: Theory, Application, &amp; Skill Development (6th edition). Cengage Learning.</p>
Planned learning activities and teaching methods	Lectures, group assignments & presentation, examinations.
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

## Elective Module 6 Working Capital Management

Course unit title	Working Capital Management
Course unit code	BA220IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit (according to EQF: first cycle Bachelor, second cycle Master)	Bachelor
Year of study when the course unit is delivered (if applicable)	3rd or 4th year
Semester/trimester when the course unit is delivered	Semester 1 or 2
Number of ECTS credits allocated	4.64 ECTS
Name of lecturer(s)	Vo Thi Quy, PhD.
Learning outcomes of the course unit	<p>CLO1. Understand the components of current assets and, operating cycle and cash conversion cycle, working capital investment and financing policy</p> <p>CLO2. Can analyze the impact of working capital investment policy on firm performance.</p> <p>CLO3. Can analyze the impact of working capital financing policy on firm performance.</p> <p>CLO4. Demonstrate communication, presentation, and written skills and teamworking. Develop critical and analytical skills and the ability to work independently.</p> <p>CLO5. Apply ethical practices in financial information conduct.</p>
Mode of delivery (face-to-face, distance learning)	Face-to-face
Prerequisites and co-requisites (if applicable)	N/A

Course content	<ol style="list-style-type: none"> <li>1. Overview of Working capital management Cash Management and Fraud presentation</li> <li>2. Cash – Credit and Short-term financial instruments Cash Budgeting - Comprehensive case discussion Concentration Banking and Financial Institution Relationships</li> <li>3. Accounts Receivable and Working Capital Issues Inventory and Working Capital Issues</li> <li>4. Payables and Working Capital Issues WCM and Short-term Financing Information and Working Capital</li> <li>5. Managing the Working Capital Cycle</li> </ol>
Recommended or required reading and other learning resources/tools	<p>[10] Working Capital Management – Application and Cases. Copyright 2014. James Sagner – Publisher Wiley.</p> <p>[11] Short-Term Financial Management, Maness and Zietlow, 3rd edition</p>
Planned learning activities and teaching methods	Lecture Team/Group Work Presentation
Language of instruction	English
Assessment/examination methods and criteria	Multiple-choice questions, short-answer questions, problem solving questions

### Module 50 Thesis

Course unit title	Thesis
Course unit code	EFA__IU
Type of course unit (compulsory, optional)	Compulsory
Level of course unit	Bachelor
Year of study when the course unit is delivered (if applicable)	4th year
Semester/trimester when the course unit is delivered	Semester 1 or 2
Number of ECTS credits allocated	19.64
Name of lecturer(s)	

Learning outcomes of the course unit	<p>CLO1. Express clear-cut arguments on a specific question</p> <p>CLO2. Demonstrate good knowledge of contemporary theoretical background relevant to the topic in the consideration</p> <p>CLO3. Decide on the appropriate methodology (techniques, methods, models, etc.) to address the topic</p> <p>CLO4. Provide a systematic and critical review of relevant theoretical and empirical studies</p> <p>CLO5: Collect and analyze data properly that produce valid insights into the question</p> <p>CLO6. Present (estimation) results in such a way that is understandable to wide audience.</p>
Mode of delivery (face-to-face, distance learning)	
Prerequisites and co-requisites (if applicable)	Research Methods in Economics/Finance/Accounting, Internship, and at least 114 accumulated credits
Course content	
Recommended or required reading and other learning resources/tools	
Planned learning activities and teaching methods	
Language of instruction	English
Assessment/examination methods and criteria	Thesis defense