



THE LIST OF COURSES OF MANAGEMENT DEPARTMENT

NO.	COURSE CODES	COURSES	Credits	Offered Course			Prerequisite Courses
				C/E	Odd	Even	
Personality Development Courses (MPK)							
1	PDC 4001-4005	Religion	3	C	V		
2	PDC 4007	Indonesian Values and Ideology	3	C	V		
3	PDC 4008	Indonesian Language & Culture	3	C		V	
Basic Knowledge and Skills Courses (MKK)							
1	BKC 4001	English for Business and Writing Skills	3	C	V		
2	MEF 1210	Introductory to Accounting	4	C	V		
3	MEF 1211	Mathematics for Business and Management	4	C	V		
4	MEF 1212	Principles of Economics	4	C	V		
5	MEF 1213	Principles of Management	4	C	V		
6	MEF 1215	Statistics	4	C		V	Mathematics for Business and Management
7	MEC 1216	Business Research Method	4	C		V	Statistics, Strategic Management
8	MEF 1203	Business Law	3	C		V	
9	MEC 1206	Principles of Marketing	4	C		V	Principles of Management
10	MEF 1204	Fundamentals of Financial Management	4	C		V	Principles of Management, Introduction to Accounting
NO.	COURSE CODES	COURSES	Credits	Offered Course			Prerequisite Courses
				C/E	Odd	Even	
Basic Knowledge and Skills Courses (MKK)							
11	MEC 1207	Human Resource Management	4	C		V	Principles of Management
12	MEC 1205	Operations	4	C		V	Principles of

		Management					Management
13	MEC 1212	Taxation	4	C		V	Introduction to Accounting
14	MEC 1211	Organizational Behaviour	4	C	V		Human Resource Management
15	MEC 1213	Management Information System	4	C		V	Strategic Management
Professional Skills Courses (MKB)							
1	PSC 4001	Minor Thesis (Skripsi)	6	C	V	V	Business Research Method, 126CPs
2	MEC 1346	Managerial Economics	4	C		V	Principles of Economics, Mathematics for Business and Management
3	MEC 1349	Management Accounting	4	C	V		Introduction to Accounting & Fundamental of Financial Management
4	MEC 1319	Business Strategic/Strategic Management	4	C	V		Principles of Marketing, Fundamentals of Financial Man, Human Resource M., & Operations Management
5	MEC 1350	Intenational Business	4	C	V		Strategic Management
6	MEC 1340	Business Plan	4	C		V	Strategic Management
Marketing Management Field							
1	MEC 1329	Consumer Behavior	3	C	V		Principles of Marketing
2	MEC 1326	International Marketing	4	C		V	Principles of Marketing
3	MEC 1303	E-Marketing (E-Commerce)	3	C		V	Management Information System

4	MEC 1327	Services Marketing	3	C	V		Principles of Marketing
5	MEC 1334	Marketing Strategy	4	C	V		Principles of Marketing
6	MEC 1331	Retailing	3	E	V		
7	MEC 1342	Total Quality Management	3	E	V		
Financial Management Field							
1	MEC 1304	Financial Planning	4	C		V	Fundamentals of Financial Management & Introduction to Accounting
2	MEC 1308	Risk Management	3	C	V		Fundamentals of Financial Management
3	MEC 1310	Investment Analysis/Financial Markets	4	C		V	Fundamentals of Financial Management
4	MEC 1315	Banking Studies	4	C		V	Fundamental of Financial Management
5	MEC 1312	International Finance	4	C		V	Fundamental of Financial Management
6	MEC 1342	Total Quality Management	3	E	V		
Working Behavior Courses (MPB)							
1	MEC 1403	Entrepreneurship	4	C	V		Principles of Marketing, Fundamentals of Financial Man, Human Resource M., & Operations Management
	MEC 1402	Leadership	4	C	V		Human Resource Management
Social Courses (MBB)							
1	MEC 1501	Business Communication	3	C		V	Principles of Management

2	MEC 1502	Business Ethics	3	C	V		Principles of Management
3	SOC 4001	Internship	4	C	V	V	126 CPs

THE COURSES FLOW OF INTERNATIONAL PROGRAM MANAGEMENT DEPARTMENT 2010/2011

Semester I	Semester II	Semester III	Semester IV	Semester V	Semester VI	Semester VII	Semester VIII
Religion (3)	Fundamental of Financial Management (4)	Management Accounting (4)	Management Information System (4)	International Business (4)	International Marketing (4)	Internship (4)	Internship (4)
Introduction to Accounting (4)	Principles of Marketing (4)	Organizational Behaviour (4)	Business Plan (4)	* Risk Management (3)	Business Research Method (4)	Minor thesis (6)	Minor thesis (6)
Mathematics for Business and Management (4)	Human Resource Management (4)	Business Strategic (4)	Managerial Economics (4)	Entrepreneurship (4)	Banking Studies (4)		
English for Business and Writing Skills (3)	Operations Management (4)	Leadership (4)	Business Communication (3)	Consumer Behaviour (3)	International Finance (4)		
Principles of Economics (4)	Statistics (4)	Business Ethics (3)	Business Law (3)	Marketing Strategy (4)	E-Commerce (3)		
Principles of Management (4)	Taxation (4)	Indonesian Values and Ideology (3)	Indonesian Language and Culture (3)	Financial Markets (4)	Financial Planning (4)		
22 CPs	24 CPs	22 CPs	21 CPs	22 CPs	23 CPs	10 CPs	

ELECTIVE SUBJECTS (*):

1. Risk Management (3 CPs)
2. Services Marketing (3 CPs)
3. Total Quality Management (4 CPs)
4. Retailing (3 CPs)

Program into USQ BCOM (Finance)

USQ Semester V (July – November)	USQ Semester VI (March – June)
FIN1103 Financial Markets	ECO2000 Macroeconomics
FIN2101 Financial Theory	FIN2109 Managing Financial Institutions
FIN2105 Portofolio Management	FIN3106 International finance
FIN2301 E-Finance	FIN1106 Personal Financial Planning

Program into USQ BBUS (Marketing)

USQ Semester V (July – November)	USQ Semester VI (March – June)
MKT1002 Consumer Behaviour	MKT2001 Promotions Management
MKT2004 Marketing Channels	MKT2002 International Marketing
MKT2012 Services Marketing	MKT3001 Applied Business Research
MKT3007 Marketing Strategy	MKT 3002 Global Business Strategy

COURSE DESCRIPTIONS**PDC 4001 Religion (3 Credits)**

This course is aimed to discuss religion and its relationship to the other elements surrounding such as: politics, ethics, law, economics and science. After completing this course, student is expected to be able to understand the role of religion in many aspect of human life, and to internalize its norms in everyday life.

PDC 4007 Indonesian Values and Ideology (3 Credits)

Indonesian Values and Ideology is a field of study aiming to re-introduce the Indonesian values, ideology and Pancasila philosophy which have been previously given in high school level. However, in this university level, student is introduced to the factual controversial issues happen on the nation such as: nationality, human rights, democracy, social prejudice, separatism (or independence), international conflict, corruption, general election, unity in diversity.

PDC 4008 Indonesian Language and Culture (3 Credits)

The basic competence of this course is aimed at educating students into scientists and professionals who have deep knowledge and positive attitude towards Indonesian language as formal and national language and who are capable of using them adequately and correctly to express various understanding, sense of nationhood and love of the country and also to conduct scientific, technological and artistic activity within their own professions.

BKC4001 English for Business and Writing Skills (3 Credits)

This course is aimed to prepare Management student's English competence especially for the four areas which are: Structure, Listening, Writing and Reading. However, the Management and Accounting Terminology aspect is included in order to familiarize student with the specific term used in management field such as; Human Resources, Planning, Budgeting, Feasibility Study, Receivables, Inventories, Fixed assets and Intangible Assets, Current Liabilities, Corporations: Organization, Capital Stock Transactions and Dividends, and Statement of Cash Flows, etc.

MEF1210 Introduction to Accounting (4 Credits)

The goal of this lecture is to give students skills to do accounting process of trading company and service company. After following this course, students can understand and do accounting process of service and trading company which are journal, posting, balance, adjustment journal, balance sheet, closing journal, and also arranging financial report of service and trading company correctly.

MEF1211 Mathematics for Business and Management (4 Credits)

Business Mathematics is an application of basic principles of mathematics in the real business. Business mathematic consists of application methods toward formulation and mathematical approach for decision making and managerial operation .

MEF1212 Principles of Economics (4 Credits)

This course explains fundamental concept of economic theory which covers macro economy and micro economy and its implementation, in order to support Managerial Economy subject.

MEF1213 Principles of Management (4 Credits)

This course explains fundamental concept of management theory and its implementation.

MEF1215 Statistics (4 Credits)

Prerequisite: Mathematics for Business and Management

This course offers the basic concepts of descriptive and inferential statistics as an important tool in managerial decision making and scientific research. Topics in the descriptive statistics will include the understanding of the nature of numerical data, the graphical, tabular, and numerical descriptive techniques as the central tendency, dispersion; and linear relationship. While in the inferential statistics students will be introduced to probability, probability and sampling distribution, estimation, and hypothesis testing.

MEC 1216 Business Research Method(4 Credits)

Prerequisite: Statistics, Strategic Management

This course explains the definition of research, the process, the forms, and the usage for the success and continuity of the business.

MEF1203 Business Law (3 Credits)

Business law is a field of study correlating two different areas which are business (commerce) and law. After completing this course, student is expected to be able to:

- a). comprehend the various types of law such as private law, contract law, commercial law;
- b). comprehend the various types of law related to commercial
- c). construct students awareness about cases connecting two different areas (law and commerce): type of cases and reasons.

MEC 1206 Principles of Marketing (4 Credits)

Prerequisite: Principles of Management

This course explains fundamental concept of marketing theory and its implementation.

MEF1204 Fundamental of Financial Management (4 Credits)

Prerequisite: Principles of Management, Introduction to Accounting

The Financial Management course is a compulsory course of management which covers the basic concept of Financial Management especially the scope of Financial Management. It also covers the topic of Financial Report, Working Capital, Time Value of Money, Capital Budgeting and Capital Structure.

MEC1205 Operation Management (4 Credits)

Prerequisite: Principles of Management

Through this study, students are expected to understand the transformation of input to output, determine strategic and tactical decision in production and operation, both for the benefit oriented organization and social organization.

MEC1207 Human Resource Management (4 Credits)

Prerequisite: Principles of Management

This course gives students the tools and skills necessary to effectively increase the value and apply employees' abilities toward organizational goals. It also explores the supervisor's role in human resource management in the areas of policy development, training, performance management, employment development and in the effective use of compensation and benefit strategies.

MEC1212 Taxation (4 Credits)

Prerequisite: Introduction of Accounting

After following this course, students are expected to be able to explain the basic concept of taxation both theoretically and practically.

MEC1211 Organizational Behavior (4 Credits)

Prerequisite: Human Resource Management

This course is beneficial for students in understanding the research theory and result related to human behavior in an organization. Students are expected to be able to apply the knowledge regarding individual behavior, collective behavior, organizational structure, organizational processes, and the transition and development of the organization to improve its effectivity.

MEC1213 Management Information System (4 Credits)

Prerequisite: Strategic Management

Management Information System is the compulsory course which is needed for managerial process, including planning, organizing, actuating, and controlling through so many kind resource and organization process systematically by information system based on computer system.

PSC4001 Minor Thesis (6 Credits)

Prerequisite: 126 CPs, Business Research Method

Students are required to do scientific research which the results are reported written and tested by several examiners.

MEC1346 Managerial Economics (4 Credits)

Prerequisite: Principles of Economics, Mathematics for Business and Management

This course explains about applied theory of economy and also analysis tools of decision making method so that the organization can reach its target efficiently. The course covers; the understanding about maximum profit as organizational efficiency concept, decision making tools in every condition, analysis and estimate the demand function, production and cost analysis, and sale decision at various market structure.

MEC1349 Management Accounting (4 Credits)

Prerequisite: Introduction to Accounting, Fundamental of Financial Management

Managerial Accounting is a compulsory course covering definition of managerial accounting, concepts and classification of cost, break event points with margin contribution approach, accountancy information full concepts, and differentiate accounting information concepts, segmented reporting announcement.

MEC1319 Business Strategic (4 Credits)

Prerequisite: Principles of Marketing, Fundamental of Financial Management, Human Resource Management, and Operation Management

This course is the integration of several courses. Its contain is begun with the general description of strategic management ang competitive advantage, then continue with the external and internal environment, strategic formula, competitive challenge, and company strategy.

MEC1350 International Business (4 Credits)

Prerequisite: Strategic Management

Global business course studies how to run business in a global scope which covers such topics as: 1 *Globalization*. 2. *Differences in culture, political, and economy* 3. *International trade theory* 4. *Foreign direct investment* 5. *Global monetary system*. 6 *Global strategy*. 7. *Global manufacturing* 8. *Global marketing* 9. *Global human resources management* 10. *Financial management*.

MEC1340 Business Plan (4 Credits)

Prerequisite: Strategic Management

The purpose of this lecture is to provide the skills for the students to analyze fit and proper study of business and to make a report of it.

MEC1329 Consumer Behaviour (3 Credits)

Prerequisite: Principles of Marketing

Diverse consumer behavior can be studied and understood. The success of a marketer to understand the consumer, means success in its marketing program.

MEC1326 International Marketing (4 Credits)

Prerequisite: Principles of Marketing

This course is aimed to provide students an overview of a marketing activity in an international scope. It includes marketing management, analyzing marketing opportunity, developing market strategy, facing market offer, and managing as well as delivering marketing programs in an international scope.

MEC1334 Marketing Strategy (4 Credits)

Prerequisite: Principles of Marketing

This course examines marketing planning and strategy. Furthermore, students are expected to be able to arrange a planning and to determine the marketing strategy based on the market data and information.

MEC1304 Financial Planning (4 Credits)

Prerequisite: Fundamental of Financial Management and Introduction to Accounting

It is a compulsory course. They are basic principles of planning system and earn management (PPS), PPS application in manufacture or non-manufacture companies and the causality relationship between PPS and cost counting system commonly used.

MEC1310 Financial Markets (4 Credits)

Prerequisite: Fundamental of Financial Management

It is an compulsory subject of financial management students covering topics such as: financial instruments in capital market and financial market, financial instruments are traded in financial market or security, obligation analysis, stock analysis, portfolio analysis, CAPM, arbitrage theories, International investment.

MEC1327 Services Marketing (3 Credits)

Prerequisite: Principles of Marketing

This course is beneficial for students in understanding the service marketing theory and application related to service company. Students are expected to be able to apply the knowledge regarding.

MEC1315 Banking Studies (4 Credits)

Prerequisite: Fundamental of Financial Management

Banking management is an elective course with value to support the competency of the graduates which is having knowledge and understanding in a banking area.

MEC1312 International Finance (4 Credits)

Prerequisite: Fundamental of Financial Management

International Finance is supporting course for graduation competencies by completing the understanding and knowledge about international finance and business.

MEC1318 Risk Management (3 Credits)

Prerequisite: Strategic Management

This course discusses bank and other financial institution risk (market risk and credit risk), as important as non financial institution.

MEC 1303 E-Commerce (3 Credits)

Prerequisite: Management Information System

This course is designed to give students a comprehension about business practice through E-Commerce.

MEC1403 Entrepreneurship (4 Credits)

Prerequisite: Fundamental of Financial Management, Principles of Marketing, Human Resources Management, Operation Management

Entrepreneurship is one of factors which can increase and develop the economy of a country. The citizens of a country who have a good entrepreneurship skill can accelerate the country itself in chasing its downward economic globalization. As a study, entrepreneurship is an effort to improve the entrepreneurial spirit and skill so that they will not depend only on business environment, but also be able to be an entrepreneur who actually keeps the economic activities going in a country.

MEC1402 Leadership (4 Credits)

Prerequisite: Human Resources Management

Leadership course is the compulsory course that discusses the essence of leadership, its theory, its style, its communication, its relation, the culture of organization and culture of learning, leadership and motivation, also leadership and empowerment in organization.

MEC1501 Business Communication (3 Credits)

Prerequisite: Principles of Management

Business communication is the compulsory course of management department including various skills of good communication such as spoken, written, verbally and non- verbally skills. Furthermore, it also includes how to communicate in organization and negotiation skills.

MEC1502 Business Ethics (3 Credits)

Prerequisite: Principles of Management

Business Ethics course is a compulsory course discussing Ethics and Business Meaning, The Ethical Principles in Business, Business and the Environment, Ethics in Running Company Function, The Relationship between Ethics and Culture, Perspective of Business Ethics.

SOC4001 Internship (4 Credits)

Prerequisite: 126 CPs

Students are required to do an internship at the company partners for 2 to 3 months. After doing the internship, they make a report covering the activities, problem and problem solving alternatives.

MEC 1331 Retailing

MEC 1342 Total Quality Management

Total Quality Management (TQM) is a philosophy, methodology and system of tools aimed to create and maintain a mechanism of an organization's continuous improvement. It involves all departments and employees in the improvement of processes and products. It helps to reduce costs and to meet and exceed the needs and expectations of customers and other stakeholders of an organization. TQM encompasses the concepts of business and social excellence that is a sustainable approach to an organization's competition, efficiency improvement, leadership and partnership.

