



Bachelor of Business Administration Program
in International Business Management
(International Program)
Revised Program 2022

Program Structure

Curriculum Structure and Course Credits

To be eligible for degree of Bachelor of Business Administration Program in International Business Management, a student must earn at least 120 credits distributed as follows, and maintain a minimum grade point average of 2.0.

Curriculum and Instructors

Number of Credits at least	120 Credits
Curriculum Structure	
1. General Education Courses	30 Credits
1.1 Moral and Ethics Courses	6 Credits
1.2 Life-Long Learning Courses	9 Credits
1.3 Knowledge for Keeping Up with Modern World Courses	3 Credits
1.4 Language for Communication Courses	12 Credits
2. Major Courses at least	84 Credits
2.1 Business Core Courses	36 Credits
2.2 Major Required Courses	33 Credits
2.3 Major Elective Courses at least	15 Credits
3. Free Elective Courses at least	6 Credits

Course Titles

Courses in the curriculum are made up of 3 abbreviated letters and 3 coded digit numbers which the meanings as follows:

Letters

IBM refers to International Business Management

Digit Numbers

1. First digit number refers to year of study.
2. Second digit number refers to category of courses.
 1. Accounting and Taxation
 2. Economics
 3. Finance
 4. Information Systems
 5. Management and Administration
 6. International Business Management
 7. Marketing
 8. Law
 9. Independent Study, Seminar, Selected Topic, Cooperative Education and, Service Learning and Internship
- 3 Third digit number refers to series number of courses in its own category.

Prerequisite: passed Course refers to a course that a student must pass before enrolling in the more advanced course. When a course has a Prerequisite: passed, it means that a student must have certain knowledge to be successful in the course. An assessment exam with qualifying scores of a Prerequisite: passed is achieved by a final grade of A, B+, B, C+, C, D+, D, P or can be fulfilled by various test scores by a grade of CE, CS, CT or CP.

1. General Education Courses **30 credits**

1.1 Moral and Ethics Courses **6 credits**

Students are required to take 6 credits from the Moral and Ethics courses as follows:

GE 181 TRUTH AND SERVICE 3 (3-0-6) Credits

History of Payap University; pursuit of truth on one's ways of life; personality development of public consciousness in serving other people, community and society morally and ethically; having life skills in accordance with the philosophy of sufficiency economy and applying them in daily life

GE 182 CITIZENSHIP, GOOD GOVERNANCE AND PEACE 3 (3-0-6) Credits

Roles and duties of being a responsibly virtuous Thai citizen, global citizen and digital citizen; resisting corruptions; exercising good governance for peaceful cohabitation

1.2 Life Long Learning Courses **9 credits**

Students are required to take 9 credits from as follows:

GE 191 NEW NORMAL HEALTHINESS 3 (3-0-6) Credits

Health literacy concepts to prevent chronic non-communicable diseases, emerging disease; media literacy and health informatics; making healthy behavioral decisions; good nutrition; exercise; emotional management; First Aid and basic resuscitation

GE 192 HOLISTIC THINKING 3 (3-0-6) Credits

Holistic thinking concept; an ethical and responsible way of self-learning and acquiring knowledge from a variety of sources of knowledge or information; analytical thinking; problem solving; critical thinking; creative thinking; design ideas for innovation; holistic thinking on social, economic, political, cultural, moral, ethical, and environmental issues and learning from real experience in combination, related experiences

GE 193 ANALYSIS AND DECISION MAKING 3 (3-0-6) Credits

Information and decision making; statistical analysis for decision making; logical data analysis; decision analysis; and application to solve everyday problems

1.3 Knowledge for Keeping up with Modern World Course **3 Credits**

GE 144 GREEN TECHNOLOGY 3 (3-0-6) Credits

Concepts, principles and methods of green technology; green technology application; green energy and waste energy technology; sustainable development with green technology; green productivity; green carbon credits and carbon footprints; sustainable environmental management system; environmental management and green office management standards

1.4 Language for Communication **12 Credits**

Students are required to take 12 credits from Language Competency for Communication courses. They include 3 credits for an English course and 9 credits for another language (not the first language or native language).

1.4.1 Language Compulsory Course **3 Credits**

GE 137 ACADEMIC WRITING AND PRESENTATION SKILLS 3 (3-0-6) Credits

Vocabulary and language style and rhetoric use for academic writing or papers and practice of formal and informal presentation.

1.4.2 Other Language Course (Not Own Native Language) **9 Credits**

GE 138 ENGLISH FOR COMMUNICATION IN MULTICULTURAL SOCIETIES 3 (3-0-6) Credits

The practice and development of English language skills for communicating and understanding various cultures in societies

GE 139 LISTENING AND SPEAKING ENGLISH FOR COMMUNICATION 3 (3-0-6) Credits

Listening and speaking English practice in various situations, discussion, interpretations and analyzing conversations, presentation of the information from various sources

GE 231 ENGLISH FOR CAREER 3 (3-0-6) Credits

English language for job applications and in the work place; reading, writing and conversation in different working situations

GE 1210 THAI FOR COMMUNICATION IN MULTICULTURAL SOCIETIES 3 (3-0-6) Credits
The practice and development of Thai language skills for communicating and understanding various cultures in societies

GE 1211 LISTENING AND SPEAKING THAI FOR COMMUNICATION 3 (3-0-6) Credits
Listening and speaking Thai practice in various situations, together with presentation from several sources

GE 221 THAI FOR CAREER 3 (3-0-6) Credits
Thai usage in the work place and conversation in different working situations

2. Major Courses 83 Credits

A student must maintain a minimum grade point average of 2.0 in the following specialized subjects

2.1 Major Core Courses 36 Credits

Students are required to take 36 credits from the major required courses as follows:

IBM 110 ACCOUNTING FOR BUSINESS 3 (3-0-6) Credits
Definition, objectives and ethics of accountants, benefits of accounting information, accounting framework, accounting principles, preparation of financial reports and concepts of value-added-tax, applying of use in technology in accounting.

IBM 120 BUSINESS ECONOMICS 3 (3-0-6) Credits
General knowledge of economic concepts, economic systems, demand, supply and equilibrium. Supply and demand flexibility, consumer theories, producer theories, revenue and production costs, product pricing and factors of production in complete and incomplete market, Inflation, deflation, monetary policy and fiscal policy, international trade, and finance.

IBM 151 ORGANIZATION AND MANAGEMENT

3 (3-0-6) Credits

Basic concept of basic of local and international business, functions of business, business environment, development of management, characteristics of organization, principles and functions of management, and management code of ethics.

IBM 152 BUSINESS STATISTICS

3 (3-0-6) Credits

Statistics for business decisions, probability analysis, application in business, statistical estimation, hypothesis testing, parameters, variance analysis, simple regression, correlation, and data analysis.

IBM 170 PRINCIPLES OF MARKETING

3 (3-0-6) Credits

Basic concepts and functions of marketing in digital era, marketing ethics, marketing environment, marketing management, marketing information systems, marketing research, consumer behaviour in digital era, marketing segmentation, target market, product positioning, digital marketing mix, and marketing content.

IBM 230 BUSINESS FINANCE

3 (3-0-6) Credits

Prerequisite: IBM 110

An overview of financial management, financial environment, time value of money, risk and return, analysis of financial statements, the financial planning, capital structure, the cost of capital, working capital management, valuations, dividend policy and other modern financial management techniques.

IBM 255 PRODUCTION AND OPERATIONS MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Planning, implementation and control of products and services, process design, quality management and reliability, forecasting, capacity management, inventory

management, logistics and supply chain management, and technology related to operations and production.

IBM 280 BUSINESS LAW

3 (3-0-6) Credits

Legal framework of business operations and laws related to sale, rent, hire-purchase, loan, warranty, mortgage, pledges, financial instrument law, equity, and debt instruments and legal of electronic documents.

IBM 311 MANAGERIAL ACCOUNTING

3 (3-0-6) Credits

Prerequisite: IBM 110

Analyze managerial accounting information for management decision making, absorption and variable costing, CVP analysis including contemporary managerial accounting for planning, controlling and decision making.

IBM 312 BUSINESS TAXATION

3 (3-0-6) Credits

Rules and regulatory code, personal income tax, withholding tax, corporate tax, value-added tax, excise tax, tariff, specific business tax, revenue stamp, property tax, house and land tax, label tax, and business tax planning.

IBM 360 BUSINESS ETHICS AND SUSTAINABLE DEVELOPMENT

3 (3-0-6) Credits

Knowledge of business ethics, roles of business for society, impact of globalization on business operations, responsibilities of business to stakeholders, business sustainability and social responsibility.

IBM 458 STRATEGIC MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 170, IBM 230 and IBM 255)

Concepts of organizational management strategy, process and frameworks of

strategic management, opportunities and threats arising from changing of internal and external environments, analysis of business strengths and weaknesses, corporate social responsibility, and environmental sustainability, formulate strategies with managerial tools.

2.2 Major Required Courses

Students are required to take 36 credits from the major required courses as follows:

IBM 253 ORGANIZATIONAL BEHAVIOUR

3 (3-0-6) Credits

Prerequisite: IBM 151

Theories in organizational behaviour, human behaviour in contemporary organizations. Theories in human resource management. Application of human resource management practices in organization.

IBM 254 INTERNATIONAL HUMAN RESOURCE MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Human resource management practices in international level. Factors involved in the decisions that affect the management of human resources in international level. Policy and human resource management functions in international level. The cultural dimension of human resource management. International Global human resource management trends.

IBM 262 INTERNATIONAL BUSINESS MANAGEMENT

3 (3-0-6) credits

(Corequisite: IBM 151)

Theory and philosophy of international business management, international trade, investment, business environment, entry modes, study of how to effectively implement business functions in the international arena: marketing, finance, human resources, and supply chain management. Roles international corporations, government agencies and private organizations and their part in international operations.

IBM 271 INTERNATIONAL MARKETING

3 (3-0-6) Credits

(Prerequisite: IBM 170)

Importance of international markets, external environmental factors affecting international marketing, economic cooperation between countries, market research, analysing international marketing strategies, global distribution and pricing, international promotion, sales and negotiation, and international market planning.

IBM 331 INTERNATIONAL FINANCE

3 (3-0-6) Credits

(Prerequisite: IBM 230)

Foundations of international financial management, globalization and multinational firms, the balance of payments, foreign exchange markets, purchasing power parity (PPP), currency changes, risk management, hedging and strategic decision making, international capital markets, investment, and international finance scams and crises.

IBM 340 MANAGEMENT INFORMATION SYSTEMS

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Concepts and definition of Information systems, the development of global e-business and collaboration, Ethical and Social Issues, databases, securing and information management, achieving operational excellence and customer intimacy, enterprise applications, digital markets and digital goods, global systems management.

IBM 356 BUSINESS RESEARCH

3 (3-0-6) Credits

(Prerequisite: IBM 152)

Fundamentals of business research and its roles, the research process, research design, quantitative and qualitative data collection methods, business analytics, data analysis, writing research report, communication of research results and ethical conduct of research.

IBM 357 QUANTITATIVE ANALYSIS FOR BUSINESS DECISION MAKING

3 (3-0-6) Credits

(Prerequisite: IBM 152)

Quantitative approach, Regression analysis, linear programming, network analysis, queuing, game theory, simulation models, decision-making process, and qualitative techniques used to make the best possible decisions in complex world.

IBM359 ENTREPRENEURSHIP

3 (3-0-6) Credits

(Prerequisite: IBM 170)

The creation and challenges associated with the opportunities and management of entrepreneurial and organizations. Opportunity recognition and design thinking, evaluating entrepreneurial opportunities, business models, business planning, financing entrepreneurship, strategic entrepreneurship, innovation, and entrepreneurial environment.

IBM 361 INTERNATIONAL BUSINESS COMMUNICATION

3 (3-0-6) Credits

Principles of communication in the workplace, format for memorandums, letters, and reports, writing skills and style, persuasion and selling technique, communication strategy, audience analysis, communication via technology, presentation skill.

IBM 462 BUSINESS PROJECT MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 170 and IBM 230)

Concept of planning, controlling, cost-benefits analysis, resource allocation, risk management and performance measurement for successful completion of a project.

2.3 Major Elective Courses

at least 12 credits

Students are required to take 15 credits from the major elective courses as follows:

IBM 341 ELECTRONIC COMMERCE

3 (3-0-6) Credits

Concept, definition and procedure of electronic commerce, target audience and competitor's analysis, infrastructure, security and payment systems, online marketing strategies, payment and shipping methods, retailing and services, ethics and laws related to e-commerce.

IBM 337 BRAND MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 170)

Concept of brand and brand management, brand building, brand positioning and values, planning and implementing brand marketing, brand equity, awareness, perceptions, communication, and integrated marketing tools to communicate the brand to target markets.

IBM 371 SERVICE MARKETING

3 (3-0-6) Credits

(Prerequisite: IBM 271)

Theories and concepts for marketing in service industries, classification of services, target groups and development of marketing policies, marketing mix for services, service quality concepts, complaints, warranties, role of service provider and service market trends.

IBM 372 CONSUMER BEHAVIOUR

3 (3-0-6) Credits

(Prerequisite: IBM 170)

Concepts of consumer behaviour, needs analysis, internal and external factors influencing consumer decision making process, diffusion of innovation, marketing research, business buying behaviour and consumer protection.

IBM 392 SELECTED TOPICS IN INTERNATIONAL BUSINESS MANAGEMENT 1

3 (3-0-6) Credits

(Prerequisite: passed at least 9 credits of major required courses)

Selected topics in various international business management fields from contemporary perspective, applied current domestic and international case students of business management.

IBM 431 INVESTMENT ANALYSIS AND PORTFOLIO MANAGMENT

3 (3-0-6) Credits

(Prerequisite: IBM 110 and IBM 230)

Understanding the investment field for sound decision making, key concepts and theories of investment process, investment analysis, theory of investment portfolio formation, investment in stock, asset allocation, and portfolio management & evaluation.

IBM 463 INTEGRATED MARKETING COMMUNICATIONS

3 (3-0-6) Credits

(Prerequisite: IBM 271)

Roles and importance of integrated marketing communications, application of tools and theory, methods in communication, budgeting, media planning, implementation, evaluation and conduct proper ethics in media

IBM 464 CHANGE MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Conceptual frameworks of organizational development to change, dynamics of change, importance, and benefits of change, leading change, managing resistance to change, the role of resilience during change, application of theory and developing tools in new business environment.

IBM 465 IMPORT AND EXPORT MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Trend and methods of import and export, preparations, international trade, the roles of exporter and importer, characteristics of international transport, containerization, multi-modalism, logistics and globalization, freight rates, import and export shipment, export finance and transport distribution, export strategies.

IBM 466 LOGISTICS AND SUPPLY CHAIN MANAGEMENT

3 (3-0-6) Credits

(Prerequisite: IBM 151)

Concepts of logistic and supply chain management, components of logistics management, purchasing and contract administrative, strategic procurement, transport, and freight logistic, warehouse and distribution systems, minimizing the costs and environmental impacts.

IBM 467 MANAGEMENT PRACTICES IN ASIA COUNTRIES

3 (3-0-6) Credits

(Prerequisite: IBM 262)

Interdisciplinary introduction to the various societies and cultures of Asia and the Pacific Rim, focusing on the general theme of unit within multicultural environments, linkage between mainstream Asian/Pacific Rim religions, societies, cultures, beliefs, value system and government system that impact on Asian/Pacific Rim business practices, analysis of specific management philosophies and influence on the region.

IBM 468 CURRENT ISSUES IN INTERNATIONAL BUSINESS MANAGEMENT
3 (3-0-6) Credits

(Prerequisite: IBM 262)

Current business issues affecting both domestic and international businesses. Analysis of in-class lectures, discussions, and case studies to understand current business issues affecting the organization and management of international businesses.

IBM 490 SEMINAR IN INTERNATIONAL BUSINESS MANAGEMENT
3 (3-0-6) Credits

(Prerequisite: IBM 262)

Analyze and discuss international business topics, emphasizing on strategic analysis by applying theoretical concepts of international business for problem solving and decision making to develop a broader perspective of business across the countries.

IBM 493 SELECTED TOPICS IN INTERNATIONAL BUSINESS MANAGEMENT 2
3 (3-0-6) Credits

(Prerequisite: passed at least 12 credits of major required courses)

Selected topics in various international business management fields from contemporary perspective, applied current domestic and international case students of business management.

IBM 494 SERVICE LEARNING
3 (1-4-4) Credits

(Prerequisite: passed at least 24 credits of major required courses)

Education approach of growing academically, pre-professionally, personally and civically through participation in service-learning experience, applying knowledge from the classroom to meet the real needs in the community.

IBM 496 COOPERATIVE EDUCATION

9 (0-40-20) Credits

(Prerequisite: passed at least 24 credits of major required courses)

For the real challenges in the international business profession, work as a full-time employee in an organization to gain related work experience.

IBM 497 INTERNSHIP

6 (0-18-9) Credits

(Prerequisite: passed at least 24 credits of major required courses)

Knowledge of practical situations, real world experience and working adaptability in an organization which related to academic study and the organization's position in the broader field.

2.4 Free Elective Courses

Students have to select courses in any undergraduate programs offered at Payap University for at least 6 credits

Study Plans

Study Plan A

Suggested study program for students who do not want to take IBM 496 Cooperative Education and IBM 497 Internship.

Year of Study	Semester 1	Semester 2
1	GE xxx Language I 3 (3-0-6) GE 144 GREEN TECHNOLOGY 3 (3-0-6) GE 181 TRUTH AND SERVICE 3 (3-0-6) GE 182 CITIZENSHIP GOOD GOVERNANCE AND PEACE 3 (3-0-6) IBM 110 ACCOUNTING FOR BUSINESS 3 (3-0-6) IBM 151 ORGANIZATION AND MANAGEMENT 3 (3-0-6) Total 18 Credits	GE xxx Language II 3 (3-0-6) GE 191 NEW NORMAL HEALTH 3 (3-0-6) GE 192 HOLISTIC THINKING 3 (3-0-6) IBM 120 BUSINESS ECONOMICS 3 (3-0-6) IBM 152 BUSINESS STATISTICS 3 (3-0-6) IBM 170 PRINCIPLES OF MARKETING 3 (3-0-6) Total 18 Credits
2	GE xxx Language III 3 (3-0-6) IBM 280 BUSINESS LAW 3 (3-0-6) IBM 230 BUSINESS FINANCE 3 (3-0-6) IBM 253 ORGANIZATIONAL BEHAVIOUR 3 (3-0-6) IBM 262 INTERNATIONAL BUSINESS MANAGEMENT 3 (3-0-6) Total 15 Credits	GE 137 WRITING SKILLS AND ACADEMIC PRESENTATION 3 (3-0-6) GE 193 ANALYSIS AND DECISION MAKING 3 (3-0-6) IBM 254 INTERNATIONAL HUMAN RESOURCE MANAGEMENT 3 (3-0-6) IBM 255 PRODUCTION AND OPERATIONS MANAGEMENT 3 (3-0-6) IBM 271 INTERNATIONAL MARKETING 3 (3-0-6) Total 15 Credits
3	IBM 311 MANAGERIAL ACCOUNTING 3 (3-0-6) IBM 331 INTERNATIONAL FINANCE 3 (3-0-6) IBM 340 MANAGEMENT INFORMATION SYSTEMS 3 (3-0-6) IBM 312 BUSINESS TAXATION 3 (3-0-6) IBM 361 INTERNATIONAL BUSINESS COMMUNICATION 3 (3-0-6) Total 15 Credits	IBM 356 BUSINESS RESEARCH 3 (3-0-6) IBM 360 BUSINESS ETHICS AND SUSTAINABLE DEVELOPMENT 3 (3-0-6) IBM 357 QUANTITATIVE ANALYSIS FOR BUSINESS DECISION MAKING 3 (3-0-6) IBM 359 ENTREPRENEURSHIP 3 (3-0-6) MAJOR ELECTIVE 1 3 (3-0-6) Total 15 Credits
4	IBM 458 STRATEGIC MANAGEMENT 3 (3-0-6) IBM 462 BUSINESS PROJECT MANAGEMENT 3 (3-0-6) MAJOR ELECTIVE 2 3 (3-0-6) MAJOR ELECTIVE 3 3 (3-0-6) FREE ELECTIVE 1 3 (3-0-6) Total 15 Credits	MAJOR ELECTIVE 4 3 (3-0-6) MAJOR ELECTIVE 5 3 (3-0-6) FREE ELECTIVE 2 3 (3-0-6) Total 9 Credits

Plan B

Suggested study program for students who want to take IBM 497 Internship but not IBM 496
Cooperative Education

Year of Study	Semester 1	Semester 2
1	GE xxx Language I 3 (3-0-6) GE 144 GREEN TECHNOLOGY 3 (3-0-6) GE 181 TRUTH AND SERVICE 3 (3-0-6) GE 182 CITIZENSHIP GOOD GOVERNANCE AND PEACE 3 (3-0-6) IBM 110 ACCOUNTING FOR BUSINESS 3 (3-0-6) IBM 151 ORGANIZATION AND MANAGEMENT 3 (3-0-6) Total 18 Credits	GE xxx Language II 3 (3-0-6) GE 191 NEW NORMAL HEALTH 3 (3-0-6) GE 192 HOLISTIC THINKING 3 (3-0-6) IBM 120 BUSINESS ECONOMICS 3 (3-0-6) IBM 152 BUSINESS STATISTICS 3 (3-0-6) IBM 170 PRINCIPLES OF MARKETING 3 (3-0-6) Total 18 Credits
2	GE xxx Language III 3 (3-0-6) IBM 280 BUSINESS LAW 3 (3-0-6) IBM 230 BUSINESS FINANCE 3 (3-0-6) IBM 253 ORGANIZATIONAL BEHAVIOUR 3 (3-0-6) IBM 262 INTERNATIONAL BUSINESS MANAGEMENT 3 (3-0-6) Total 15 Credits	GE 137 WRITING SKILLS AND ACADEMIC PRESENTATION 3 (3-0-6) GE 193 ANALYSIS AND DECISION MAKING 3 (3-0-6) IBM 254 INTERNATIONAL HUMAN RESOURCE MANAGEMENT 3 (3-0-6) IBM 255 PRODUCTION AND OPERATIONS MANAGEMENT 3 (3-0-6) IBM 271 INTERNATIONAL MARKETING 3 (3-0-6) Total 15 Credits
3	IBM 311 MANAGERIAL ACCOUNTING 3 (3-0-6) IBM 331 INTERNATIONAL FINANCE 3 (3-0-6) IBM 340 MANAGEMENT INFORMATION SYSTEMS 3 (3-0-6) IBM 312 BUSINESS TAXATION 3 (3-0-6) IBM 361 INTERNATIONAL BUSINESS COMMUNICATION 3 (3-0-6) Total 15 Credits	IBM 356 BUSINESS RESEARCH 3 (3-0-6) IBM 360 BUSINESS ETHICS AND SUSTAINABLE DEVELOPMENT 3 (3-0-6) IBM 357 QUANTITATIVE ANALYSIS FOR BUSINESS DECISION MAKING 3 (3-0-6) IBM 359 ENTREPRENEURSHIP 3 (3-0-6) MAJOR ELECTIVE 1 3 (3-0-6) Total 15 Credits
4	IBM 458 STRATEGIC MANAGEMENT 3 (3-0-6) IBM 462 BUSINESS PROJECT MANAGEMENT 3 (3-0-6) MAJOR ELECTIVE 2 3 (3-0-6) MAJOR ELECTIVE 3 3 (3-0-6) FREE ELECTIVE 1 3 (3-0-6) Total 15 Credits	IBM 497 INTERNSHIP 6 (0-18-9) FREE ELECTIVE 2 3 (3-0-6) Total 9 Credits

Study Plan C

Suggested study program for students who want to take IBM 496 Co-operative Education.

Year of Study	Semester 1	Semester 2
1	GE xxx Language I 3 (3-0-6)	GE xxx Language II 3 (3-0-6)
	GE 144 GREEN TECHNOLOGY 3 (3-0-6)	GE 191 NEW NORMAL HEALTH 3 (3-0-6)
	GE 181 TRUTH AND SERVICE 3 (3-0-6)	GE 192 HOLISTIC THINKING 3 (3-0-6)
	GE 182 CITIZENSHIP GOOD GOVERNANCE AND PEACE 3 (3-0-6)	IBM 120 BUSINESS ECONOMICS 3 (3-0-6)
	IBM 110 ACCOUNTING FOR BUSINESS 3 (3-0-6)	IBM 152 BUSINESS STATISTICS 3 (3-0-6)
	IBM 151 ORGANIZATION AND MANAGEMENT 3 (3-0-6)	IBM 170 PRINCIPLES OF MARKETING 3 (3-0-6)
	Total 18 Credits	Total 18 Credits
Year of Study	Semester 1	Semester 2
2	GE xxx Language III 3 (3-0-6)	GE 137 WRITING SKILLS AND ACADEMIC PRESENTATION 3 (3-0-6)
	IBM 280 BUSINESS LAW 3 (3-0-6)	GE 193 ANALYSIS AND DECISION MAKING 3 (3-0-6)
	IBM 230 BUSINESS FINANCE 3 (3-0-6)	IBM 254 INTERNATIONAL HUMAN RESOURCE MANAGEMENT 3 (3-0-6)
	IBM 253 ORGANIZATIONAL BEHAVIOUR 3 (3-0-6)	IBM 255 PRODUCTION AND OPERATIONS MANAGEMENT 3 (3-0-6)
	IBM 262 INTERNATIONAL BUSINESS MANAGEMENT 3 (3-0-6)	IBM 271 INTERNATIONAL MARKETING 3 (3-0-6)
	Total 15 Credits	Total 15 Credits
Year of Study	Semester 1	Semester 2
3	IBM 311 MANAGERIAL ACCOUNTING 3 (3-0-6)	IBM 356 BUSINESS RESEARCH 3 (3-0-6)
	IBM 331 INTERNATIONAL FINANCE 3 (3-0-6)	IBM 360 BUSINESS ETHICS AND SUSTAINABLE DEVELOPMENT 3 (3-0-6)
	IBM 340 MANAGEMENT INFORMATION SYSTEMS 3 (3-0-6)	IBM 357 QUANTITATIVE ANALYSIS FOR BUSINESS DECISION MAKING 3 (3-0-6)
	IBM 312 BUSINESS TAXATION 3 (3-0-6)	IBM 359 ENTREPRENEURSHIP 3 (3-0-6)
	IBM 361 INTERNATIONAL BUSINESS COMMUNICATION 3 (3-0-6)	MAJOR ELECTIVE 1 3 (3-0-6)
	Total 15 Credits	Total 15 Credits
Year of Study	Semester 1	Semester 2
4	IBM 458 STRATEGIC MANAGEMENT 3 (3-0-6)	IBM 496 CO-OPERATIVE EDUCATION 9 (0-40-20)
	IBM 462 BUSINESS PROJECT MANAGEMENT 3 (3-0-6)	
	MAJOR ELECTIVE 2 3 (3-0-6)	
	MAJOR ELECTIVE 3 3 (3-0-6)	
	FREE ELECTIVE 1 3 (3-0-6)	
Total 15 Credits	Total 9 Credits	

Study Plan D for 3+1 Program

Suggested study program for students who join 3+1 Program

Year	Semester 1	Semester 2
1	GE xxx Language I 3 (3-0-6)	GE xxx Language II 3 (3-0-6)
	GE 144 GREEN TECHNOLOGY 3 (3-0-6)	GE 191 NEW NORMAL HEALTH 3 (3-0-6)
	GE 181 TRUTH AND SERVICE 3 (3-0-6)	GE 192 HOLISITC THINKING 3 (3-0-6)
	GE 182 CITIZENSHIP GOOD GOVERNANCE AND PEACE 3 (3-0-6)	IBM 120 BUSINESS ECONOMICS 3 (3-0-6)
	IBM 110 ACCOUNTING FOR BUSINESS 3 (3-0-6)	IBM 152 BUSINESS STATISTICS 3 (3-0-6)
	IBM 151 ORGANIZATION MANAGEMENT 3 (3-0-6)	IBM 170 PRINCIPLES OF MARKETING 3 (3-0-6)
	Total 18 Credits	Total 18 Credits
Year	Semester 1	Semester 2
2	GE xxx Language III 3 (3-0-6)	GE 137 WRITING SKILLS AND ACADEMIC PRESENTATION 3 (3-0-6)
	IBM 280 BUSINESS LAW 3 (3-0-6)	GE 193 ANALYSIS AND DECISION MAKING 3 (3-0-6)
	IBM 230 BUSINESS FINANCE 3 (3-0-6)	IBM255 PRODUCTION AND OPERATION MANAGEMENT 3 (3-0-6)
	IBM 253 ORGANIZATIONAL BEHAVIOR 3 (3-0-6)	IBM 356 BUSINESS RESEARCH 3 (3-0-6)
	IBM 262 INTERNATIONAL BUSINESS MANAGEMENT 3 (3-0-6)	IBM 360 BUSINESS ETHICS AND SUSTAINABLE DEVELOPMENT 3 (3-0-6)
	Total 15 Credits	Total 15 Credits
Year	Semester 1	Semester 2
3	IBM 312 BUSINESS TAXATION 3 (3-0-6)	IBM 359 ENTREPRENEURSHIP 3 (3-0-6)
	IBM 340 MANAGEMENT INFORMATION SYSTEMS (IBM 151) 3 (3-0-6)	IBM 357 QUANTITATIVE ANALYSIS FOR BUSINESS DECISION MAKING 3 (3-0-6)
	IBM 361 INTERNATIONAL BUSINESS COMMUNICATION 3 (3-0-6)	MAJOR ELECTIVE 4 3 (3-0-6)
	IBM 458 STRATEGIC MANAGEMENT 3 (3-0-6)	MAJOR ELECTIVE 5 3 (3-0-6)
	IBM 462 BUSINESS PROJECT MANAGEMENT 3 (3-0-6)	FREE ELECTIVE 1 3 (3-0-6)
	Total 15 Credits	Total 18 Credits
Year	Semester 1	Semester 2
4 (at Middlesex University)	IBM 311 MANAGERIAL ACCOUNTING (ACCC 2222) 3 (3-0-6)	IBM 254 INTERNATIONAL HUMAN RESOURCE MANAGEMENT (HRM2118) 3 (3-0-6)
	IBM 331 INTERNATIONAL FINANCE (ECS3366) 3 (3-0-6)	IBM255 PRODUCTION AND OPERATION MANAGEMEN (MGT2222) 3 (3-0-6)
	MAJOR ELECTIVE 2 IBM392 (MKT2001) 3 (3-0-6)	IBM 271 INTERNATIONAL MARKETING (MKT3132) 3 (3-0-6)
	MAJOR ELECTIVE 3 IBM 490 (MGT3123) 3 (3-0-6)	MAJOR ELECTIVE 1 IBM 466 or IBM 493 (MGT3009) or (HRM3015) 3 (3-0-6)
	Total 12 Credits	Total 12 Credits