

Decision No.: **3486** /QĐ-ĐHTCM

Ho Chi Minh City, 17 December 2024

DECISION

**Issuing the training program, standard program at the undergraduate level,
formal education format**

RECTOR OF THE UNIVERSITY OF FINANCE - MARKETING

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

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

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

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

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

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

Pursuant to Decision No. 1911/QĐ-ĐHTCM dated July 17, 2022 of the Rector of the University of Finance - Marketing on Regulations on building, appraising and promulgating training programs; reviewing, evaluating and improving training programs at all levels at the University of Finance - Marketing;

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

DECIDES:

Article 1. Issued together with this Decision is the training program in Economic Management, standard program at the undergraduate level, formal education format.

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

Article 3. This Decision takes effect from the date of its signing. The Head of the Department of Academic Affairs, the Dean of Data Economic - Law and the Head of the Department of Testing and Quality Assurance are responsible for implementing this Decision./✓

Recipients:

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



★ **Pham Tien Dat**

MINISTRY OF FINANCE
UNIVERSITY OF FINANCE – MARKETING



STANDARD PROGRAMME
UNDERGRADUATE LEVEL

Application-Oriented

Major: Economic Management

Ho Chi Minh City, 2024

MINISTRY OF FINANCE
UNIVERSITY OF FINANCE - MARKETING

UNDERGRADUATE PROGRAMME

Major (in Vietnamese): Quản lý kinh tế

Major (in English): Economic Management

Degree level: Undergraduate/Bachelor (Application-Oriented)

Major code: 7310110

Ho Chi Minh City, 2024

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ACADEMIC PROGRAMME

*(Issued pursuant to Decision No. **3486**/QĐ-ĐHTCM, December 17th, 2024*

by the Rector of the University of Finance - Marketing)

A. PROGRAMME DESCRIPTION

1. LEGAL BASIS

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

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

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

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

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

Circular No. 22/2017/TT-BGDĐT dated September 6, 2017 of the Minister of Education and Training promulgating the Regulations on conditions, order, procedures for opening training majors and suspending enrollment, revoking decisions on opening training majors at university level;

Circular No. 09/2022/TT-BGDĐT dated June 6, 2022 of the Minister of Education and Training promulgating the Regulations on the List of statistical training majors of higher education;

Decision No. 1596/2024/QĐ-BGDĐT dated June 7, 2024 of the Minister of Education and Training promulgating the Decision on the List of pilot training majors at university levels;

Pursuant to Decision No. 3279/QĐ-ĐHTCM dated December 3, 2024 of the President of the University of Finance - Marketing on promulgating the Regulations on regular university training according to credits at the University of Finance – Marketing.

Pursuant to Decision No. 1911/QĐ-ĐHTCM dated July 17, 2024 of the President of the University of Finance - Marketing promulgating regulations on developing,

appraising and promulgating training programs; reviewing, evaluating and improving training programs at all training levels at the University of Finance - Marketing;

2. PROGRAMME OVERVIEW

The Economic Management program (application-oriented) equips students with comprehensive knowledge of economics, economic management and administration, along with practical skills to solve economic problems in the business environment and public management. Students are trained in the skills of analyzing, forecasting and planning economic policies at both the micro and macro levels. After graduation, students have good political qualities, ethics, good health and the ability to apply knowledge to economic analysis, management and consulting, ready to work effectively in both the public and private sectors.

The programme is designed to take an average of 4 years and 122 credits to complete, with 6 credits required for graduation.

The Head of the Faculty responsible for the programme must organise its evaluation. Drafting content for amendments and updates to the programme must be carried out according to current regulations. The Rector issues the updated programme based on recommendations from the Scientific and Training Council after the programme has been evaluated.

3. GENERAL INFORMATION

3.1. Major name	: Economic Management
3.2. Qualification level	: Undergraduate/Bachelor
3.3. Training orientation	: Application-Oriented
3.4. Degree/Graduation degree	: Bachelor's degree
3.5. Major code	: 7310110
3.6. Programme duration	: 4 years
3.7. Mode of study	: Full-time
3.8. Required credit	: 122 credits (not including credits for National Security and Defense Education, and Physical Education as prescribed by the Ministry of Education and Training)
3.9. Faculty in charge	: Faculty of Economics and Law
3.10. Languages of instruction	: Vietnamese
3.11. Quality certification	:
3.12. Website	: https://khoakinhtluat.ufm.edu.vn/
3.13. Reference/Benchmarking programmes:	
Training program in Economic Management, ThuongMai University	
3.14. Year of review and update	: 2024

3.15. Job Position:

Bachelor of Economic Management has job opportunities in the following positions:

- Working as a specialist or manager in economic management agencies at all levels (Central, ministries, departments, branches, localities).
- Consulting organizations, political organizations, social organizations, non-governmental organizations.
- Research institutes and training facilities on economics and economic management; research and consulting centers on economics and economic management.
- Working at enterprises and economic organizations.

3.16. Advancing knowledge: Gaining advantages in pursuing a Master's program in Economics and Business Management from educational institutions both domestically and internationally.

4. TRAINING OBJECTIVES

4.1. Overall objectives

The Bachelor of Economic Management program aims to equip students with basic knowledge of socio-economics, economic management, and in-depth knowledge of economic analysis and economic management. Students will develop the ability to analyze and evaluate economic policies, make economic and business management decisions based on theoretical models and modern analytical tools. The program also aims to develop political qualities, ethics, social responsibility, the ability to work independently and self-supplement knowledge, skills in using information technology and foreign languages proficiently.

4.2. Detailed objectives

❖ *Knowledge*

- **PO1:** Applying knowledge of political theory, law, economics and business to analyze economic and business activities.
- **PO2:** Applying knowledge of economics and business to analyze and evaluate policies, economic and business decisions in practice.
- **PO3:** Proficiently using economic, business and economic management analysis tools; evaluating, analyzing and forecasting professional issues related to the fields of economics, business and economic management.

❖ *Skills:*

- **PO4:** Develop skills in independent and team work, effective communication skills at work; have a professional style, comply with labor discipline, professional ethics and responsibility at work.
- **PO5:** Develop skills in systematic thinking, independent analytical thinking, and scientific work organization in different working environments.
- **PO6:** Apply theoretical models and tools to analyze and solve practical

problems in organizational and economic management.

❖ *Autonomy and Responsibility*

- **PO7:** Confident, flexible, honest, responsible, professional in professional activities; able to organize, manage, supervise, coordinate and work effectively in teams to complete professional tasks.

- **PO8:** Ability to self-orient, adapt to different working environments; self-study, accumulate knowledge and experience to improve professional expertise.

5. PROGRAMME LEARNING OUTCOMES (PLOs)

❖ *Knowledge*

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

- **PLO2:** Apply knowledge of information technology, economic mathematics, data analysis, and entrepreneurship to perform work in the trained industry.

- **PLO3:** Apply in-depth knowledge of economics, business and management to analyze and evaluate the impact of policies on economic and business activities of enterprises and the economy.

- **PLO4:** Apply methods and tools of economic and business analysis to make effective decisions in economics, business and management.

❖ *Skill*

- **PLO5:** Handle situations related to social science, political science, and law activities; use specialized English to solve problems in the trained field.

- **PLO6:** Handle situations related to technology application, solve economic problems, build and implement startup business plans.

- **PLO7:** Proficiently use communication, presentation and communication skills; independent and teamwork skills to solve practical problems well.

- **PLO8:** Proficiently use economic and business analysis tools to analyze and evaluate economic and business decisions.

❖ *Autonomy and Responsibility*

- **PLO9:** Self-direction, make professional conclusions and be able to defend personal views.

- **PLO10:** Work independently or in a team in changing working conditions, take personal responsibility and responsibility for the team. Guide and supervise others to perform tasks.

6. TOTAL PROGRAMME CREDITS: 122 CREDITS

No.	Application-oriented programme		
	Programme credits	Credits	Percentage
1	General Education modules	26	21%
	<i>Political Theory</i>	<i>11</i>	

No.	Application-oriented programme		
	Programme credits	Credits	Percentage
	<i>Legal Studies</i>	3	
	<i>Foreign Language</i>	6	
	<i>Mathematics and Informatics</i>	6	
2	Professional Education modules	90	74%
2.1	<i>Fundamental Discipline Knowledge</i>	39	32%
2.2	<i>Core Discipline Knowledge</i>	30	25%
2.3	<i>Specialized Discipline Knowledge</i>	15	12%
a	<i>Compulsory Modules</i>	9	
b	<i>Elective Modules</i>	6	
2.4	<i>Supplementary Discipline Knowledge</i>	6	5%
3	Graduation Requirements	6	5%
	<i>Graduation Thesis</i>	6	
	or		
	<i>Graduation Internship</i>	3	
	<i>Alternative Modules/Replacement Modules</i>	3	
	Total	122	100%

7. ADMISSIONS

Each year, the University develops an admissions plan detailing the target student demographics and enrollment quotas for the programme, in accordance with the University's training capacity and the admissions regulations issued by the Ministry of Education and Training.

8. PROGRAMME CONTENT

No.	Module's code	Module name (in Vietnamese)	Module name (in English)	Application-oriented programme			Blended learning (mark an "X" for courses offered online)
				Total credits	Credits Allocation		
					Theory Credits	Practical Credits	
1. General Education modules				26	26	0	
a	Political Theory			11	11	0	
1	011134	Triết học Mác – Lênin	Marxist – Leninist philosophy	3	3	0	X
2	011135	Kinh tế chính trị Mác – Lênin	Marxist - Leninist political economics	2	2	0	X
3	011136	Chủ nghĩa xã hội khoa học	Scientific socialism	2	2	0	X
4	011137	Lịch sử Đảng Cộng Sản Việt Nam	History of Vietnamese Communist Party	2	2	0	X

No.	Module's code	Module name (in Vietnamese)	Module name (in English)	Application-oriented programme			Blended learning (mark an "X" for courses offered online)
				Total credits	Credits Allocation		
					Theory Credits	Practical Credits	
5	010016	Tư tưởng Hồ Chí Minh	Ho Chi Minh Ideology	2	2	0	X
<i>b</i>	<i>Legal Studies</i>			3	3	0	
6	010637	Pháp luật đại cương	General Law	3	3	0	X
<i>c</i>	<i>Foreign Language</i>			6	6	0	
7	011739	Tiếng Anh trong kinh doanh	English for business	3	3	0	X
8	011740	Tiếng Anh trong kinh doanh nâng cao	Advanced English for business	3	3	0	X
<i>d</i>	<i>Mathematics and Informatics</i>			6	6	0	
9	011742	Năng lực số	Digital literacy	3	3	0	X
10	011741	Toán kinh tế	Mathematical Economics	3	3	0	X
2. Professional Education modules				90	90	0	
<i>a</i>	<i>Fundamental Discipline Knowledge</i>			39	39	0	
11	011817	Kinh tế học vi mô	Microeconomics	3	3	0	X
12	011818	Kinh tế học vĩ mô	Macroeconomics	3	3	0	X
13	010038	Nguyên lý kế toán	Principles of accounting	3	3	0	
14	010630	Nguyên lý marketing	Principles of marketing	3	3	0	X
15	010033	Quản trị học	Principles of management	3	3	0	X
16	010035	Tài chính – Tiền tệ	Finance and Monetary theory	3	3	0	X
17	011743	Luật kinh doanh	Business law	3	3	0	
18	010081	Thuế	Taxation	3	3	0	X
19	010163	Tài chính doanh nghiệp	Corporate finance	3	3	0	X
20	011744	Khởi nghiệp và đổi mới sáng tạo	Entrepreneurship and Innovation	3	3	0	X
21	011866	Kinh tế lượng	Econometrics	3	3	0	X
22	011745	Phát triển bền vững	Sustainable development	3	3	0	X
23	011746	Trí tuệ nhân tạo trong kinh doanh	Artificial intelligence in business	3	3	0	X
<i>b</i>	<i>Core Discipline Knowledge</i>			30	30	0	
24	011923	Kinh tế học vi mô nâng	Advanced	3	3	0	

No.	Module's code	Module name (in Vietnamese)	Module name (in English)	Application-oriented programme			Blended learning (mark an "X" for courses offered online)
				Total credits	Credits Allocation		
					Theory Credits	Practical Credits	
		cao	Microeconomics				
25	011924	Kinh tế học vĩ mô nâng cao	Advanced Macroeconomics	3	3	0	
26	011803	Thống kê kinh tế	Economics statistics	3	3	0	
27	011360	Kinh tế công cộng	Public Economics	3	3	0	
28	010570	Kinh tế quốc tế	International economics	3	3	0	
29	010872	Kinh tế phát triển	Development economics	3	3	0	
30	011854	Kinh tế lao động	Labor Economics	3	3	0	
31	010302	Phân tích và dự báo kinh tế	Economic analysis and forecasting	3	3	0	
32	011869	Chính sách kinh tế	Economic policy	3	3	0	
33	011747	Quy hoạch đô thị	Urban planing	3	3	0	
c	Specialised Discipline Knowledge			15	15	0	
First discipline: General Business Administration				15	15	0	
Compulsory Modules							
34	010931	Quản lý nhà nước về kinh tế	State management of economics	3	3	0	
35	010167	Thẩm định dự án đầu tư	Investment Project Appraisal	3	3	0	
36	010790	Quản lý danh mục đầu tư	Portfolio Management	3	3	0	
Optional: Choose 1 of 2 orientation groups							
Group 1							
37	011928	Quản lý dự án	Project Management	3	3	0	
38	011929	Quản lý rủi ro dự án đầu tư	Investment project risk Management	3	3	0	
Group 2							
39	011925	Quản lý hành chính công	Public Administration Management	3	3	0	
40	010989	Quản lý tài chính công	Public Financial management	3	3	0	
d	Supplementary Discipline Knowledge			6	6	6	
41	010622	Marketing địa phương	Local Marketing	3	3	0	
42	011926	Quản lý tài nguyên và môi trường	Natural Resources and Environment	3	3	0	

No.	Module's code	Module name (in Vietnamese)	Module name (in English)	Application-oriented programme			Blended learning <i>(mark an "X" for courses offered online)</i>
				Total credits	Credits Allocation		
					Theory Credits	Practical Credits	
			Management				
3. Graduation Requirements				6	0	6	
43	011368	Khóa luận tốt nghiệp	Graduation thesis	6	0	0	
Or							
44	011369	Thực tập cuối khóa	Graduation internship	3	0	3	
45	011927	Học phần thay thế: Mô hình ra quyết định quản lý	Management decision making model	3	3	0	
Total programme credits				122	116	6	

9. TEACHING AND LEARNING METHODS

9.1. Teaching methods

❖ Theory-based teaching methods

Lecture: The lecturer presents the lesson content and explains the content. in the lecture. The lecturer is the one who presents and lectures. Students only listen to the lecture and occasionally take notes to absorb the knowledge that the lecturer imparts.

Presentation: Depending on the class size, the lecturer will divide the group into groups, each group will have 5-7 students. Each group will be assigned a specific topic within the subject. When the group's topic comes up, that group will present it to the class using a power point file. Each group will have 20 minutes to present and 10 minutes to interact and debate in front of the class. The lecturer will have a general evaluation score sheet for the group and evaluate each individual participating in the group.

Group discussion: The lecturer asks students to prepare a topic in advance, divide it into small groups of 3-5 students, and prepare slide presentation content. Present the content to the class for 20 to 30 minutes. After the presentation, group members will answer questions from the remaining groups.

- *Case study:* This is a method that focuses on teaching approach. student-centered, helping students develop critical thinking and communication skills. According to this method, teachers relate real-life situations, problems or challenges and ask students to solve them, helping students develop problem-solving skills, decision-making skills as well as research skills.

❖ Practice: at agency/organization/enterprise:

- This method is implemented through introducing and learning about the actual

activities at the enterprise. Students, with the knowledge they have learned, have the task of presenting the reality they have learned, related to the topic of the project. learning content.

9.2. Learning methods of learners

❖ **Self-study instruction:** is a method in which learners will study documents to acquire knowledge and practice skills under the guidance of a teacher.

❖ **Self-study:** are all learning activities of learners carried out by individual learners with little or no guidance from the teacher. This method helps learners to self-orient their learning according to their own learning experiences, have autonomy and control over learning activities through exercises, projects or problems that the teacher suggests and guides in class.

9.3. Practical guidance methods

Practical instruction is a teaching method in which learners, through field trips, internships, and practical activities at agencies and organizations, help learners understand the actual working environment of the training industry after graduation, learn the technologies applied in the training industry, thereby acquiring knowledge and forming professional skills through what they experience through practice, actual observation and feeling.

10. METHODS OF ASSESSMENT

Assessment Methods and Grading Scale are in accordance with Decision No. 3347/QĐ-ĐHTCM dated 30 December 2022 by the Rector of the University of Finance – Marketing on the Regulations on Examining and Evaluating Academic Results under the Credit System at the University of Finance – Marketing.

10.1. Theory modules:

- Process assessment: attendance, individual assignments, group assignments, mid-term exams.
- Final exam assessment includes essays, multiple choice tests, essays, and assignments.

10.2. Practical modules:

- Process assessment: comply with the regulations of the internship unit, report on internship progress.
- Final exam assessment includes lab tests and internship reports.

10.3 Matrix of alignment between methods of assessment and programme learning outcomes

Method of Assessment	PLOs									
	Knowledge				Skill				Autonomy and Responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
A. THEORY MODULES AND PRACTICAL MODULES										
1. Continuous Assessment										
1.1 Diligence										X
1.2 Group assignment/Group presentation	X	X	X	X	X		X	X		
1.3 Learning through situations	X	X	X	X	X		X	X	X	X
1.4 Testing	X	X	X	X	X	X		X	X	X
1.1 Diligence										X
1.2 Group assignment/Group presentation	X	X	X	X	X		X	X		
2. Final Assessment										
2.1 Essay test	X	X	X	X	X	X	X	X	X	
2.2 Multiple choice test	X	X	X	X	X	X		X	X	
2.3 Practical exam	X	X	X	X	X	X	X	X	X	X
2.4 Essay	X	X	X	X	X			X	X	
2.5 Oral exam	X	X	X	X	X	X	X		X	
2.6 Combined exam	X	X	X	X	X	X	X	X	X	X
B. PROFESSIONAL PRACTICE MODULES, GRADUATION THESIS/GRADUATION PROJECT, PROFESSIONAL INTERNSHIP										
Professional internship	X	X	X	X	X	X	X	X	X	X
Graduation thesis	X	X	X	X	X	X	X	X	X	X

11. GUIDELINES FOR IMPLEMENTING THE TRAINING PROGRAMME

11.1. Training process

The applied-oriented undergraduate training program in Economic Management is made public to learners before enrollment and at the beginning of the course; changes and adjustments related to the training program are made according to current regulations and announced before application, without causing adverse impacts on learners.

The training program is conducted in 4 years. The maximum duration is 7 years.

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

11.2. Organisation of training, duration of training, and training plan

Organization of training, duration of training:

- The university organizes training according to the credit system. Credit-based

training involves individual modules, allowing students to accumulate credits for each module and follow a personalized study plan in alignment with the university's instructional schedule.

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

a) Training plan:

First year

No.	MODULE'S NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Marxist – Leninist philosophy	3	None	
2	Marxist - Leninist political economics	3	Marxist – Leninist philosophy	
3	Microeconomics	3	None	
4	Principles of accounting	3	None	
5	Principles of management	3	None	
6	General law	3	Marxist – Leninist philosophy	
7	Macroeconomics	3	Microeconomics	
8	Principles of marketing	3	None	
9	Digital literacy	3	None	
10	English for business	3	None	
11	Mathematical Economics	3	Microeconomics, Macroeconomics	
Total		35		

Second year

No.	MODULE'S NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Scientific socialism	3	Marxist – Leninist philosophy; Marxist - Leninist political economics	
2	Ho Chi Minh Ideology	3	Marxist – Leninist philosophy; Marxist - Leninist political economics; Scientific socialism	
3	Business law	3	General Law	
4	Taxation	3	None	
5	Corporate Finance	3	Financial – Monetary theory	
6	Entrepreneurship and innovation	3	Microeconomics; Principles of Management	
7	Econometrics	3	Economic Mathematics, Microeconomics, Macroeconomics	
8	Economics statistics	3	None	
9	Advanced English for business	3	English for business	

No.	MODULE'S NAME	CREDITS	PREVIOUS MODULES	NOTES
10	Advanced Microeconomics	3	Microeconomics	
11	Advanced Macroeconomics	3	Macroeconomics	
12	Sustainable Development	3	Microeconomics, Macroeconomics	
	Total	34		

Third year

No.	MODULE'S NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Digital literacy	3	None	
2	Economic analysis and forecasting	3	Macroeconomics, Development Economics	
3	Public Economics	3	None	
4	International economics	3	None	
5	Sustainable development	3	Microeconomics; Macroeconomics	
6	Labor Economics	3	Macroeconomics	
7	Artificial Intelligence in Business	3	Econometrics	
8	Investment Project Appraisal	3	None	
9	Urban Planning	3	Microeconomics	
10	State Management of Economics	3	Development Economics, International Economics	
11	Economic Policy	3	Macroeconomics	
12	Natural Resources and Environment Management	3	None	
	Total	35		

Fourth year

No.	MODULE'S NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Project Management	3	Investment Project Appraisal	Choose 1 of 2 groups
	Investment project risk Management	3	Investment Project Appraisal	
2	Public Administration Management	3	None	
	Public Financial management	3	None	
3	Local Marketing	3	Principles of marketing	
4	Portfolio Management		None	
5	Graduation Thesis	6		
Or				
2	Professional internship	3		
2.1	Alternative course: Management decision making model	3		
	Total	18		

11.3. Organisation of the end-of-module examination

The organization of end-of-module examinations (i.e., final examination, as stated in the above sections) is conducted in accordance with Decision No. 3347/QĐ-ĐHTCM dated 30 December, 2022 by the Rector of the University of Finance – Marketing issuing the Regulations for Examining and Evaluating Academic Results under the Credit System at the University of Finance – Marketing.

11.4. Graduation eligibility criteria and recognition

a) Graduation eligibility criteria

Requirements for accumulation of credits and grades for modules:

This is carried out in accordance with Decision No. 1329/QĐ-ĐHTCM dated 16 July, 2021 of the Rector of the University of Finance – Marketing issuing the Regulation on Full-time Credit-based Undergraduate Training, Decision No. 1421/QĐ-ĐHTCM dated 30 May, 2022 on Amending and Supplementing A number of articles of the Regulation on Full-time Credit-based Undergraduate Training, and Decision No. 2033/QĐ-ĐHTCM dated 08 August, 2022 on Amending and Supplementing A number of articles of Decision No. 1329/QĐ-ĐHTCM.

❖ Requirements for soft skills:

Students must obtain a certificate confirming they have acquired (or achieved a passing grade in) 3 out of the following 6 soft skills:

- Work Organization and Time Management
- Presentation and Teamwork
- Effective Communication
- Problem-solving and Decision-making
- Career Planning and Job Search
- Creative Thinking

❖ Requirements for Foreign Language skills:

Students must possess one of the recognized certificates equivalent to Level 3 out of 6 of the Vietnamese Foreign Language Proficiency Framework, as issued in Circular No. 01/2014/TT-BGDĐT dated January 24, 2014, by the Minister of Education and Training.

❖ Requirements for computer skills:

Students must possess one of the following qualifications or certificates:

- A basic information technology applications certificate – according to Circular No. 17/2016/TTLT-BGDĐT-BTTTT dated June 21, 2016, issued by the Ministry of Education and Training and the Ministry of Information and Communications, regarding the regulations on the organization of exams and issuance of IT application certificates – issued by educational institutions authorized by the Ministry of Education and Training.
- An International MOS Office Specialist certificate (MS Word, MS Excel) issued by Microsoft.
- A Bachelor's or Associate's degree in Information Technology or Management Information Systems from an educational institute within the national education system.

b) Degree issuance, academic transcripts issuance

- Degree Issuance: When students meet all the requirements according to the current regulations of the University and the State.
- Academic Transcripts Issuance: When students meet all the requirements according to the current regulations of the University and the State, or upon student request.

B. SUMMARY DESCRIPTIONS OF PROGRAMME MODULES

1. Marxist – Leninist philosophy - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

Upon completion of this course, students will be capable of acquiring a fundamental, systematic understanding of Marxist-Leninist philosophy, utilizing the dialectical materialist methodology and worldview in the context of other courses, and assessing and interpreting work-related issues. Then, they will have the confidence to defend their own viewpoints.

- *Contents summary:*

The Marxist-Leninist Philosophy course is divided into three chapters. The course offers fundamental content regarding the philosophical methodology and worldview of Marxism-Leninism, which is beneficial for the study of other courses in the training program and other human knowledge. It also serves as a foundation for the study of other courses on Marxism-Leninism and the application of the knowledge gained in practical situations. The methodological significance of applying Marxist-Leninist philosophy to the practice of the Vietnamese revolution and the benefits that learners receive when enrolling in this course are readily apparent to learners who have acquired knowledge of the course.

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

2. Marxist - Leninist Political Economics - Credits: 2

- ❖ Previous modules: Marxist – Leninist philosophy
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

Upon completion of this course, students will possess a fundamental and primary understanding of Marxist-Leninist Political Economics. They are capable of developing the ability to implement, analyze, and assess socio-economic issues in the context of the country's development and the student's personal growth. Consequently, it supports the development of a Marxist-Leninist ideological posture and consciousness among students, as well as the development of appropriate social responsibilities in their professional and postgraduate lives.

▪ *Contents summary:*

The course provides core knowledge of Marxist-Leninist Political Economy and the economic issues in the transition period to socialism in Vietnam. The course's Marxist-Leninist Political Economy content emphasizes the following: competition, monopoly, surplus value production, markets, and commodities. The course addresses a number of economic issues during the transition period, such as the socially oriented market economy, economic interest relations in the transition period, industrialization, modernization, and international economic integration of Vietnam.

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

3. Scientific Socialism - Credits: 2

❖ Previous modules: Marxist – Leninist philosophy, Marxist - Leninist Political Economics

❖ Summary of module's objectives and contents:

▪ *General objectives:*

Upon completion of this course, students will possess a fundamental understanding of Scientific Socialism. They will be able to apply the knowledge they have acquired to analyze and elucidate the socio-political issues and the path to socialism in Vietnam, as well as to cultivate appropriate political and ideological attitudes and fortify their conviction in the objectives, ideals, and success of the socialism construction process in Vietnam.

▪ *Contents summary:*

The course content presents basic introductory issues of Scientific Socialism to clarify the process of formation and development of Scientific Socialism; research objects, research methods, and the significance of studying Scientific Socialism; and basic theoretical issues of Scientific Socialism, namely the historical mission of the working class; socialism and the transitional period to socialism; socialist democracy and the socialist state; social-class structure and class and strata alliances in the transitional period to socialism; ethnic, religious and family issues in the transitional period to socialism.

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

4. Ho Chi Minh Ideology - Credits: 2

❖ Previous modules: Marxist – Leninist philosophy, Marxist - Leninist Political Economics, Scientific Socialism.

❖ Summary of module's objectives and contents:

▪ *General objectives:*

After completing this course, learners will be able to understand the basic knowledge about the concepts, origins, formation process, and development of Ho Chi Minh Ideology; the fundamental contents of Ho Chi Minh Ideology; and its application by the Vietnamese Communist Party in the national democratic revolution and in the

socialist revolution. Forming independent thinking, analysis, evaluation, and creatively applying Ho Chi Minh's thought to solve practical issues in life; Enhancing political will, patriotism, and loyalty to the goals and ideals of national independence linked with socialism; recognizing the role and value of Ho Chi Minh Ideology for the Communist Party and Vietnam; understanding one's own responsibility in studying and training to contribute to the construction and protection of our homeland.

- *Contents summary:*

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

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

5. History of Vietnamese Communist Party - Credits: 2

- ❖ Previous modules: Marxist – Leninist philosophy, Marxist - Leninist Political Economics, Scientific Socialism, Ho Chi Minh Ideology.

- ❖ Summary of module's objectives and contents:

- *General objectives:*

After completing the course on the History of the Vietnamese Communist Party, learners will have a systematic understanding of the Communist Party of Vietnam and its policies and guidelines in leading the revolution from the Party's inception to the present; learners will be able to select research materials for studying the course and apply the historical knowledge they have acquired to practical work, as well as critically assess misconceptions about the Party's history. Through this, learners might enhance their political competence, as well as strengthen and nurture their trust in the Party's leadership; they become aware of their responsibility in studying and training to contribute to the construction and protection of socialist Vietnam.

- *Contents summary:*

The course consists of 4 chapters, equipping learners with an understanding of the subjects, objectives, tasks, research methods, and study of the History of the Vietnamese Communist Party, as well as fundamental and systematic knowledge about the establishment of the Vietnamese Communist Party (1920 - 1930), the process of the Party leading the struggle for power (1930 - 1945), the Party leading two resistance wars against foreign invaders, achieving national liberation and unification (1945 - 1975), and the leadership of the entire country in the transition to socialism and the implementation of the renovation period (1975 to present). Through that, it affirms success, points out limitations, and summarizes experiences regarding the revolutionary leadership of the Party to help learners enhance their awareness and confidence in the Party, as well as their ability to apply the knowledge they have acquired to practical work, contributing to

the construction and protection of the socialist Vietnam.

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

6. General Law - Credits: 3

- ❖ Previous modules: Marxist – Leninist philosophy
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

This course is a part of the general education curriculum that aims to equip students with the most fundamental and comprehensive knowledge about the government and law in order to create a solid foundation for further studies in other legal subjects within the training program. In addition, with the knowledge and skills acquired, learners can seek out and apply legal regulations knowledge to address common issues in work and life legally, with a proper awareness of the law.

- *Contents summary:*

The course consists of two parts: Part I: General issues about the State and law, and Part II: Some branches of law in the Vietnamese legal system. Part I conveys the most fundamental theoretical issues of the government (such as origins, nature, characteristics, functions; forms of the state and state apparatus) and law (origins, formation, concepts, nature, attributes, functions, roles of law; legal system; legal relations; implementation of law, violations of law, and legal responsibilities). Part II provides knowledge related to the concepts, subjects of regulation, methods of regulation, legal relationships, and the core content of certain institutions within several branches of law in the field of private law (including Civil Law, Marriage and Family Law, Labor Law, and Civil Procedure Law). In addition, the course also provides important knowledge about the Law on Anti-Corruption and human rights.

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

7. English for Business - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

After completing this course, students will be able to apply pre-intermediate language skills and communication skills in business to resolve work-related situations; they will utilize the knowledge gained in tasks related to understanding documents, developing logical ideas when writing short paragraphs, emails, and response messages in familiar business environments. Additionally, pair and group activities will help students develop practical work skills such as negotiation, presentation, relationship building, awareness of communication styles, and resolving common communication issues, thereby fostering a proactive and positive attitude, better preparing them for future work.

▪ *Contents summary:*

The English for Business course is designed for non-language majors in Standard, Specialized, Integrated or Talent programs. This course provides students with knowledge and practical communication skills in a business environment, as demonstrated through content in specific situational exercises at the workplace. The course equips students with specialized English vocabulary knowledge in economics, focusing on topics related to marketing, finance, international business, etc., to prepare well for specialized studies.

- ❖ In relevance to the PLOS: PLO5(R), PLO10(I).

8. Advanced English for Business - Credits: 3

- ❖ Previous modules: English for Business
❖ Summary of module's objectives and contents:

▪ *General objectives:*

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

▪ *Contents summary:*

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

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

9. Mathematical Economics - Credits: 3

- ❖ Previous modules: Microeconomics, Macroeconomics
❖ Summary of module's objectives and contents:

▪ *General objectives:*

Know how to apply concepts and operations related to matrices, determinants, and

systems of equations and solve some algebraic and linear models in economics. Master and deeply understand the knowledge of limits, continuity, and derivatives of functions to apply in economics and business. Know how to apply integral calculus and its applications in economic and financial mathematics. Apply knowledge about multivariable functions, extrema of multivariable functions, and differential equations to solve specific economic modeling problems. To be proficient in using tools as well as mathematical methods to solve problems, equations, and models. In microeconomics and macroeconomics, specifically, equilibrium models, Leontief's input-output model, marginal value, elasticity coefficients, optimization problems with one variable, unconstrained optimization models, and constrained optimization in economics and business.

▪ *Contents summary:*

The course provides knowledge of concepts and operations on matrices, determinants, systems of equations, and solving some algebraic and linear models in economics. Master and deeply understand knowledge about limits, continuity, and derivatives of functions to apply in economics and business. Know how to apply differential and integral calculus and its applications to economic and financial problems. Apply knowledge about multivariable functions, multivariable function extrema, and differential equations to solve specific economic problems and models; Master the use of tools and mathematical methods to solve specific microeconomic and macroeconomic problems, problems, and models: equilibrium models, Leontief's input-output model, equilibrium values, elasticity coefficients, single-variable optimization problems, free extrema models, conditional extrema in economics and business.

❖ In relevance to the PLOs: PLO1(I), PLO3(R), PLO4(R), PLO6(R), PLO9(I).

10. Digital literacy - Credits: 3

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *General objectives:*

After completing the course, learners understand the concept of Digital literacy, the importance of Digital literacy in the workplace, and the framework of Digital literacy according to the standards of workers in the modern era, the applications of digital capabilities in work as well as the skills for developing Digital literacy. The course content ensures that students are fully equipped with the knowledge to adapt to and master digital technology, develop digital skills, and enhance their self-learning abilities, making it easier for them to adjust to technological changes and keep pace with the advancements of the digital age. The system of practical exercises helps learners refine their skills in flexibly applying problem-solving methods to various situations, accumulate experience, and develop Digital literacy to serve their careers. In addition, learners are trained in teamwork skills, responsibility for asset management, and information security during the learning process.

- *Contents summary:*

The course provides learners with knowledge such as the concept of Digital literacy, the Digital literacy framework, and groups of Digital literacy in Vietnam, including effectively accessing and evaluating information in the digital environment, the ability to create digital content, applying data analysis, knowing how to creatively and effectively exploit and manage information and data, among others. In addition, the course equips learners with digital safety and security, essential knowledge about specialized tools in their field, the application of technology to optimize work efficiency, and a solid understanding of new technological trends in the industry.

- ❖ In relevance to the PLOs: PLO2(R), PLO9(R), PLO10(R).

11. Microeconomics - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:
- *General objectives:*

After completing this module, learners will understand the concepts of supply and demand, the decision-making processes of consumers, the functioning of various types of markets, and the decision-making processes of businesses in different market types.

- *Contents summary:*

This course introduces supply and demand and the fundamental forces that determine equilibrium in the market consumer behavior and analyzes consumer decision-making. This course also addresses businesses and their decisions regarding optimal production and the impact of different market structures on business behavior, such as pricing decisions, output, and competitive strategies... This course also studies the relationship between supply and demand for labor, capital, and land in the market for input factors. In addition, this course also explores the shortcomings of the market economy and the intervention of the government.

- ❖ In relevance to the PLOs: PLO1(R), PLO6(R), PLO9(R).

12. Macroeconomics - Credits: 3

- ❖ Previous modules: Microeconomics
- ❖ Summary of module's objectives and contents:
- *General objectives:*

After completing this course, learners will understand how the overall economy operates, recognize the indicators used to measure macroeconomic variables, explain the interactive relationships between macroeconomic indicators, and evaluate the impact of government policies in regulating the economy to ensure stability and growth...

- *Contents summary:*

The Macroeconomics course introduces the fundamental principles of macroeconomics to help learners understand the functioning of the general economy.

Learners will be introduced to the concepts and basic accounting principles related to national income, consumer price index and inflation, unemployment, exchange rates, and balance of payments. In addition, learners are introduced to the government's macroeconomic policy tools to regulate the economy, ensuring stability and growth.

- ❖ In relevance to the PLOs: PLO1(I), PLO6(R), PLO9(R).

13. Principles of Accounting - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:

- *General objectives:*

This course helps learners understand the basic concepts of accounting; to master and apply accounting methods to handle arising economic transactions and prepare accounting reports in a business. At the same time, learners can take the initiative in expressing opinions and comments on situations related to accounting and have the ability to defend their personal viewpoints.

- *Contents summary:*

Principles of Accounting is a course that provides learners with basic knowledge of accounting, applying accounting methods to reflect the basic business operations of a unit. The accounting methods mentioned include accounting vouchers, inventory, accounting object valuation, accounts, double-entry bookkeeping, and accounting balance sheet summary. The basic knowledge foundations from the course support learners to continue to study in-depth knowledge of accounting and auditing, as well as apply to support specialized fields in the economic sector.

- ❖ In relevance to the PLOs: PLO1(I), PLO5(I), PLO7(I), PLO9(R).

14. Principles of Marketing - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:

- *General objectives:*

The course Principles of Marketing provides learners with basic knowledge of marketing, including concepts, roles, principles, processes, and marketing mix components. From there, learners can explain the nature of marketing and the role of marketing activities for individuals, businesses, and society. In addition, the course helps learners apply basic knowledge of marketing to analyze the marketing environment, evaluate marketing activities, and propose marketing solutions for businesses.

- *Contents summary:*

The content of the course includes 9 chapters, focusing on analyzing basic knowledge about marketing such as concepts, roles, functions and marketing processes, marketing mix, ethical issues in marketing activities, as well as changes in marketing in the current context. The course also analyzes content related to the implementation of

marketing activities, such as analyzing the marketing environment, analyzing customer behavior through market research activities, selecting target markets, and analyzing basic contents of marketing mix related to product strategy, pricing strategy, distribution strategy, and marketing communication strategy.

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

15. Principles of Management - Credits: 3

- ❖ Previous modules: None
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

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

- *Contents summary:*

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

- ❖ In relevance to the PLOs: PLO1(I), PLO6(I), PLO10(R).

16. Finance and Monetary theory

Credits: 3

- ❖ Previous modules: Microeconomics, Macroeconomics
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

After completing this course, learners will be able to understand the basic concepts of money, inflation, credit, interest rates, exchange rates as well as financial markets, understand the operations of important entities in the financial system such as commercial banks, central banks, public finance, corporate finance, and international finance. Learners will be able to calculate and solve basic economic problems such as calculating interest and return rates, choosing investment opportunities, as well as making their own judgments and comments on issues related to money, banking, and financial markets in real situations. In addition, students will have confidence and self-

direction when making their own decisions, have the ability to work independently, work in groups, and be responsible for themselves and their work group.

▪ *Contents summary:*

This course belongs to the foundation knowledge block. The contents of this course are both theoretical and closely related to practical activities. This course will equip learners with basic economic theory knowledge in the field of finance and currency with the assurance of scientific, modern, and practical factors as a foundation for studying professional courses in economic majors (especially for learners in the Finance - Banking major). In addition, this course helps learners understand, describe, and explain financial and monetary phenomena and events and relate them to the markets of goods and services through the evolution of financial information. Finally, the course also provides basic investment practices, such as calculating the rate of return of an investment, comparing investment opportunities, comparing benefits and risks, and making basic investment decisions based on market signals. Thus, it enhances information access and critical thinking skills, while also helping learners develop other essential related skills.

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

17. Business Law - Credits: 3

❖ Previous modules: General Law

❖ Summary of module's objectives and contents:

▪ *General objectives:*

The course provides learners with the basic theoretical and legal knowledge on the establishment, organization, operation, and termination of business entities in the economy; at the same time, it equips learners with the necessary skills to search for and apply relevant legal regulations in business activities, thereby forming a sense of responsible business.

▪ *Contents summary:*

The course consists of 5 chapters. After being equipped with an overview of Business Law (Chapter 1), learners will be introduced to the positive law regulating the process of establishment, organization, and operation of business entities (including business households, types of enterprises, and cooperatives), reorganization and dissolution of enterprises (Chapter 2). The Business Law course also helps learners study and apply the law on contracts in business, especially common contracts such as contracts for the purchase and sale of goods, service contracts, etc. (Chapter 3). The law on termination of business activities by bankruptcy is conveyed in Chapter 4. Methods of dispute resolution in business (according to the provisions of law) are in the last chapter (Chapter 5).

❖ In relevance to the PLOs: PLO4(I), PLO8(R), PLO10(R).

18. Taxation - Credits: 3

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *General objectives:*

The course provides learners with knowledge and theoretical basis on taxes to help learners understand an overview of taxes, the development process of the Vietnamese tax system and the main contents of the taxes currently applied. The course equips learners with basic skills to determine tax obligations, gradually forming the awareness of compliance with legal regulations of taxpayers and the professional ethics of tax policy implementers.

▪ *Contents summary:*

This course is a mandatory course in the basic knowledge section of the University of Finance - Marketing. The course provides learners with an overview of taxes and specific taxes in Vietnam including import and export tax, special consumption tax, value-added tax, corporate income tax, personal income tax... The content of each tax includes provisions of tax law on Taxable subjects, taxpayers, basis and method of tax calculation, deadline for tax declaration and payment, and tax settlement at a basic level.

❖ In relevance to the PLOs: PLO2(R), PLO5(R); PLO9(R), PLO10(R)

19. Corporate Finance - Credits: 3

❖ Previous modules: 16. Finance and Monetary

❖ Summary of module's objectives and contents:

▪ *General objectives:*

This course aims to provide knowledge for learners to understand an overview of corporate finance, recognize the goals of corporate finance, understand and calculate the value of money over time, and analyze and evaluate sources of funding for businesses. Learners will be able to plan sources of funding in businesses, manage short-term assets, value securities, and evaluate the finances of long-term investment projects. The course will help learners have an overview of financial activities in businesses, thereby improving their ability to apply and prepare for job positions related to corporate finance.

▪ *Contents summary:*

The course provides learners with knowledge of corporate finance, including the time value of money, stock valuation, cost of capital, long-term business investments, and working capital management. This knowledge aims to support decision-making in corporate financial management.

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

20. Entrepreneurship and Innovation - Credits: 3

❖ Previous modules: Microeconomics, Principles of Management

❖ Summary of module's objectives and contents:

▪ *General objectives:*

After completing the course of Entrepreneurship and Innovation, learners will be able to apply fundamental knowledge and technology to entrepreneurial and innovation activities in Vietnam. In addition, learners may utilize skills to coordinate the organization's available resources, as well as teamwork skills, to achieve business objectives. Based on the knowledge and skills they gained, learners can confidently make personal decisions and be accountable to themselves and their working teams on the Entrepreneurship and Innovation journey.

▪ *Contents summary:*

The course of Entrepreneurship and Innovation is a foundation knowledge block of the program. The course covers fundamental industry and technology knowledge. The course provides students with a comprehensive understanding of the Entrepreneurship and innovation environment in Vietnam. The course develops lean startup and design thinking; provides essential knowledge of economics, society, and law in business activities; and instructs skills in building business models, discovering and validating customers, as well as developing human resources and financial plans for startup and innovation activities. As a result, learners gain confidence, a positive attitude, critical thinking skills, and the ability to assess and analyze data in order to create a comprehensive startup plan.

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

21. Econometrics - Credits: 3

❖ Previous modules: Mathematical Economics, Microeconomics, Macroeconomics.

❖ Summary of module's objectives and contents:

▪ *General objectives:*

After completing this course, learners will understand the basic knowledge of correlation and regression analysis, build estimation models, test for regression coefficients, and assess the fit of the models and the hypotheses on the models. Application in analysis and forecasting for issues related to finance, economics, and management, Creating a foundational tool for the subsequent modules.

▪ *Contents summary:*

Provide estimation techniques, adjustment methods for multivariate regression models, and ways to analyze the technical and economic validity of the model. The course also equips learners with the methods to apply quantitative analysis tools to some basic economic and business management issues based on the use of specialized software and databases from Vietnam.

❖ In relevance to the PLOs: PLO1(R), PLO3(I), PLO4(R), PLO6(M), PLO7(M), PLO8(R), PLO9(I).

22. Sustainable Development - Credits: 3

❖ Previous modules: Microeconomics, Macroeconomics.

❖ Summary of module's objectives and contents:

▪ *General objectives:*

The course presents general issues related to sustainable development, including concepts, principles, and theories of sustainable development. Provide knowledge for learners to understand, discuss, analyze, and evaluate issues based on the 17 Sustainable Development Goals of the United Nations. The main content of the course will address the issue of sustainable development in 7 socio-economic areas such as: Economic growth, Industry and infrastructure, Resources, Education and health, Energy, Social equality, and Sustainable development policies. Through the content of the course, learners are equipped with methods to evaluate and analyze aspects of sustainable development in Vietnam, thereby fostering independent critical thinking to derive policy implications for various levels of state management.

▪ *Contents summary:*

The Sustainable Development course is designed to equip learners with knowledge and attitudes for living, studying, and working in the face of the inevitable and undeniable trends of our time. Through the content taught and discussed, learners become aware of the issues in a development process that meets the diverse needs of current society while ensuring the continued development of future generations. This awareness fosters the right attitudes and behaviors in all aspects of life, from personal activities to labor, production, business, and other activities.

❖ In relevance to the PLOs: PLO2(R), PLO5(R), PLO9(R) PLO10(R).

23. Artificial Intelligence in Business - Credits: 3

❖ Previous modules: Econometrics

❖ Summary of module's objectives and contents:

▪ *General objectives:*

This course equips learners with fundamental knowledge about Artificial Intelligence, addressing methodological issues in building models that utilize artificial intelligence, including statistical methods, basic algorithms for data analysis, and the application of new technologies and data science in socio-economic practices. After completing this course, learners will have the necessary knowledge and skills regarding the application of technology in data collection, analysis, and the construction of effective organizational models for the fields of economics, finance, business, and management.

▪ *Contents summary:*

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

- ❖ In relevance to the PLOs: PLO2(R), PLO5(R), PLO9(R), PLO10(R)

24. Advanced Microeconomics - Credits: 3

- ❖ Previous modules: Microeconomics.
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

After completing this course, students will have advanced knowledge of microeconomics used to analyze social welfare when there are government policies and the impact of policies on the market. This course also applies economic theory in insurance; accounting; applying microeconomic theory in management decision making. In addition, the course also analyzes in depth market failures such as information asymmetry, externalities, public goods, pricing strategies when there is market power of enterprises.

- *Contents summary:*

This course equips learners with advanced knowledge of microeconomics used to analyze the impact on social welfare when government policies (such as taxes, subsidies, quotas, etc.) impact the market, as well as analyze in depth market failures such as information asymmetry, externalities, public goods, pricing strategies when there is market power of enterprises. From there, helping learners to understand and analyze the impact of policies on each market, to make decisions.

- ❖ In relevance to the PLOs: PLO2(R), PLO3(R), PLO4(M), PLO8 (M), PLO9(M), PLO10(M).

25. Advanced Macroeconomics - Credits: 3

- ❖ Previous modules: Macroeconomics
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

This course provides learners with advanced knowledge of macroeconomics to help them analyze, comment, debate or respond to the Government's macroeconomic policies and forecast the impact of policies on economic activities.

- *Contents summary:*

This course aims to help learners apply macroeconomic theory into practice to understand and analyze the current economic situation, and at the same time introduce economic models used to analyze the effectiveness of macroeconomic policies in practice. Help learners understand, analyze and forecast the impact of macroeconomic policies in practice, helping economists and managers have a scientific basis for decision making.

- ❖ In relevance to the PLOs: PLO2(R), PLO3(R), PLO4(M), PLO8(M), PLO9(M), PLO10(M).

26. Economics statistics - Credits: 3

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

- *General objectives:*

After completing this course, students will be able to apply methods of information collection; methods of data processing, synthesis and analysis; apply statistical software in statistical processing and analysis; analyze the relationship of economic indicators through models and economic phenomena.

- *Contents summary:*

Statistics in economics introduces basic knowledge of statistics, including methods of information collection, methods of data processing, synthesis and analysis. In addition, this course also provides learners with a system of methods of descriptive statistical analysis, inferential statistics, methods of studying the relationship of economic indicators through models, analyzing the development laws of phenomena over time, and predictive models as a basis for decision making at both the micro and macro levels. The course also introduces statistical software applications in statistical processing and analysis to help learners easily access the methods conveniently.

❖ In relevance to the PLOs: PLO2(M), PLO3(M), PLO4(M), PLO7(M), PLO8(M), PLO9(M), PLO10(M).

27. Public Economics - Credits: 3

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

- *General objectives:*

The Public Economics course provides learners with knowledge about the public sector in resource allocation to improve economic efficiency, ensure social equity and macroeconomic stability; Helps learners develop the skills to flexibly apply knowledge to evaluate and propose solutions that bring efficiency to the economic activities of the public sector.

- *Contents summary:*

This course introduces an approach to economic management issues from the perspective of analyzing how public economic management policies will affect social welfare.

❖ In relevance to the PLOs: PLO3(R), PLO4(R), PLO8(R), PLO9(R), PLO10(R).

28. International economics - Credits: 3

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

- *General objectives:*

After completing this course, students can understand the development of international trade theories, explain the reasons for the appearance of the flow of goods and capital between a country and the rest of the world; analyze the model of international trade in open economy conditions.

▪ *Contents summary:*

The International Economics course studies the formation, development and new characteristics of the world economy, the content and nature of international economic relations. In addition, this course also studies the movement of goods, services, financial and monetary flows and payments from one country to the rest of the world economy. On the other hand, this course also studies the policy of regulating the flow of goods and the impact of that policy on national welfare. Finally, the course studies the theory and practice of international economic integration and the process of international economic integration of Vietnam.

- ❖ In relevance to the PLOs: PLO3(R), PLO4(R), PLO7(R), PLO8(M), PLO9(M).

29. Development economics - Credits: 3

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

▪ *General objectives:*

After completing this course, students can understand the criteria for evaluating economic growth, economic restructuring and the role of resources in economic growth. On that basis, students can apply, analyze and specifically evaluate the process of economic growth, economic restructuring and social progress in the process of economic development in Vietnam.

▪ *Contents summary:*

Development economics introduces general principles of economic development, especially economic principles for development in the context of developing countries with classification criteria and components of the world economic system, socio-economic characteristics of developing countries, criteria for assessing economic growth, economic restructuring, and social welfare for people. Based on the criteria for assessing economic development, the course raises the issue of applying specific analysis and assessment of the process of economic growth, economic restructuring, and social progress in the process of economic development in Vietnam.

- ❖ In relevance to the PLOs: PLO2(R), PLO3(R), PLO4(R), PLO7(R), PLO8(M), PLO9(M).

30. Labor Economics - Credits: 3

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

▪ *General objectives:*

After completing this course, students can explain the laws of labor market operations, evaluate and analyze different aspects of the labor market.

- *Contents summary:*

The course introduces the basic knowledge of labor economics in both theoretical and practical aspects. For the theoretical aspect, theories related to supply - demand & equilibrium in the labor market, theories of investment in human capital, labor mobility, discrimination in the labor market, trade unions and unemployment will be introduced to help learners understand and grasp the laws of operation in the labor market. For the practical aspect, the course also widely uses statistics and reports, analysis from domestic and international labor markets to help learners have a practical view of how the labor market operates.

- ❖ In relevance to the PLOs: PLO2(M), PLO4(M), PLO7(M), PLO8(M), PLO9(M).

31. Economic analysis and forecasting - Credits: 3

- ❖ Previous modules: Macroeconomics, Development Economics

- ❖ Summary of module's objectives and contents:

- *General objectives:*

After completing this course, students will be able to distinguish between types of data in analysis; use software to analyze and forecast economics; apply methods of economic analysis and forecasting; analyze and evaluate the results of economic activities in practice.

- *Contents summary:*

This course introduces basic knowledge of analysis and forecasting, types of data in analysis, methods of analysis and forecasting in economics. In addition, this course also provides learners with descriptive statistics, correlation analysis, regression analysis with different types of data. With time series data, the course introduces forecasting models such as ECM, VECM, ARIMA models... In addition, this course also introduces learners to statistical analysis techniques, skills in using popular forecasting and data analysis software such as SPSS; Eviews; Stata, etc.

- ❖ In relevance to the PLOs: PLO2(M), PLO3(M), PLO4(M), PLO7(M), PLO8(M), PLO9(A), PLO10(M).

32. Economic policy - Credits: 3

- ❖ Previous modules: Macroeconomics

- ❖ Summary of module's objectives and contents:

- *General objectives:*

After completing this course, students will be able to explain the policy process, analyze and evaluate the effectiveness and impact of economic policies on social welfare.

- *Contents summary:*

This course, first, equips students with basic knowledge of economic policies and the process of formulating and implementing economic policies, including planning, organizing, implementing, analyzing, evaluating and adjusting economic policies. Next, the course introduces analysis and evaluation of specific policies such as fiscal policy, monetary policy, economic restructuring policy, and foreign economic policy. Finally, the course provides reports on Vietnam's economic assessment from domestic and international organizations to help learners have a realistic view of the impact of economic policies on Vietnam's economy.

- ❖ In relevance to the PLOs: PLO3(M), PLO4 (M), PLO7(R), PLO8(M), PLO9(M).

33. Urban planing - Credits: 3

- ❖ Previous modules: Microeconomics
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

The course provides learners with the necessary knowledge and skills to understand the concepts, principles, and contents of urban planning and the role of urban planning in the relationship between economic, social, and environmental development. Learners are equipped with the skills to read reports and drawings of master plans, zoning plans, detailed plans, land use plans, land use plans, etc. In addition, this course also creates conditions for learners to practice more on autonomy and self-research.

- *Contents summary:*

The course covers contemporary issues of urban planning such as master planning, zoning planning, detailed planning, land use planning, housing, transport, environment, service infrastructure, sustainable development and smart cities.

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

34. State management of economics - Credits: 3

- ❖ Previous modules: Development Economics, International Economics.
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

After completing this course, students can apply state economic management methods and tools to evaluate the effectiveness and efficiency of economic management of a country or locality.

- *Contents summary:*

This course introduces learners to general issues of state economic management; basic characteristics, mechanisms, functions, principles, methods and tools of state economic management; to ensure reasonable and effective allocation of economic resources; to ensure the smooth operation of the economy, contributing to improving the competitiveness of the country/locality in the trend of international economic integration.

- ❖ In relevance to the PLOs: PLO3(M), PLO4(M), PLO7(M), PLO8(M), PLO9(A),

PLO10(M).

35. Investment Project Appraisal - Credits: 3

- ❖ Previous modules: Public Financial Management.
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

Upon completion of this course, learners will be able to recognize the concepts and tools related to investment project appraisal; carry out the appraisal of an independent public project, based on different appraisal perspectives that have been equipped; apply the principles of benefits and costs when analyzing the economic project in cases where ideal economic conditions do not exist; and clearly understand the contents related to project appraisal at the stages from investment to operation and then project termination. The course aims to meet the requirements for learners to become investment project appraisal specialists.

- *Contents summary:*

The course introduces project appraisal and project cash flow in the cost-benefit analysis method. Next, two main contents will be presented, including: Financial and economic feasibility analysis. Through the course content, learners are equipped with methods for evaluating and analyzing relevant investment projects in Vietnam, thereby forming independent critical thinking to have policy implications for state management levels in this field.

- ❖ In relevance to the PLOs: PLO4(M), PLO6(R), PLO8(M), PLO10(M).

36. Portfolio Management - Credits: 3

- ❖ Previous modules:
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

Upon completion of the course, students can apply theoretical knowledge of portfolio management to establish and evaluate portfolio performance. Students can practice portfolio analysis, build portfolios, evaluate portfolio performance, and effectively manage portfolios; develop problem-solving skills, teamwork, and at the same time have a sense of responsibility and professional ethics.

- *Contents summary:*

This course introduces theoretical knowledge and skills to build investment portfolios such as stock portfolios (risky assets), bond portfolios, and portfolios combining stocks and risk-free assets. Furthermore, this course also provides knowledge and skills for learners to evaluate investment portfolios. In addition, this course also helps learners to make appropriate recommendations in the process related to the construction and management of investment portfolios.

- ❖ In relevance to the PLOs: PLO1(M), PLO2(A), PLO3(M), PLO4(A), PLO8(M),

PLO9(M), PLO10(R).

37. Project Management - Credits: 3

- ❖ Previous modules:
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

After completing this course, learners will have basic knowledge of project management activities; be able to establish, analyze, and evaluate project effectiveness; design project organizational structure and build project team; plan project progress and cost; allocate and coordinate project implementation resources; deploy project implementation organization; monitor and evaluate project implementation status and progress; effectively identify and solve project termination issues as well as propose creative solutions for project management activities.

- *Contents summary:*

This course provides learners with basic knowledge of project management, from planning to project completion. The course provides basic contents such as: Project identification, evaluation and selection; Project organization structure design; Schedule planning, budget estimation and resource allocation; Project implementation organization; Project evaluation and control; Project completion.

- ❖ In relevance to the PLOs: PLO2(A), PLO3(M), PLO5(M), PLO7(M), PLO10(M).

38. Investment project risk Management - Credits: 3

- ❖ Previous modules: Investment Project Appraisal
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

This course provides learners with basic knowledge of Investment Project Risk Management such as classifying and identifying types of risks in investment projects; analyzing, synthesizing and assessing the impact of risks; selecting response strategies and developing plans to implement risk control measures and developing plans to finance losses caused by risks. The course also helps learners practice skills in collecting information, identifying, analyzing, synthesizing and solving problems related to risks related to investment projects; at the same time, helping learners have a correct perception of the impact of risks on operational efficiency and a more positive attitude in perceiving and handling risks in investment projects.

- *Contents summary:*

The course provides learners with basic knowledge about risk management of an investment project in the context of international integration. The course provides learners with the following contents: (1) Concept of risk, types of risks in investment projects, impact of risks on the progress of completing investment projects; (2) Risk management process; (3) Introduction to risks and ways to identify risks; (4) Analysis,

methods of measuring and assessing risks; (5) Risk response strategies, measures to control and monitor risks; (6) Introduction to risk financing as action plans aimed at overcoming financial losses due to risks.

❖ In relevance to the PLOs: PLO3(M), PLO4(M), PLO5(A), PLO7(M), PLO10(M).

39. Public Administration Management - Credits: 3

❖ Previous modules: General Law

❖ Summary of module's objectives and contents:

▪ *General objectives:*

After completing this course, learners will be able to apply basic knowledge of public administration management to organize and operate the public administration apparatus in the fields of economics, finance, and administrative technology. At the same time, the course also provides viewpoints, guidelines of the Party, policies, and laws of our State related to the issue of public administration reform, the results achieved and the necessary contents that must continue to be carried out in the country's public administration reform at the present stage.

▪ *Contents summary:*

This course provides learners with general knowledge in the field of public administration management such as how to organize and operate the public administration apparatus in economics, finance-monetary, administrative technology, public administration reform, etc. In addition, the course also equips learners with some knowledge about basic operations in public administration management such as the principle of balancing the state budget; decentralization of public administration management for types of enterprises, corporate finance, types of investment projects; as well as principles of organizing and operating the activities of agencies, offices, workplaces, meetings, archiving, and drafting public administrative documents.

❖ In relevance to the PLOs: PLO3(M), PLO7(M), PLO8(M), PLO9(A), PLO10(M).

40. Public Financial management - Credits: 3

❖ Previous modules: Financial and Monetary theory

❖ Summary of module's objectives and contents:

▪ *General objectives:*

This course provides learners with general knowledge of public finance, public financial management and evaluation of public financial management performance, and at the same time provides a scientific basis for public financial management.

▪ *Contents summary:*

The course provides basic and advanced knowledge of Public Finance Theory, including 2 basic knowledge blocks: General theoretical knowledge block on public

finance and public financial management. Theoretical knowledge block on state budget, decentralization of state budget management, state budget management process, organization of state budget balance and public debt management, management of extra-budgetary funds, evaluation of public financial management performance.

- ❖ In relevance to the PLOs: PLO3(M), PLO4(A), PLO8(M), PLO9(M).

41. Local Marketing - Credits: 3

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

- *General objectives:*

The objective of the course is to help learners master knowledge of marketing and be able to apply this knowledge to the locality, understand and apply methods of planning, implementing and organizing the implementation of local marketing strategies, campaigns and programs; apply marketing knowledge, integrate with basic knowledge of economics and business administration to detect and solve marketing problems in specific local situations. Apply awareness of social context, awareness of professional ethics, social responsibility to build autonomy and self-responsibility in work.

- *Contents summary:*

This course aims to provide learners with knowledge about the role of local marketing in economic management. At the same time, it aims to provide skills in building local marketing strategies according to the national economic development strategy and local development strategy, as well as the process of implementing, checking, promoting, and executing local marketing strategies to build an image and a brand for the locality in the process of economic management.

- ❖ In relevance to the PLOs: PLO3(M), PLO4(A), PLO8(M), PLO9(M), PLO10(M).

42. Natural Resources and Environment Management - Credits: 3

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

- *General objectives:*

This course provides learners with basic knowledge of environmental and resource management, sustainable development perspectives, and codes of conduct with the environment and resources. It helps learners to recognize the importance of the environment and resources for economic development and the impact of environmental economic activities; explain the economic causes of environmental pollution and degradation, thereby finding solutions to limit or minimize environmental pollution.

- *Contents summary:*

This course introduces learners to a comprehensive understanding of the relationship between the natural environment and economic growth, learners can analyze

the benefits and costs when humans use natural resources. The course also introduces policies to manage the use of resources effectively in the process of economic growth. From there, it helps managers build policies to use resources effectively.

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

43. Graduation thesis - Credits: 6

❖ Prerequisites: According to current regulations on implementing the University's Graduation thesis

- ❖ Summary of module's objectives and contents

- *General objectives:*

After completing this course, students can apply economic theory and management tools and methods to point out achievements and limitations in economic management at the national, sectoral, regional and economic organization levels. On that basis, students can compare and contrast theory and practice to propose appropriate recommendations and solutions.

- *Contents summary:*

The graduation thesis is a student's independent research project, helping to evaluate the knowledge and abilities that students have accumulated throughout their study period and their ability to apply them in practice. The graduation thesis course requires students to do a graduation internship at a specific business/organization within a specified time.

- ❖ In relevance to the PLOs: PLO1(M), PLO2(A), PLO3(A), PLO4(A), PLO5(M), PLO6(R), PLO7(M), PLO8(A), PLO9(A), PLO10(A).

44. Graduation internship - Credits: 3

❖ Prerequisites: According to current regulations on implementing the University's Graduation thesis

- ❖ Summary of module's objectives and contents

- *General objectives:*

After completing this course, students will be able to apply theoretical knowledge into practice through research to solve specific problems related to their major, helping them to compare theory and practice to propose appropriate recommendations, creating the ability to self-study and adapt to work after graduation.

- *Contents summary:*

Graduation internship is an independent research project of students, helping to apply the knowledge accumulated during the study period to practice. Students choose to research or solve a problem related to their training field with the requirement that students must do a graduation internship at a specific business/organization within the prescribed time.

- ❖ In relevance to the PLOs: PLO2(M), PLO3(A), PLO4(A), PLO5(M), PLO6(R), PLO7(A), PLO8(A), PLO9(A), PLO10(M).

45. Management decision making model - Credits: 3

- ❖ Previous modules:
- ❖ Summary of module's objectives and contents:
 - *General objectives:*

The course Decision-making models in management aims to provide students with knowledge and skills to apply models in the management decision-making process.

- *Contents summary:*

This course provides basic and advanced knowledge of decision-making models in management. The course content provides learners with knowledge of decision-making models, decision-making methods, and organization and implementation of decision-making models in practice to create effective economic management models.

- ❖ In relevance to the PLOs: PLO1(M), PLO2(M), PLO3(M), PLO4(M), PLO6(M), PLO10(R)./.



RECTOR

Pham Tien Dat

CHAIRMAN OF THE TRAINING PROGRAM
DEVELOPMENT COUNCIL

Ngo Thi Hong Giang

C. RESOURCES FOR TRAINING QUALITY ASSURANCE

1. MAIN TEXTBOOKS

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
1	Triết học Mác – Lênin	Ministry of Education and Training	National Political Publishing House	2022	Marxist – Leninist philosophy
2	Kinh tế chính trị Mác - Lênin	Ministry of Education and Training	National Political Publishing House	2011	Marxist - Leninist political economics
3	Giáo trình Chủ nghĩa xã hội khoa học	Ministry of Education and Training	National Political Publishing House	2021	Scientific socialism
4	Lịch sử Đảng Cộng Sản Việt Nam	Ministry of Education and Training	National Political Publishing House	2021	History of Vietnamese Communist Party
5	Tư tưởng Hồ Chí Minh	Ministry of Education and Training	National Political Publishing House	2021	Ho Chi Minh Ideology
6	Đại cương về nhà nước và pháp luật	Đào Trí Úc- Hoàng Thị Kim Quế	Vietnam National University of Hanoi Publishing House	2023	General Law
7	Business Partner – Student's book – A2+	O'Keeffe, M., Landford, L., Wright, R. et al.	Pearson	2019	English for Business
8	Business Partner – Student's book – B1	O'Keeffe, M., Landford, L., Wright, R. et al.	Pearson	2019	Advanced English for Business
9	Toán cơ sở cho kinh tế	Nguyễn Huy Hoàng	Finance Publishing House	2014	Mathematical Economics
10	Năng lực số	Đỗ Văn Hùng, Phạm Hải Chung, Nguyễn Thị Kim Dung,	Vietnam National University of Hanoi	2022	Digital literacy

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
		Phan Thanh Đức, Lê Quốc Hải, Trần Đức Hòa, Mai Anh Thơ, Bùi Thanh Thúy	Publishing House		
11	Principles of Microeconomics	G. Mankiw	Harvard University	2023	Microeconomics
12	Kinh tế học vĩ mô	Trần Nguyễn Ngọc Anh Thư (Chủ biên)	Finance Publishing House	2018	Macroeconomics
13	Nguyên lý kế toán	Ngô Thị Mỹ Thúy	Finance Publishing House	2022	Principles of Accounting
14	Nguyên lý marketing	Dư Thị Chung et al.	University of Finance and Marketing	2024	Principles of Marketing
	Principles of marketing	Kotler, P., & Armstrong, G.	Pearson	2021	Principles of Marketing
15	Giáo trình Quản trị học	Nguyễn Thị Liên Diệp & Trần Anh Minh	Finance Publishing House	2022	Principles of Management
16	Tiền tệ, ngân hàng và Thị trường tài chính	Trần Thị Thanh Nga	Finance Publishing House	2024	Finance and Monetary
17	Giáo trình Luật Kinh tế	Phạm Thị Huyền Sang	Vinh University Publisher	2023	Business Law
18	Thuế 1	Lê Quang Cường - Nguyễn Kim Quyển	Hochiminh City Economics Publishing House	2023	Taxation
19	Tài chính doanh nghiệp 2	Bùi Hữu Phước	University of Finance and Marketing.	2022	Corporate Finance
20	Entrepreneurship and innovation	Mazzarol, T., & Reboud, S	Tilde Publishing	2017	Entrepreneurship and Innovation

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
21	Kinh tế lượng	Nguyễn Huy Hoàng	Finance Publishing House	2023	Econometrics
22	Successful Algorithmic Trading	Michael L.Halls – Moore	Quantstart	2015	Sustainable Development
	Các tình huống giảng dạy các mục tiêu phát triển bền vững (SDGs Cases)	Department of Public Finance	(internal circulation)	2024	Sustainable Development
23	Data Mining for Business Analytics	Galit Shmueli Peter C. Bruce Inbal Yahav Nitin R. Patel Kenneth C. Lichtendahl, Jr.	Wiley	2018	Artificial Intelligence in Business
24	Principles of Microeconomics	G. Mankiw	Harvard University	2023	Advanced Microeconomics
25	Principles of Macroeconomics	G. Mankiw	Harvard University	2023	Advanced Macroeconomics
26	Thống kê kinh tế	Bùi Đức Triệu	National Economics University Publishing House	2022	Economic statistics
27	Kinh tế công cộng	TS. Bùi Đại Dũng	Vietnam National University of Hanoi Publishing House	2022	Public Economics
28	Kinh tế quốc tế	Đỗ Đức Bình- Ngô Thị Tuyết Mai	National Economics University Publishing House	2023	International Economics
29	Kinh tế phát triển	Phan Minh Tuấn	Construction Publishing House	2022	Development Economics

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
30	Labor Economics	George.J.Bojias	Mc Graw Hill	2022	Labor Economics
31	Data analysis for business, economics, and policy	Gábor Békés-Gábor Kézdi	Cambridge University	2021	Data Analysis and forecast in Economics
32	Phân tích chính sách kinh tế - xã hội	Phạm Văn Dũng, Hoàng Triều Hoa và Nguyễn Thị Thu Hoài	Vietnam National University of Hanoi Publishing House	2007	Policy Economics
33	Quy hoạch đô thị đương đại	John M. Levy	Construction Publishing House	2022	Urban Planning
34	Quản lý nhà nước về kinh tế	Đỗ Hoàn Toàn & Mai Văn Bưu	National Economics University Publishing House	2021	State management of economics
35	Quản lý dự án đầu tư công.	Lê Như Thanh và Lê Văn Hòa	National Political Publishing House	2017	Investment Project Appraisal
36	Quản lý danh mục đầu tư	Hoàng Văn Quỳnh, Cao Minh Tiến	Finance Publishing House	2017	Portfolio Management
37	Quản lý dự án	Từ Quang Phương	National Economics University Publishing House	2015	Project Management
38	Quản lý rủi ro dự án đầu tư xây dựng	Vương Thị Thủy Dương (Chủ biên), Huỳnh Thị Yến Thảo, Trần Thị Thiêm, Ngô Vũ Mai Ly	Construction Publishing House	2024	Investment Project Risk Management
39	Quản lý hành chính	Nguyễn Thị	Finance	2018	Public

No.	Textbook name	Author name	Publisher Name	Year of publication	Used for the module
	công	Thu Hương, Nguyễn Đức Lợi – đồng chủ biên	Publishing House		Administration Management
40	Quản lý tài chính công	Dương Đăng Chinh, Phạm Văn Khoan	Finance Publishing House	2013	Public Financial Management
41	Marketing địa phương	Vũ Trí Dũng	National Economics University Publishing House	2011	Local Marketing
42	Quản lý Tài nguyên và Môi trường	Đinh Đức Trường	National Economics University Publishing House	2022	Natural Resources and Environment Management
43	Ra quyết định trong kinh doanh	Trần Việt Lâm	Vietnam National University of Hanoi Publishing House	2023	Management decision making model

2. SELF-STUDY MATERIALS/ OTHER REFERENCE MATERIALS

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
1	Kinh tế học vĩ mô	Trần Nguyễn Ngọc Anh Thư	Finance Publishing House	2023	Macroeconomics
2	Pháp luật đại cương	Lê Minh Toàn	National Political Publishing House	2023	General Law
3	Business Vocabulary in Use – Pre – Intermediate.	Mascull, B.	Cambridge	2017	English Business
4	Business Vocabulary in Use – Intermediate	Bill, M	Cambridge	2017	Advanced English for Business
5	Excel Power Query và Power Pivot Cơ bản – Tự động hóa dữ liệu báo cáo	Nguyễn Quang Vinh	Culture Information	2023	Digital literacy

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
6	Tin học ứng dụng	Trương Thành Công, Trương Đình Hải Thủy, Trần Trọng Hiếu, Trương Xuân Hương, Phạm Thủy Tú, Nguyễn Thị Trần Lộc, Trần Thanh San, Nguyễn Quốc Thanh, Nguyễn Thanh Trường, Huỳnh Ngọc Thành Trung	Finance Publishing House	2023	Digital literacy
7	Marketing căn bản	Ngô Thị Thu và cộng sự	Lao động - Xã hội	2011	Principles of Marketing
8	Principles of Marketing	Kotler, P., Armstrong, G., & Balasubramanian, S.	Pearson Australia	2023	Principles of Marketing
9	Tiền tệ, ngân hàng và Thị trường tài chính	TS. Trần Thị Thanh Nga	Finance Publishing House	2024	Finance-Money theory
10	Luật Kinh tế	TS. Nguyễn Thị Dung	NXB Tư pháp	2022	Business Law
11	Corporate Finance	Ross, Westerfield, Jaffe	McGraw Hill	2019	Corporate Finance
12	Quantitative trading: how to build your own algorithmic trading business	Ernest P. Chan	John Wiley & Sons	2021	Artificial Intelligence in Business
13	Giáo trình Hành vi người tiêu dùng	Vũ Huy Thông	National Economics University Publishing House	2022	Customer behavior
14	Consumer Behavior: Building Marketing Strategy.	Mothersbaugh, D., Hawkins, D. I.	McGraw-Hill.	2016	Customer behavior
15	Consumer Behaviour – Buying, having and being	Solomon, M. R	Pearson	2020	Customer behavior
16	E-Marketing	Frost, R., Fox, A.K., & Strauss, J.	Routledge	2019	Digital Marketing

No.	Material name	Author name	Publisher Name	Year of publication	Used for the module
17	Digital Marketing Strategy: An Intergrated Approach to Online Marketing	Kingsnorth, S.	KoganPage	2021	Digital Marketing
18	Tài chính công	Nguyễn Thị Cảnh chủ biên.	Vietnam National University of HCM Publishing House	2014	Public finance
19	Lý thuyết quản lý tài chính công	Hoàng Thị Thúy Nguyệt, Đào Thị Bích Hạnh đồng chủ biên.	Finance Publishing House	2016	Public finance
20	Đô thị thông minh, tương lai xán lạn: bản trình diễn về tương lai	Mike Barlow và cộng sự	Tre Publishing House	2020	Urban Planning
21	Kinh doanh quốc tế hiện đại. (Sách dịch)	Bộ môn kinh doanh quốc tế, ĐH Kinh tế Tp.HCM.	UEH Publishing House	2015	International Business
22	Global Business Today (12th ed)	Hill, C. W. L.	McGraw-Hill.	2021	International Business
23	Principles of Microeconomics	G. Mankiw	Harvard University	2023	Microeconomics
24	Principles of Macroeconomics	G. Mankiw	Harvard University	2023	Macroeconomics

3. FULL-TIME LECTURERS/ FACULTY MEMBERS, ENSURING THE IMPLEMENTATION OF THE TRAINING PROGRAMME, IN ACCORDANCE WITH CIRCULAR NO. 17/TT/2021-BGDDT AND CIRCULAR NO. 02/TT/2022-BGDDT

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
1	Lại Văn Nam		PhD, 2020 Vietnam	Philosophy	Marxist – Leninist philosophy
2	Bùi Minh Nghĩa		Master, 2020 Vietnam	Philosophy	Marxist - Leninist political economics
3	Nguyễn Minh Hiền		Master, 2014 Vietnam	Philosophy	Scientific socialism

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
4	Trần Hạ Long		Master, 2011 Vietnam	Political economy	History of Vietnamese Communist Party
5	Trần Hạ Long		Master, 2011 Vietnam	Political economy	Ho Chi Minh Ideology
6	Tô Thị Đông Hà		PhD, 2023 Vietnam	Economic law	General Law
7	Nguyễn Thị Bội Ngọc		Master, 2013 Vietnam	Teaching English	English for Business
8	Nguyễn Thị Kim Ba		Master, 2009 Vietnam	Teaching English	Advanced English for Business
9	Phạm Thị Thu Hiền		Master, 2007 Vietnam	Calculus	Mathematical Economics
10	Nguyễn Trung Đông		Master, 2006 Vietnam	Calculus	Digital literacy
11	Nguyễn Thị Hào		Master, 2010 Vietnam	Business Administration	Microeconomics
12	Lê Thị Bích Thảo		Master, 2015 Vietnam	Economic management	Macroeconomics
13	Nguyễn Thị Nga Dung		Master, 2015 Vietnam	Scientific Management	Principles of Accounting
14	Bảo Trung		PhD, 2010 Vietnam	Business Administration	Principles of Marketing
15	Dư Thị Chung		PhD, 2023 Vietnam	Business Administration	Management
16	Nguyễn Thị Ngọc Loan		Master, 2015 Vietnam	International Business	Financial. – Monetary theory
17	Phạm Thị Nguyệt Sương		Master, 2008 Vietnam	Văn hóa học, Business Administration	Business Law
18	Thái Trần Văn Hạnh		Master, 2013 Vietnam	Business Administration	Taxation
19	Phạm Đức Huy		PhD, 2023 Vietnam	Finance - Banking	Corporate Finance
20	Hoàng Sĩ Nam		PhD, 2019 Vietnam	Business Administration	Entrepreneurship and innovation
21	Nguyễn Văn Phong		Master, 2007 Vietnam	Calculus	Econometrics
22	Ngô Thái Hưng		PhD, 2020 Hungary	Business and management	Economics Statistics
23	Đoàn Ngọc Phúc		PhD, 2016	Economics	Sustainable Development

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialization	Give instructions for modules
24	Nguyễn Văn Tuyên		PhD, 2017	Economics	Artificial Intelligence in Business
25	Lại Thị Tuyết Lan		Master, 2009	Political Economy	Advanced Microeconomics
26	Hoàng Thị Xuân		Master, 2014	Economics	Advanced Macroeconomics
27	Phan Ngọc Yến Xuân		Master, 2016	Economics	Public Economics
28	Phạm Thị Vân Anh		Master, 2014 Vietnam	Finance - Banking	International Economics
29	Phan Ngọc Yến Xuân		Master, 2016 Vietnam	Economics	Development Economics
30	Nguyễn Thanh Hùng		PhD, 2018 Vietnam	Economic management	Labor Economics
31	Ngô Thái Hưng		PhD, 2020 Hungary	Business Administration	Analysis and forecast in economics
32	Trần Vĩnh Hoàng		PhD, 2022	Economic Management	Policy Economics
33	Ngô Thị Hồng Giang		PhD, 2024	Economic Management	Urban Planning
34	Ngô Sỹ Trung	Associate Professor, 2023	PhD, 2013	Public Management	State Management of Economics
35	Nguyễn Quyết		PhD, 2018	Business Administration	Investment Project Appraisal
36	Trần Vĩnh Hoàng		PhD, 2018	Economic Management	Portfolio Management
37	Hoàng Sĩ Nam		PhD, 2023	Economics/ Economic management	Project Management
38	Nguyễn Thị Quý		Master, 2012	Economics, Financial - Banking	Investment project risk Management
39	Phạm Thị Quỳnh Nga		PhD, 2024	Economic management	Public Administration Management
40	Phạm Thị Ngọc Mai		PhD, 2018	Economic management	Public Financial management
41	Nguyễn Đức Hải		PhD, 2012	Financial - Banking	Local Marketing

Appendix 2. Matrix of alignment between programme learning outcome (PLO) with educational philosophy (EP) and mission statement (MS)

EP, MS	PLOs									
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
Educational philosophy										
Substance	X	X	X	X	X	X	X	X	X	X
Innovation		X	X	X		X	X	X	X	
Integration			X	X	X	X		X	X	X
Mission										
University of Finance - Marketing has the mission of training high-quality human resources at undergraduate and graduate levels according to national and international standards to meet the demands of the society; researching and transferring scientific and technological achievements in business and management to serve the policy making of State management agencies, enterprises and social organizations.	X	X	X	X	X	X	X	X	X	X

Appendix 3. Matrix of Alignment between module, content scope and Programme Learning Outcome (PLO)

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
1	Marxist – Leninist phylosophy	I				R				R	
2	Marxist Leninist political economics	I				R				R	
3	Scientific socialism	I				R				R	
4	History of Vietnamese Communist Party	I				R				R	
5	Ho Chi Minh Ideology	I				R				R	
6	General law	I						R			R
7	English for business					R					I
8	Advanced English for business					M					I
9	Mathematic for Economics	I		R	R	R					
10	Digital literacy		R						R	R	

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
11	Microeconomics	I				R				R	
12	Macroeconomics	I				R				R	
13	Principles of accounting	I					I	I		I	
14	Principles of marketing	I		I				I		I	
15	Principles of Management	I				M					R
16	Financial and monetary theory			R				R		R	R
17	Business law				I				R		R
18	Taxation		R				R			R	R
19	Corporate finance			R				R		R	R
20	Entrepreneurship and Innovation	I						R	R	I	
21	Econometrics		R				R			R	R
22	Sustainable development		R				R			R	R
23	Artificial intelligence in Business		R	R	M		M	M	R	R	M
24	Advanced Microeconomics		R	R	M				M	M	M
25	Advanced Macroeconomics		R	M	M				M	M	M
26	Economics statistics		M	R	M			M	R	M	M
27	Public Economics			R	R				R	R	R
28	International economics			R	R				M	M	
29	Development economics		R	R	R			R	M	M	
30	Labor Economics		M		M			M	M	M	
31	Analysis and forecast in economics		R	R	M		R		M	R	R
32	Economic policy			M	M				M	M	R
33	Urban planing			M	M		M		M		R
34	State management of economics			M	M			M	M	A	M
35	Investment Project Appraisal				M		R		M		R
36	Portfolio Management	M	A	M	A				M	M	R
37	Project Management		A	M		M		M			M
38	Investment project risk Management			M	M	A		M			M
39	Public Administration Management			M	M				M	A	M
40	Public Financial management			M	A				M	M	
41	Local Marketing			M	M				M	M	M
42	Natural Resources and Environment Management			M	M				M		R
43	Graduation thesis	M	A	A	A	M	R	M	A	A	A
44	Graduation internship		M	M	M		M				R

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
45	Management decision making model		M	M	A	M	R	A	M	A	M

Notes: I (Introduced) ; R (Reinforced); M (Mastery); A (Assessed)

Appendix 4. Comparison of the program framework for [field/discipline] with the curricula of other institutions

No.	University of Finance – Marketing			Thuong Mai University		
	Module name	Theory credits	Practical credits	Module name	Theory credits	Practical credits
I	General Education modules	26		General Education modules	29	
1	Marxist – Leninist phylosophy	3		Marxist – Leninist phylosophy	3	
2	Marxist Leninist political economics	2		Marxist Leninist political economics	2	
3	Scientific socialism	2		Scientific socialism	2	
4	History of Vietnamese Communist Party	2		History of Vietnamese Communist Party	2	
5	Ho Chi Minh Ideology	2		Ho Chi Minh Ideology	2	
6	General Law	3		General Law	2	
7	English for business	3		English 1	2	
8	Advanced English for business	3		English 2	2	
9	Mathematic for Economics	3		English 3	2	
10	Digital literacy	3		Management Information Technology	3	
				History of economic theories	2	
				General Mathematics	3	
				Management Information Technology	2	
II	Professional Education modules	90		Professional Education modules	81	
a	<i>Fundamental Discipline Knowledge</i>	39		<i>Fundamental Discipline Knowledge</i>	38	
11	Microeconomics	3		Microeconomics 1	3	

No.	University of Finance – Marketing			Thuong Mai University		
12	Macroeconomics	3		Macroeconomics 1	3	
13	Principles of accounting	3		e-Government	3	
14	Principles of marketing	3		General Commercial Economics	2	
15	Principles of Management	3		Principles of Economic Management	3	
16	Financial and monetary theory	3		Introduction to Finance - Money	3	
17	Business law	3		Business law	3	
18	Taxation	3		Service Management	3	
19	Corporate finance	3		Business Economics	3	
20	Entrepreneurship and Innovation	3		Start a Business	3	
21	Econometrics	3		Econometrics	3	
22	Sustainable development	3		Economics statistics	3	
23	Artificial intelligence in Business	3		Scientific research methods	3	
<i>b</i>	<i>Core Discipline Knowledge</i>	<i>30</i>		<i>Core Discipline Knowledge</i>	<i>30</i>	
24	Advanced Microeconomics	3		Microeconomics 2	3	
25	Advanced Macroeconomics	3		Macroeconomics 2	3	
26	Economics statistics	3		Investment Economics	3	
27	Public Economics	3		Public Economics	3	
28	International Economics	3		International Economics	3	
29	Development Economics	3		Development Economics	3	
30	Labor Economics	3		Managerial Economics	3	
31	Data analysis and forecast in economics	3		Strategic Management	3	
32	Economic policy	3		Real estate business investment management	3	
33	Urban planing	3		State management of natural resources and environment	3	
<i>c</i>	<i>Specialised Discipline Knowledge</i>	<i>15</i>		<i>Specialised Discipline Knowledge</i>	<i>7</i>	
34	State management of economics	3		State management of economics	2	
35	Investment Project Appraisal	3		Socio-economic policy	2	
36	Portfolio Management	3		Development planning	2	

No.	University of Finance – Marketing			Thuong Mai University		
<i>Choose 1 of 2 Orientation</i>						
<i>Group 1:</i>						
37	Project Management	3		Digital transformation in business	3	
38	Investment project risk Management	3		International Business	2	
<i>Group 2:</i>		3			3	
39	Public Administration Management	3		Local Economic Development Management	3	
40	Public Financial management	3		State management of trade	2	
<i>d</i>	<i>Supplementary Discipline Knowledge</i>	<i>6</i>		<i>Supplementary Discipline Knowledge</i>	<i>6</i>	
41	Local Marketing	3		Intellectual Property Management	3	
42	Natural Resources and Environment Management	3		Basic Auditing	3	
III	Graduation Requirements	6		Graduation Requirements	10	
43	Graduation thesis	6		Internship and thesis writing	7	
	<i>Or</i>			<i>And</i>		
44	Graduation internship	3		Internship and writing a comprehensive internship report	3	
45	Management decision making model	3				
IV	Total	122		Total	120	