

Abbreviated Course Syllabus

Course Number: S.BMM200
Course Name: Basic marketing
Instructors: Enkh-Amar.Ch
Required Text: Phillip Kotler ""Marketing management"", 2015, 9780133856460
 Bayarmaa.D ""Marketing"" 2007,978-99929-1-178-5

Course Description: Acquiring Comprehensive Theoretical Knowledge in Marketing: Basic Concepts, Marketing Environment, Marketing's Role in Organizational Activities, Marketing Information Systems, Fundamental Elements of Marketing, Consumer Market, Organizational Market, and Marketing Mix.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Marketing and its basic concepts | 10 |
| A. Concepts of marketing management | |
| B. Marketing information system and research system | |
| C. Marketing environment: macro environmental factors | |
| D. Marketing Environment: Microenvironmental | |
| II. Factors affecting consumer behavior and purchasing decisions | 18 |
| A. Consumer market and consumer buying behavior | |
| B. Organizational market and organizational purchasing behavior | |
| C. Market segmentation and target market selection | |
| III. Marketing mix | 18 |
| A. Products and Product Policy | |
| B. Pricing and Pricing Policy | |
| C. Distribution | |
| D. Activation | |
| IV. Marketing Planning | 18 |
| A. Marketing Planning | |
| B. Principles of branding and brand building | |

Total Sessions (Coverage Hours) 64

| <u>Summary of UG CPC Topics Covered in this Course:</u> | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|---|
| <u>Functional Areas</u> | |
| a. Marketing | 18 |
| b. Business Finance | 2 |
| c. Accounting | 4 |
| d. Management | 4 |
| e. Legal env. | 4 |
| <u>The Business Environment</u> | |
| f. Economics | 10 |
| g. Business ethics | 4 |
| h. Global Dimensions of Business | 6 |
| i. Business Communications | 2 |
| <u>Technical Skills</u> | |
| j. Information system | 4 |
| k. Quantitative Techniques/Statistics | 4 |
| l. Business Policies | 2 |
| <u>Integrative Area</u> | |
| m. or l. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: S.FMM205
Course Name: Financial Management
Instructors: Bayarmaa.D, Bat-Erdene.B, Sarantuya.M
Required Text: “Principles of Managerial Finance”, Gitman, Lawrence J. Zutter, Chad J, Pearson; 14th edition, 2019

Course Description: This course is designed to introduce students to the principles and practices of financial management in the context of business organizations. The course explores key concepts and techniques essential for effective financial decision-making, resource allocation, and long-term financial planning. Emphasis is placed on understanding financial markets, analyzing financial statements, evaluating investment opportunities, and managing risks.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Introduction to Managerial Finance | 8 |
| A. The Role of Managerial Finance | |
| B. The Financial Market Environment | |
| II. Financial Tools | 8 |
| D. Financial Statements and Ratio Analysis | |
| E. Time Value of Money | |
| III. Valuation of Securities | 8 |
| A. Bond Valuation | |
| B. Stock Valuation | |
| IV. Risk and the Required Rate of Return | 8 |
| A. Risk and Return | |
| B. The Cost of Capital | |
| V. Long-Term Investment Decisions | 8 |
| A. Capital Budgeting Techniques | |
| B. Capital Budgeting Cash Flows | |
| VI. Long-Term Financial Decisions | 8 |
| A. Leverage and Capital Structure | |
| B. Payout Policy | |
| VII. Short-Term Financial Decisions | 8 |
| A. Working Capital and Current Assets Management | |
| B. Current Liabilities Management | |
| VIII. Special Topics in Managerial Finance | 8 |
| A. Mergers, LBOs, Divestitures, and Business Failure | |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| a. Marketing | 4 |
| b. Business Finance | 22 |
| c. Accounting | 4 |
| d. Management | 8 |
| e. Legal env. | 4 |
| f. Economics | 4 |
| g. Business ethics | 4 |
| h. Global Dimensions of Business | 4 |
| i. Business Communications | <u>0</u> |
| j. Information system | <u>2</u> |
| k. Quantitative Techniques/Statistics | <u>4</u> |
| l. Business Policies | <u>2</u> |
| m. or l. Comprehensive and integrating experience | <u>2</u> |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BAM203
Course Name: Financial accounting
Instructors: H. Delgersaikhan, P. Jargaltuya, D. Otgonsuren
Required Text: “Financial management” Delgersaikhan.Kh, “Financial accounting”, J. Weygandt, D. Kimmel, E. Kieso

Course Description: Financial accounting is a complex information system that collects and processes (analyzes, measures, and records) the financial data of an organization and reports the results to decision-makers. To provide basic knowledge of recording and reporting financial information used for external reporting purposes in business organizations. Inancial accounting is a complex information system that collects and processes (analyzes, measures, and records) the financial data of an organization and reports the results to decision-makers. To provide basic knowledge of recording and reporting financial information used for external reporting purposes in business organizations.

| <u>Topic Outline:</u> | <u>Hours/Minutes</u> <u>(or % of a 3-hour Course)</u> |
|---|---|
| I. Basic concepts of accounting | 12 |
| A. Basic principles of accounting, basic principles, accounting Basic balance of accounting | |
| B. The structure of financial statements and their main elements | |
| C. Basic rules for recording transactions | |
| II. Financial accounting step | 16 |
| A. Beginning step | |
| B. Adjusting entries | |
| C. Step of preparing financial statements | |
| D. Finishing step | |
| III. Accounting for Assets | 20 |
| A. Cash register | |
| B. Accounting for Receivables | |
| C. Accounting for Inventories | |
| D. Accounting for Plant Assets | |
| E. Accounting for Intangible Assets | |
| IV. Accounting for liabilities | 8 |
| A. Accounting for current liabilities | |
| B. Accounting for Long-term liabilities | |
| V. Accounting for shareholders | 4 |
| A. Accounting for stock transactions | |
| VI. Preparing the financial statements | 4 |
| A. Statement of Cash | |
| B. Flows | |

Total Sessions (Coverage Hours)

96

| <u>Summary of UG CPC Topics Covered in this Course :</u> | | <u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u> |
|--|---|---|
| | a. Marketing | 0 |
| <u>Functional Areas</u> | b. Business Finance | 4 |
| | c. Accounting | 36 |
| | d. Management | 4 |
| | e. Legal Env. | 4 |
| | f. Economics | 4 |
| <u>The Business Environment</u> | g. Business ethics | 12 |
| | h. Global Dimensions of Business | 0 |
| | i. Business Communications | 0 |
| <u>Technical Skills</u> | j. Information system | 0 |
| | k. Quantitative Techniques/Statistics | 0 |
| <u>Integrative Area</u> | l. k. Business Policies | 0 |
| | m. or l. Comprehensive and integrating experience | 0 |

Abbreviated Course Syllabus

Course Number: S.FMM201
Course Name: Fundamental of management
Instructors: Ayush. A, Nyambayar. Ch, Tungalagtuya. G
Text book: Principles Of Management, by Henri Fayol (Translated by C.Storrs, originally written in French)

Course Description: This course provides an overview of key management concepts and principles, with a focus on understanding the role of managers in organization developed essential management skills. Course objectives 1. To introduce students to the field of management and it's importance in organizations, 2. To provide students with foundation in management theories and concepts, 3. To develop students critical thinking and problem-solving skills in management context, 4. To enhance students understanding of the functions of management (planning organized, leading, and controlling), 5. To familiarize students whit key management roles and responsibilities, 6. To introduce students to the challenges and opportunities in in contemporary management.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|---|--|
| I. Introduction to Management | 6 |
| A. Definition and importance of management | |
| B. Evolution of management thought | |
| C. Management functions and roles International Trade | |
| II. Organizing | 10 |
| A. Organizational structure and design | |
| B. Delegation and authority | |
| C. Departmentalization | |
| III. Planning | 10 |
| A. The planning processes | |
| B. Setting objectives and goals | |
| C. Strategic planning, operational planning | |
| IV. Leading and motivation | 8 |
| A. Leadership style and theories | |
| B. Motivation theories and their application | |
| C. Motivation and employee engagement | |
| D. Communication and conflict resolution | |
| V. Controlling | 6 |
| A. Controlling process and types of controls | |
| B. Performance measurement and evaluation | |
| C. Budgeting and financial controls | |
| VI. Decision making | 8 |
| A. The decision- making process | |
| B. Types of decision and decision models | |
| C. Ethical considerations in decision making | |
| VII. Human resource management | 4 |
| A. Recruitment and selection | |
| B. Training and development | |
| A. Performance appraisal | |
| VIII. Teamwork and collaboration | 4 |
| A. Building effective teams | |
| B. Team dynamics and communication | |
| C. Team leadership and chalenge | |
| IX. Change management | 6 |
| A. The nature of change | |
| B. Managing resistance to change | |
| C. Change management mkdel | |
| D. Globlization and international management | |
| X. Review and Vonclusion | |
| A. Course review | 2 |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | | Hours/Minutes (or % of a 3-Hour Course*) |
|---|-------------------------------------|---|
| | a. Marketing | 4 |
| Functional Areas | b. Business Finance | 2 |
| | c. Accounting | 0 |
| | d. Management | 30 |
| | e. Legal env. | 4 |
| The Business Environment | f. Economics | 2 |
| | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 4 |
| | i. Business Communications | 4 |
| Technical Skills | j. Information system | 4 |
| | k. Quantitiva Techniques/Statistics | 2 |

| | | |
|------------------------------------|---|-----------|
| <u>Integrative Area</u> | l. k. Business Policies | 4 |
| | m. or l. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

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|----------------------------|--|
| <u>Course Number:</u> | S.POM202 |
| <u>Course Name:</u> | Production and Operations management |
| <u>Instructors:</u> | Odmaa P., Munkhsukh Ts. |
| <u>Required Text:</u> | Operations management, 10 th edition, Jay Heizer, Barry Render, 2011 |
| <u>Course Description:</u> | This course presents a foundation subject designed to help management students understand the principles, concepts and techniques in the management of operations in both the manufacturing and service industries. It provides methodologies for students on how to use knowledge about technological management, decision making strategy, forecasting methods, quality management, project management to organize optimally operations and to make accurate planning. |

| <u>Topic Outline:</u> | <u>Hours/Minutes (or % of a 3-hour Course)</u> |
|---|--|
| I. Introduction to Operations management | 16 |
| A. Introduction: Production and operations management | |
| B. Decision modelling | |
| C. Managing projects | |
| D. Forecasting Demand | |
| II. Designing Operations | 28 |
| A. Product design | |
| B. Quality management and international standards | |
| C. Process Design | |
| D. Capacity planning | |
| E. Locations Decisions | |
| F. Layout Decisions | |
| G. Job Design and Work Measurements | |
| III. Managing Operations | 20 |
| A. Managing Inventory | |
| B. Aggregate scheduling | |
| C. Material requirement planning | |
| D. Just in time, Lean operations | |
| E. Scheduling for the short term | |

Total Sessions (Coverage Hours) **64**

| <u>Summary of UG CPC Topics Covered in this Course:</u> | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|---|
| <u>Functional Areas</u> | 4 |
| a. Marketing | 4 |
| b. Business Finance | 2 |
| c. Accounting | 12 |
| d. Management | 4 |
| e. Legal env. | 8 |
| <u>The Business Environment</u> | 4 |
| f. Economics | 4 |
| g. Business ethics | 4 |
| h. Global Dimensions of Business | 2 |
| i. Business Communications | 8 |
| <u>Technical Skills</u> | 6 |
| j. Information system | 6 |
| k. Quantitative Techniques/Statistics | 6 |
| l. k. Business Policies | 0 |
| <u>Integrative Area</u> | 0 |
| m. or l. Comprehensive and integrating experience | |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BA321
Course Name: Organizational Behavior
Instructors: Ariunjargal.D
Required Text: “Organizational behavior”, 18th edition , 2018, Stephan.P Robbins. Timoth.A Judge; “Organizational behavior” , 8th edition, 2018, Steven L. McShane, Mary Ann Von Glinow; “Байгууллагын зан төлөв” сурах бичиг, 2021, Цэрэн.Г

Course Description: In this lesson, students will understand how people behave in an organizational environment, how their different actions, relationships, attitudes, and behaviors can affect the efficient operation of an organization, and how they relate to management relationships. Factors affecting individual behavior (personal psychology, interpersonal differences, emotions, values, attitudes, skills, motivation, perception and decision-making, stress), Group behavior factors (group conflict, leadership, Organizational behavior factors will be studied in detail at 3 levels: power, group structure), factors influencing organizational behavior (organizational culture, organizational structure, development, and change).

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|---|--|
| I. Background for Organizational behavior | 12 |
| A. The nature and basic concepts of organizational behavior | |
| B. To study methods and approach to organizational behavior | |
| C. Organizational Behavior in a Global environment | |
| II. Individual behavior | 24 |
| A. Foundations of individual behavior | |
| B. Employee values and attitudes | |
| C. Emotion | |
| D. Perception and Individual decision making | |
| E. Theory and application of motivation | |
| F. Workplace stress | |
| III. Group behavior | 16 |
| A. Foundations of Group behavior | |
| B. Conflict | |
| C. Leadership | |
| D. Power and Politics | |
| IV. Organizational behavior | 12 |
| A. Organizational culture | |
| B. Organization structures and design | |
| C. Organizational change and development | |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| Functional Areas | |
| a. Marketing | 0 |
| b. Business Finance | 0 |
| c. Accounting | 0 |
| d. Management | 24 |
| e. Legal env. | 2 |
| f. Economics | 2 |
| g. Business ethics | 12 |
| h. Global Dimensions of Business | 4 |
| i. Business communication | 0 |
| j. Information system | 0 |
| k. Quantitativa Techniques/Statistics | 4 |
| l. Business Policies | 8 |
| m. Comprehensive and integrating experience | 8 |
| Integrative Area | |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BAC301
Course Name: HUMAN RESOURCE MANAGEMENT
Instructors: Iuvsanjamts L.
Required Text: Human Resources Management, 15th edition, Gary Dessler, 2016
 “Хүний нөөцийн менежмент, Х. Пүрэвдагва, Г.Батхүрэл нар, БУХС,” 2021

Course Description: The course covers basic understandings of human resources and human resources management key functions as human resource planning, recruitment, selection, development and training, performance management, reward system and employees’ discipline and safety. Students will obtain knowledge and skills about effective human resource planning, recruiting, selecting coordinating and controlling functions and its practices. Skills of planning, implementation and monitoring of human resources in business entities Skills to organize effective human resource management for business entities.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|---|--|
| HUMAN RESOURCE MANAGEMENT — A CONCEPTUAL FRAMEWORK | |
| I. a. Introduction to Human Resource Management | 8 |
| b. Meaning of Human Resources | |
| c. Objectives of HRM | |
| HR PROCUREMENT | |
| II. a. Job Analysis and Design | 12 |
| b. Human Resource Planning | |
| c. Recruitment | |
| d. Selection | |
| HUMAN RESOURCE DEVELOPMENT | |
| III. a. Career Planning and Guidance | 12 |
| b. Employee Training | |
| c. Management Development | |
| HR EVALUATION AND COMPENSATION | |
| IV. a. Performance Evaluation and Job Evaluation | 12 |
| b. Compensation Administration | |
| c. Incentives and Benefits | |
| HR MAINTENANCE AND MOTIVATION | |
| V. a. Employee Well-Being | 8 |
| b. Employee Welfare and Social Security | |
| c. Workers’ Participation and Empowerment | |
| d. Job Rotations | |
| HR INTEGRATION | |
| VI. a. Industrial Relations | 6 |
| b. Discipline and Disciplinary Action | |
| c. Employee Grievances | |
| HR SPECIAL TOPICS | |
| VII. a. Ethical Issues in Human Resource Management | 6 |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| Functional Areas | |
| a. Marketing | 0 |
| b. Business Finance | 4 |
| c. Accounting | 0 |
| d. Management | 22 |
| e. Legal env. | 4 |
| The Business Environment | |
| f. Economics | 4 |
| g. Business ethics | 4 |
| h. Global Dimensions of Business | 4 |
| i. Business Communications | 4 |
| Technical Skills | |
| j. Information system | 4 |
| k. Quantitative Techniques/Statistics | 6 |
| Integrative Area | |
| l. Business Policies | 6 |
| m. or l. Comprehensive and integrating experience | 2 |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BAM204
Course Name: Business Law
Instructors: Nyamdulam.T, Oyungerel. A
Required Text: “Business Law” 2010 (D.Dugerjav), “Business Law” (B.Delgermaa, D.Oyun, J.Khulan) 2011, “Business Law” (A.Oyungerel, T.Nyamdulam, G.Solongo, M.Jargalsaikhan)

Course Description: The aim is to provide legal knowledge to students studying business management, to learn the legal framework of business organizations and the knowledge, skills and practice of correctly applying the law governing business relations.

| <u>Topic Outline:</u> | <u>Hours/Minutes (or % of a 3-hour Course)</u> |
|--|--|
| I. Business legal Environment | 4 |
| A. Introduction: Concept of law, | |
| B. Constitution and human rights | |
| C. Concept of business law, | |
| D. Business and ethics | |
| II. Participants in business relations | 24 |
| A. Legal relations of business, its elements, citizens legal capacity and capability | |
| B. Concept of legal person | |
| C. Legal of regulation partnership | |
| D. legal regulation of cooperatives | |
| E. legal regulation of the company | |
| F. Legal regulation of bankruptcy | |
| III. Civil law and business | 12 |
| A. Agreements in business relations | |
| B. Legal regulation of property | |
| C. Legal regulation of obligations | |
| IV. State regulation | 20 |
| C. Legal regulation of investment | |
| D. Legal regulation of intellectual property | |
| E. Tax regulation | |
| F. Legal regulation of competition | |
| G. Legal regulation of securities | |
| V. Protection of the rights of participants in business legal relations | 4 |
| A. Legal regulation of activities to protect the interests of consumers | |
| B. Actions to protect the legal interests of participants in business relations | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| <u>Summary of UG CPC Topics Covered in this Course:</u> | | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|---|---|
| | a. Marketing | 2 |
| <u>Functional Areas</u> | b. Business Finance | 2 |
| | c. Accounting | 2 |
| | d. Management | 2 |
| | e. Legal env. | 24 |
| <u>The Business Environment</u> | f. Economics | 12 |
| | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 0 |
| | i. Business Communications | 4 |
| <u>Technical Skills</u> | j. Information system | 0 |
| | k. Quantitiva Techniques/Statistics | 0 |
| <u>Integrative Area</u> | l. k. Business Policies | 12 |
| | m. or l. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

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|----------------------------|---|
| <u>Course Number:</u> | B.TMM101 |
| <u>Course Name:</u> | Microeconomics |
| <u>Instructors:</u> | Enkhtuul. Ts, Altantsetseg. D, Battulga. B, Odmaa. P, Burmaa. M, Sodnomzul. D |
| <u>Required Text:</u> | “Microeconomics”, Narantuya. T, Altantsetseg. D, Enkhtuul. Ts, UB2023, “Microeconomics”, Altantsetseg. D, Battuvshin. G, ... etc, UB2019 |
| <u>Course Description:</u> | To provide basis of knowledge of economics such as, demand and supply, influencing factors of demand and supply, the price system, consumer and producer choice, market structure, resource market, industry efficiency, revenue allocation, wealth economics, market equilibrium, government role in economics and its result. |

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|---|--|
| I. Introductory Microeconomics | 4 |
| A. Introduction: Economic fundamentals | |
| B. Economic efficiency, production possibility, economic model. | |
| II. Demand and supply, equilibrium | 4 |
| A. Basic elements of demand and supply, equilibrium | |
| B. Demand, supply and Government policy | |
| C. Elasticity of demand and supply | |
| III. Consumer choice theory and production theory | 8 |
| A. Consumer behavior and utility maximization: Consumer decisions | |
| B. The costs of production: Producer decisions | |
| IV. Product Markets: Decision making and efficiency | 6 |
| A. Pure competition | |
| B. Pure monopoly and regulation | |
| C. Monopolistic competition and oligopoly | |
| V. Resource Markets: Decision making, efficiency | 4 |
| A. Demand and supply in Factor market | |
| B. Labor markets, capital markets, natural resource market | |
| VI. Government policy in microeconomics | 6 |
| A. General equilibrium and economic efficiency | |
| B. Welfare economics | |
| C. Role and policy of Government | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| <u>Functional Areas</u> | |
| a. Marketing | 6 |
| b. Business Finance | 2 |
| c. Accounting | 2 |
| d. Management | 2 |
| e. Legal env. | 4 |
| <u>The Business Environment</u> | |
| f. Economics | 32 |
| g. Business ethics | 2 |
| h. Global Dimensions of Business | 2 |
| i. Business Communications | <u>0</u> |
| <u>Technical Skills</u> | |
| j. Information system | <u>2</u> |
| k. Quantitative Techniques/Statistics | <u>6</u> |
| l. Business Policies | <u>2</u> |
| <u>Integrative Area</u> | |
| m. or l. Comprehensive and integrating experience | <u>2</u> |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

| | |
|----------------------------|---|
| <u>Course Number:</u> | B.TMM102 |
| <u>Course Name:</u> | Macroeconomics |
| <u>Instructors:</u> | Enkhtuul. Ts, Altantsetseg. D, Battulga. B, Odmaa. P, Burmaa. M, Sodnomzul. D |
| <u>Required Text:</u> | “Macroeconomics”, Narantuya. T, Altantsetseg. D, Enkhtuul. Ts, UB2023, “Macroeconomics”, Altantsetseg. D, Battuvshin. G, ... etc, UB2019 |
| <u>Course Description:</u> | To provide basis of knowledge of macroeconomics such as, the theory of international trade, measurements in the macro economy, macroeconomics instability, equilibrium of macroeconomics, monetary and fiscal policy. |

| <u>Topic Outline:</u> | <u>Hours/Minutes (or % of a 3-hour Course)</u> |
|--|--|
| I. Introductory macroeconomics and measurement of economic performance | 4 |
| A. Introduction: The Science of macroeconomics | |
| B. Measuring domestic output, national income and price index | |
| II. Macroeconomic issues | 6 |
| A. Business cycles: Unemployment and Inflation | |
| B. Balance of payments and exchange rate | |
| C. Economic Growth and National development | |
| III. Macroeconomic equilibrium | 6 |
| A. Aggregate demand and aggregate supply, equilibrium | |
| B. Macroeconomic equilibrium in Production market: Classic and Keynesian model | |
| C. Equilibrium of Production market and Money market: IS-LM model | |
| IV. Government policy in macroeconomics | 16 |
| A. Fiscal policy | |
| B. Monetary policy | |
| C. Trade policy | |
| D. Exchange rate policy | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| <u>Summary of UG CPC Topics Covered in this Course:</u> | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|---|
| <u>Functional Areas</u> | |
| a. Marketing | 2 |
| b. Business Finance | 2 |
| c. Accounting | 2 |
| d. Management | 2 |
| e. Legal env. | 2 |
| <u>The Business Environment</u> | |
| f. Economics | 32 |
| g. Business ethics | 2 |
| h. Global Dimensions of Business | 6 |
| i. Business Communications | <u>0</u> |
| <u>Technical Skills</u> | |
| j. Information system | <u>2</u> |
| k. Quantitative Techniques/Statistics | <u>6</u> |
| l. Business Policies | <u>4</u> |
| <u>Integrative Area</u> | |
| m. or l. Comprehensive and integrating experience | <u>2</u> |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: S.BEM246
Course Name: Business ethics
Instructors: Enkhtsolmon.E, Naranbaatar.B, Battseren.Ts
Required Text: Denis Collins. Business Ethics: Best Practices for Designing and Managing Ethical Organizations, Second Edition. 2018., SAGE Publications, Inc.,978-1506388052.

Course Description: Business ethics studies appropriate business policies and practices regarding potentially controversial subjects, including corporate governance, insider trading, bribery, discrimination, corporate social responsibility, fiduciary responsibilities, and much more. The law often guides business ethics, but at other times business ethics provide a basic guideline that businesses can follow to gain public approval.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. About ethics | |
| A. What is moral?, The development and scope of ethics | 10 |
| B. The norm of ethics, The function of ethics | |
| C. Ethical consciousness, Moral consciousness The development of moral consciousness Value and preference | |
| II. Conceptions of ethics | |
| A. Deontological ethics. Responsibility, Ethical responsibility and its main characteristics, The conflict between individual rights and public interest | 8 |
| B. Utilitarian ethics. Jeremy Bentham, Mill John Stuart, Different types of modern utilitarianism | |
| III. Theory of justice | |
| A. Understanding about justice | |
| B. Concepts of justice, Freedom, equal right and equal condition | 10 |
| IV. Business Ethics and Scope | |
| A Basic Principles of Business Ethics | 12 |
| B Etiquette and established concepts of business communication, Code of business ethics | |
| V. Social responsibility and sustainable development | 10 |
| A Corporate Social Responsibility | |
| B. What is corruption? Corruption and its types | |
| VI. E-business relations and features | |
| A Ethical Issues in E-Business, Ethics of managerial communication | 14 |
| B. Ethical trends and changes in modern business, Manager's image formation | |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| a. Marketing | 2 |
| b. Business Finance | 2 |
| c. Accounting | 2 |
| d. Management | 4 |
| e. Legal env. | 4 |
| f. Economics | 2 |
| g. Business ethics | 24 |
| h. Global Dimensions of Business | 4 |
| i. Business Communications | 8 |
| j. Information system | 4 |
| k. Quantitative Techniques/Statistics | 0 |
| l. Business Policies | 8 |
| m. or I. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BAC209
Course Name: Fundamentals of leadership
Instructors: Tserenchimed L, Ayush A
Required Text: James Gerber, Peter G.Northouse. Leadership. Theory & practice. 9th edition. 2022
 “Management” 5th edition. UB. 2019

Course Description: This course will provide insights into how leadership is a critical factor in individual and organizational success. Concepts of leadership theory, how leadership affects employee performance, and the relationship between leadership style, style, affect, emotion, and behavior will be explained in practical experience. Topics such as conflict management, problem-solving skills, mindset development, and decision-making will also be covered. The purpose of this course is for students to gain a broad understanding of leadership and learn how to apply leadership techniques correctly in the given situation depending on the importance of leadership and the characteristics of individual behavior.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Concepts of leadership | 8 |
| A. Introduction: Concept and importance of leadership | |
| B. Fundamentals of Leadership Theories | |
| II. Theory of leadership | 20 |
| A. Traditional Leadership Theory | |
| B. Theoretical foundations of leadership characteristics | |
| C. Understanding Leadership Behavior | |
| D. Understanding Leadership Communication | |
| E. Foundations of Situational Theory of Leadership | |
| III. Leader and Leadership | 12 |
| A. Who is a leader? | |
| B. Personal leadership | |
| C. Management leadership | |
| IV. Leadership | 12 |
| A. Gender and Leadership | |
| B. Leadership ethics | |
| C. Team leadership | |
| V. Leadership approach | 12 |
| A. Models of leadership style | |
| B. International experience and lessons | |
| C. Management and leadership of Mongolian people | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| Summary of UG CPC Topics Covered in this Course: | | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|---|
| <u>Functional Areas</u> | a. Marketing | 6 |
| | b. Business Finance | 4 |
| | c. Accounting | 0 |
| | d. Management | 12 |
| | e. Legal env. | 4 |
| <u>The Business Environment</u> | f. Economics | 2 |
| | g. Business ethics | 8 |
| | h. Global Dimensions of Business | 12 |
| | i. Business communication | 4 |
| <u>Technical Skills</u> | j. Information system | 2 |
| | k. Quantitative Techniques/Statistics | 2 |
| <u>Integrative Area</u> | l. Business Policies | 4 |
| | m. or l. Comprehensive and integrating experience | 4 |
| | | <u>64</u> |

Total Estimated CPC Coverage Hours

Abbreviated Course Syllabus

Course Number: B.BCM206
Course Name: Business Communication
Instructors: Ayush. A, Nyambayar. Ch, Tungalagtuya. G
Required Text: “Business communication”, 2018 3rd edition, Thomas L. Means
 “Methodology of formal writing and its composition”, 2015, Бигэрмаа.Р

Course Description: This course will provide the organization's main concepts of business communication, its form, and document standards. Includes lessons on recording, planning, editing, and revising records according to documentation standards. Also, the methods used in the preparation of short and long news and information will be covered, and the students will be given the skills of reading, listening, speaking, and writing in news reporting and presentation. Etiquette and customs in business relations, participation in interviews and conferences, and the characteristics of international relations will be explained.

| <u>Topic Outline:</u> | <u>Hours/Minutes (or % of a 3-hour Course)</u> |
|---|--|
| I. Business communication and its importance in organizations | 8 |
| A. Introduction: Nature and Scope of Business Communication, Characteristics of Communication | |
| B. Importance of Effective Business Communication | |
| II. Types of Business Communication | 12 |
| A. Verbal Communication | |
| B. Non-Verbal Communication | |
| C. Formal and Informal Communication | |
| D. Measures to Overcome Communication Barrier | |
| III. Introduction to Documentation Writing | 16 |
| A. Documentation standards | |
| B. Document composition and processing | |
| C. News and information planning | |
| D. News and information composition | |
| E. News and information editing | |
| IV. Structure and Layout of a Business Letter | 12 |
| A. Importance of Business Correspondence | |
| B. Functions of Business Correspondence | |
| C. Characteristics of a Business Letter | |
| D. Components/Parts of a Business Letter | |
| V. Business Report Writing | 8 |
| A. Structure of a Report | |
| B. Classification of a Report | |
| VI. Public Speaking | 8 |
| A. Components of a Presentation | |
| B. Company Meetings, Agenda and Minutes | |
| C. Modern Forms of Communication | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| <u>Summary of UG CPC Topics Covered in this Course:</u> | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|--|
| <u>Functional Areas</u> | a. Marketing 2 |
| | b. Business Finance 2 |
| | c. Accounting 0 |
| | d. Management 8 |
| | e. Legal env. 6 |
| <u>The Business Environment</u> | f. Economics 2 |
| | g. Business ethics 4 |
| | h. Global Dimensions of Business 4 |
| | i. Business Communications <u>30</u> |
| <u>Technical Skills</u> | j. Information system <u>2</u> |
| | k. Quantitative Techniques/Statistics <u>0</u> |
| <u>Integrative Area</u> | l. Business Policies <u>4</u> |
| | m. or l. Comprehensive and integrating experience <u>0</u> |

Abbreviated Course Syllabus

| | |
|-----------------------|---|
| <u>Course Number:</u> | S.ITM101 |
| <u>Course Name:</u> | Applied Information Technology |
| <u>Instructors:</u> | Munkhchimeg B. |
| <u>Required Text:</u> | New IT Passport Examination Preparation Book 2017. Information-technology Promotion Agency, Japan (IPA) |

Course Description:

This course explains basic knowledge on corporate activities, business management, the typical systems, etc. in each field including information analysis techniques, marketing techniques, business management systems, and technological strategies, the understanding of business processes, methods for business improvement, the flow of information system construction, and the creation of requirements definitions for computerization, on the basis of information system strategy, project management processes and methods, basic roles and structure of IT service management and service support that manage information system operation. We will discuss also the fundamental way of comprehending radix, set, probability, and statistics, and digitalization of information and algorithms, computer components and system components, hardware, software, and types of components and their characteristics, the characteristics of human interface, characteristics of multimedia technology, basic knowledge of database design and network, and security measures.

Topic Outline:

Hours/Minutes

- | | | |
|-------------|--|-----------|
| I. | Strategy | 16 |
| | 1. Corporate and Legal Affairs (Management and organization, OR (Operations Research) and IE (Industrial Engineering), Accounting and Financial Affairs) | |
| | 2. Business Strategy (Business Strategy Management, Technological Strategy Management, Business Industry) | |
| | 3. System Strategy (Concepts of Information System Strategy, Concepts of Business Process, Solution Business) | |
| II. | Management | 16 |
| | 4. Development Technology (System Development Processes, Estimate of Software) | |
| | 5. Project Management (Knowledge Areas of Project Management) | |
| | 6. Service Management (Service Support, Facility Management) | |
| III. | Technology | 32 |
| | 7. Basic Theory (Discrete Mathematics, Applied Mathematics, Theory of Information) | |
| | 8. Algorithm and Programming (Data Structure, Algorithm, Programming and Programming Languages, Markup Languages) | |
| | 9. Computer Component (Processor, Storage Unit, Input/Output Devices, System Component) | |
| | 10. Software, Hardware (OS (Operating System), File Management, Development Tools, OSS (Open Source Software), Hardware) | |
| | 11. Human Interfaces (Human Interface Technology, Interface Design) | |
| | 12. Multimedia (Multimedia Technology, Multimedia Application) | |
| | 13. Database (Database Architecture, Database Design, Data Manipulation, Transaction Processing) | |
| | 14. Network (Network Architecture, Communications Protocols, Network Application) | |
| | 15. Security (Information Assets and Information Security, Information Security Management) | |

Total Sessions (Coverage Hours)

64

| | Hours/Minutes (or % of a 3-Hour Course*) |
|---|--|
| <u>Summary of UG CPC Topics Covered in this Course:</u> | |
| <u>Functional Areas</u> | a. Marketing 2 b. Business Finance 2 c. Accounting 2 d. Management 2 e. Legal env. 2 f. Economics 2 |
| <u>The Business Environment</u> | g. Business ethics 4 h. Global Dimensions of Business 4 i. Business Communications <u>12</u> |
| <u>Technical Skills</u> | j. Information system <u>24</u> k. Quantitative Techniques/Statistics <u>4</u> |
| <u>Integrative Area</u> | l. k. Business Policies <u>4</u> m. or l. Comprehensive and integrating experience <u>0</u> |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: CS101
Course Name: Algorithm and Programming Language
Instructors: Bolor L.
Required Text: Contemporary programming languages like Python enjoy rich online documentation. Indeed, they are built on the premise that programmers are continually in contact with such documentation, and are not expected to memorize any but a small fraction of it. The textbook for the course is below. "Starting Out with Python plus MyProgrammingLab with Pearson eText -- Access Card Package (3rd Edition) Tony Gaddis ISBN-13: 978-0133862256"

Course Description:
 Introduction to programming basics (what it is and how it works), binary computation, problem-solving methods and algorithm development. Includes procedural and data abstractions, program design, debugging, testing, and documentation. Covers data types, control structures, functions, parameter passing, library functions, arrays, inheritance and object oriented design. Laboratory exercises in Python.

| Topic Outline: | Hours/Minutes |
|---|----------------------|
| Module 1. Introduction | 12 |
| -- Relationship between computers and programs | |
| -- Basic principles of computers | |
| -- File systems | |
| -- Using the Python interpreter | |
| -- Introduction to binary computation | |
| -- Input / Output | |
| Module 2: Data types and control structures | 14 |
| -- Operators (unary, arithmetic, etc.) | |
| -- Data types, variables, expressions, and statements | |
| -- Assignment statements | |
| -- Strings and string operations | |
| -- Control Structures: loops and decision | |
| Module 3: Modularization and Classes | 14 |
| -- Standard modules | |
| -- Packages | |
| -- Defining Classes | |
| -- Defining functions | |
| -- Functions and arguments (signature) | |
| Module 4: Exceptions and data structures | 12 |
| -- Data Structures (array, List, Dictionary) | |
| -- Error processing | |
| -- Exception Raising and Handling | |
| Module 5: Object oriented design | 12 |
| -- Programming types | |
| -- Object Oriented Programming | |
| -- Object Oriented Design | |
| -- Inheritance and Polymorphism | |

Total Sessions (Coverage Hours) 64

| <u>Summary of UG CPC Topics Covered in this Course:</u> | | <u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u> |
|---|---|---|
| | n. Marketing | 0 |
| <u>Functional Areas</u> | o. Business Finance | 0 |
| | p. Accounting | 0 |
| | q. Management | 0 |
| | r. Legal env. | 2 |
| <u>The Business Environment</u> | s. Economics | 0 |
| | t. Business ethics | 2 |
| | u. Global Dimensions of Business | 2 |
| | v. Business Communications | 0 |
| <u>Technical Skills</u> | w. Information system | <u>36</u> |
| | x. Quantitative Techniques/Statistics | <u>12</u> |
| <u>Integrative Area</u> | y. k. Business Policies | <u>6</u> |
| | z. or l. Comprehensive and integrating experience | <u>4</u> |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

| | |
|----------------------------|---|
| <u>Course Number:</u> | B.BA341 |
| <u>Course Name:</u> | Business Information Systems |
| <u>Instructors:</u> | Munkhchimeg B. |
| <u>Required Text:</u> | Business Information Systems, Technology, Development and Management for the Modern Business, 6th edition, Pearson Copyright 2019 |
| <u>Course Description:</u> | Starting from basic concepts this course provides a comprehensive and accessible guide to: |

- understanding the technology of Business Information Systems
- choosing the right Information System for an organization
- developing and managing an efficient Business Information System
- employing information systems strategically to achieve organizational goals

This course has few key topics such as: Big Data Analytics Cloud Computing Industry 4.0 Internet of Things Business Information Systems does not assume any prior knowledge of IS or ICT, and new concepts are simply defined. New business examples, case studies and web links are fully integrated throughout, illustrating the relevance and impact of information systems in today's business environment.

The importance of managing information and knowledge as a key organisational asset, the transformation process from data to information of high quality, the process and constraints of decision making, the different kinds of decisions that managers make and how these affect the organisation. How managers can maximise an organisation's use of technology by understanding BIS, How BIS can help achieve competitive advantage.

| Topic Outline: | Hours/Minutes |
|--|----------------------|
| I. Introduction to business information systems | 24 |
| 1 Basic concepts - understanding information | |
| 2 Basic concepts: an introduction to business information systems | |
| 3 Hardware and software | |
| 4 Databases and analytics | |
| 5 Networks, telecommunications and the Internet | |
| 6 Enterprise and functional BIS | |
| II. Business information systems development | 24 |
| 7 An introduction to acquiring and developing BIS | |
| 8 Initiating systems development | |
| 9 BIS project management | |
| 10 Systems analysis | |
| 11 Systems design | |
| 12 System build, implementation and maintenance: change management | 16 |
| III. Business information systems management | |
| 13 Information systems strategy | |
| 14 Information systems management | |
| 15 Managing information security | |
| 16 End-user computing - providing end-user services | |
| <u>Total Sessions (Coverage Hours)</u> | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes |
|---|-----------------------------------|
| | (or % of a 3-Hour Course*) |
| <u>Functional Areas</u> | |
| a. Marketing | 6 |
| b. Business Finance | 8 |
| c. Accounting | 6 |
| d. Management | 6 |
| e. Legal env. | 2 |
| <u>The Business Environment</u> | |
| f. Economics | 8 |
| g. Business ethics | 2 |
| h. Global Dimensions of Business | 2 |
| i. Business Communications | 0 |
| <u>Technical Skills</u> | |
| j. Information system | 12 |
| k. Quantitative Techniques/Statistics | 6 |
| <u>Integrative Area</u> | |
| l. Business Policies | 6 |
| m. or I. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: B.BAA301
Course Name: Econometrics
Instructors: Purevsuren J.
Required Text: "Basic econometrics", Damodar N. Gujarati, McGraw-Hill/Irwin, 2004
Course Description: This course covers the statistical tools needed to understand empirical economic research and to plan and execute independent research projects.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Introduction | 4 |
| II. The method of least squares | 4 |
| III. Bivariate linear regression model. | 4 |
| IV. Confidence intervals for coefficients. ANOVA of the Dependent variable | 4 |
| V. Coefficient of Determination and its geometric interpretation | 4 |
| VI. Some extensions of bivariate linear regression models. Make a forecast | 4 |
| VII. Multivariate regression models and their prerequisites | 4 |
| VIII. Least squares error, variance estimation, distribution. | 4 |
| IX. Construct confidence intervals for making and testing statistical hypotheses | 4 |
| X. Multicollinearity, Dummy variable | 4 |
| XI. Some extensions of multivariate regression, Partial correlation | 4 |
| XII. Stochastic regressors, Illusory regression | 4 |
| XIII. Extended least squares method | 4 |
| XIV. Heteroscedasticity | 4 |
| XV. Autocorrelation | 4 |
| XVI. An extended method of least squares with additional conditions | 4 |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| Summary of UG CPC Topics Covered in this Course: | | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|---|
| | a. Marketing | 2 |
| <u>Functional Areas</u> | b. Business Finance | 8 |
| | c. Accounting | 0 |
| | d. Management | 6 |
| | e. Legal env. | 0 |
| | f. Economics | 8 |
| <u>The Business Environment</u> | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 4 |
| | i. Business Communication | 0 |
| <u>Technical Skills</u> | j. Information system | 4 |
| | k. Quantitative Techniques/Statistics | 16 |
| <u>Integrative Area</u> | l. Business Policies | 8 |
| | m. or l. Comprehensive and integrating experience | 4 |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

Course Number: B.BAM207
Course Name: Business project
Instructors: Soyolerdene S, Nyambayar Ch, Tungalagtuya G,
Required Text: "Successful business plan /secrets & strategies/ " 7th Edition, Rhonda Abrams, 2019
 "Business Project study book ", Oliver F.Lehmann

Course Description: This course prepares students for success in the Business Project. The scope of the course includes the development of a new venture from idea generation through business planning, funding and startup. Students will learn from assigned reading, class discussions, and guest lectures delivered by some of Seattle's most accomplished entrepreneurs and subject-matter experts..

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Starting with a good idea? | 6 |
| A. Where do ideas come from? | |
| B. Lean startup (actual case study) | |
| II. Planing your business | 19 |
| A. Business planning | |
| B. Validating ideas with a business Opportunity Assessment | |
| III. Marketing in a competitive environment | 12 |
| A. Identify /prioritize markets | |
| B. Defining competition | |
| C. Communicating uniqueness | |
| III. Business models and Financials | 8 |
| A. Defining your business model | |
| B. Developing financial projections legal issues for start-ups | 7 |
| D. How to pitch at the BPC | |
| E. Legal essentials for startups | |
| IV. Insights from past BPCs | 6 |
| A. BPCs tactics | |
| B. Insights from past BPC judges | |
| V. Raising Investor capital | 6 |
| A. Investor motivations | |
| B. What investors look for | |
| C. Pluses/minuses of outside investors | |
| <u>Total Sessions (Coverage Hours)</u> | <u>64</u> |

| <u>Summary of UG CPC Topics Covered in this Course:</u> | | <u>Hours/Minutes (or % of a 3-Hour Course*)</u> |
|---|---|---|
| <u>Functional Areas</u> | a. Marketing | 8 |
| | b. Business Finance | 8 |
| | c. Accounting | 4 |
| | d. Management | 12 |
| | e. Legal env. | 4 |
| <u>The Business Environment</u> | f. Economics | 4 |
| | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 6 |
| | i. Business communication | <u>0</u> |
| <u>Technical Skills</u> | j. Information system | <u>2</u> |
| | k. Quantitiva Techniques/Statistics | <u>4</u> |
| <u>Integrative Area</u> | l. Business Policies | <u>6</u> |
| | m. or l. Comprehensive and integrating experience | <u>2</u> |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

Course Number: B.BAC308

Course Name: Human resource training and development

Instructors: luvsanjamts L.

Required Text: Employee Training & Development by Raymond Noe, 2021, ISBN: 9781260565638, 8th edition, 2021, “Хүний нөөцийн менежмент, Х. Пүрэвдагва, Г.Батхүрэл нар, БУХС,” 2021

Course Description: Students will obtain knowledge about modern human development issues, modern training methods and approaches, adult training management, training program designing, training materials development, training evaluations, and other training and human development-related topics. The course covers one of the key functions of human resource management as human resource development and training and the content consists of human development, the adult training process, the learning process, training management, trainer's roles, interactive training methods, and its applications, training planning, and training evaluation. Obtain knowledge about human resource development theory and methodology Obtain knowledge about human resource training.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| The Context for Training and Development | |
| I. a. Introduction to employee training and development | 14 |
| b. Strategic training | |
| Designing training | |
| a. Need assessment | |
| II. b. Learning and transfer of training | 16 |
| c. Program design | |
| d. Training evaluation | |
| Training and development methods | |
| III. a. Traditional training methods | 18 |
| b. Technology-based training methods | |
| c. Employee development and career management | |
| Social responsibility and the future | |
| IV. a. Social responsibility: Legal issues, managing diversity and career challenges | 16 |
| b. The future of training and development | |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | Hours/Minutes (or % of a 3-Hour Course*) |
|---|---|
| a. Marketing | 4 |
| b. Business Finance | 4 |
| c. Accounting | 2 |
| d. Management | 28 |
| e. Legal env. | 4 |
| f. Economics | 4 |
| g. Business ethics | 4 |
| h. Global Dimensions of Business | 4 |
| i. Business communication | <u>0</u> |
| j. Information system | <u>4</u> |
| k. Quantitativa Techniques/Statistics | <u>4</u> |
| l. k. Business Policies | <u>2</u> |
| m. or l. Comprehensive and integrating experience | <u>0</u> |
| Total Estimated CPC Coverage Hours | 64 |

Abbreviated Course Syllabus

Course Number: S.PMM301
Course Name: Project management
Instructors: Ariunjargal.D, Soyol-erdene.S, Nyambayar.Ch
Required Text: “Project management: A Strategic managerial approach”, 11th edition, 2021, Jack R.Meredith, Samuel J. Mantel, Scott M; Project management institute, “A guide to the PMBOK / Project management body of knowledge/”, 6th edition 2017; “Project management /case studies/, 5th edition 2017, Harold Kerzner

Course Description: This course provides students with a basic understanding of project management; basic functions of project management (selection, planning, execution, control, termination); Familiarity with project management standards; project management body of knowledge or PMBOK; Create a project activity and project calendar plan using Microsoft Project 2019; budgeting; project monitoring, auditing and control; managing ice organizations and teams; It is aimed at gaining understanding and knowledge about the functions and skills of project managers, and making them have the basic skills to work in project implementing organizations and teams.

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|--|--|
| I. Background for Project management | 12 |
| A. The nature and basic concepts of project management | |
| B. Importance and basic functions of project management | |
| C. Project management standards | |
| II. Project selection | 8 |
| A. A quantitative and non quantitative approach to project selection | |
| B. Project analysis | |
| III. Project management body of knowledge | 12 |
| A. Project time and human resource management | |
| B. Project risk management | |
| C. Project cost management | |
| IV. Project implementation | 8 |
| D. Project organization | |
| E. Project manager and team | |
| V. Project planning | 8 |
| A. Project planning | |
| B. Project schedule | |
| VI. Project controlling | 12 |
| A. Project Monitoring and Information Systems | |
| B. Project Controlling | |
| C. Project Auditing and Evaluation | |
| VII. Project Closeout | 4 |
| Total Sessions (Coverage Hours) | 64 |

| Summary of UG CPC Topics Covered in this Course: | | Hours/Minutes (or % of a 3-Hour Course*) |
|---|-------------------------------------|---|
| | a. Marketing | 2 |
| Functional Areas | b. Business Finance | 2 |
| | c. Accounting | 4 |
| | d. Management | 18 |
| | e. Legal env. | 4 |
| The Business Environment | f. Economics | 4 |
| | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 4 |
| | i. Business Communications | 2 |
| Technical Skills | j. Information system | 4 |
| | k. Quantitiva Techniques/Statistics | 4 |
| Integrative Area | l. Business Policies | 4 |

Abbreviated Course Syllabus

Course Number: B.BAM350
Course Name: Startup project
Instructors: Soyolerdene S, Nyambayar Ch,
Required Text: “Startup Guide” Harvard university “The startup owners manual”, The step-by-step guide for building a great company, Steve Blank and Bob Dorf, SPINELLI, S. Jr.; ADAMS, R.J. & TIMMONS, J.A. (2016), New Venture Creation: Entrepreneurship for the 21st Century, McGraw-Hill OSTERWALDER, A. & PIGNEUR, Y. (2010), Business Model Generation: A handbook for visionaries, game changers, and challengers, Wiley & Sons.www.businessmodelgeneration.com
Course Description:. This course will allow students to identify potential business ideas and opportunities, define business models, assess their potential economic viability and elaborate full business plans, understanding how useful these activities will be to start up a new business venture. In addition, this course will provide the students a comprehensive understanding on how a real company works, integrating their knowledge from different areas in the development of the business plan (general concept and structure of the business plan; marketing and commercial plan; production plan, people management; organizational design; financial plan; analysis of the economic viability of the company; legal requirements and steps needed to set up the new company).

| Topic Outline: | Hours/Minutes (or % of a 3-hour Course) |
|---|--|
| I. Why start a business? | 14 |
| A. Demand | |
| B. Competition | |
| C. Licensing | |
| D. Funding | |
| E. Commitment | |
| F. Support | |
| G. Management | |
| II. Startup process | 22 |
| A. Contact old | |
| B. Protect intellectual property | |
| C. Seek input and network | |
| D. Plan the business | |
| E. Negotiate the license or option agreement | |
| F. Pursue funding | |
| III. Funding sources | 12 |
| A. Organic growth | |
| B. Friends and family | |
| C. Small business innovation research | |
| D. Angel investors | |
| E. Venture capitalists | |
| IV. Presenting to investors | 3 |
| V. Financing terminology | 7 |
| C. Equity | |
| D. Ownership compared to control | |
| E. Option pool | |
| F. Pre-and post-money valuation | |
| G. Convertible debt | |
| H. Preferred shares compared to common shares | |
| I. Anti-dilution | |
| VI. Company considerations | 6 |
| C. Legal representation | |
| D. Type of company | |
| E. Board of directors and the advisory board | |
| F. Management team | |

G. Space, insurance, and payroll

Total Sessions (Coverage Hours)

64

| <u>Summary of UG CPC Topics Covered in this Course:</u> | | <u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u> |
|---|---|---|
| <u>Functional Areas</u> | a. Marketing | 2 |
| | b. Business Finance | 2 |
| | c. Accounting | 2 |
| | d. Management | 2 |
| | e. Legal env. | 4 |
| <u>The Business Environment</u> | f. Economics | 20 |
| | g. Business ethics | 4 |
| | h. Global Dimensions of Business | 18 |
| | i. Business Communications | 2 |
| <u>Technical Skills</u> | j. Information system | 2 |
| | k. Quantitative Techniques/Statistics | 2 |
| | l. k. Business Policies | 4 |
| <u>Integrative Area</u> | m. or l. Comprehensive and integrating experience | 0 |
| Total Estimated CPC Coverage Hours | | 64 |

Abbreviated Course Syllabus

| | |
|----------------------------|---|
| <u>Course Number:</u> | B.BA380 |
| <u>Course Name:</u> | Business simulation |
| <u>Instructors:</u> | Bat-Erdene B., Sarantuya M., Otgonsuren D., Ariunjargal D., Tamir T., Munkhtuya Ts. |
| <u>Required Text:</u> | Cesim Decision making manual, Cesim Global Challenge guide book |
| <u>Course Description:</u> | In this practice course, students make complex business management decisions on the Cesim platform, an abstract learning environment based on real-world data. In this way, students will reinforce the knowledge gained in the basic and professional basic courses of higher education, understand the connections between courses, and learn to make rational decisions in an interactive and dynamic business environment by working effectively in a team. |

| <u>Topic Outline:</u> | <u>Hours/Minutes (or % of a 3-hour Course)</u> |
|---|--|
| I. Demand | 15% |
| A. Total market demand | |
| B. Predicted market growth | |
| C. Product selection | |
| D. Market shares | |
| II. Production | 15% |
| A. Production capacity | |
| B. Capacity allocation | |
| C. Outsourcing | |
| D. Inventories (optional) | |
| E. Procurement/CSR (optional) | |
| III. Investments | 10% |
| A. Estimation of future demand | |
| B. Investment in new production plants | |
| IV. Human Resource | 10% |
| A. Recruiting | |
| B. Layoffs | |
| C. Remuneration | |
| V. Research and development | 10% |
| A. Development of technology | |
| B. Development of new features | |
| C. Purchasing of licenses for technology and features | |
| VI. Marketing | 10% |
| A. For each product and market | |
| B. Product feature decisions | |
| C. Pricing decisions | |
| D. Promotion investments | |
| VII. Logistics | 5% |
| A. Delivery priorities | |
| VIII. Tax planning | 5% |
| A. Transfer prices | |
| IX. Finances and budgets | 20% |
| A. Treasury management | |
| B. Dividend policy | |
| C. Capital structure | |
| D. Short and long term debt | |
| E. Financial indicators | |
| F. Budgets | |
| <u>Total Sessions (%)</u> | <u>100%</u> |

Summary of UG CPC Topics Covered in this Course: Hours/Minutes
(or % of a 3-Hour Course*)

| | | |
|-------------------------|---------------------|----|
| <u>Functional Areas</u> | a. Marketing | 10 |
| | b. Business Finance | 6 |
| | c. Accounting | 2 |
| | d. Management | 6 |

| | | |
|--|---|-----------|
| | e. Legal env. | 2 |
| | f. Economics | 4 |
| <u>The Business Environment</u> | g. Business ethics | 2 |
| | h. Global Dimensions of Business | 6 |
| | i. Business Communications | <u>2</u> |
| | j. Information system | <u>4</u> |
| <u>Technical Skills</u> | k. Quantitative Techniques/Statistics | <u>4</u> |
| | l. k. Business Policies | <u>4</u> |
| <u>Integrative Area</u> | m. or l. Comprehensive and integrating experience | <u>12</u> |
| | Total Estimated CPC Coverage Hours | 64 |