

Decision No.: **1037** /QĐ-ĐHTCM

Ho Chi Minh City, **28** March 2025

DECISION

**Issue the training programmes - Advanced Programme in English
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; Resolution No. 160/NQ-ĐHTCM-HĐT dated January 09, 2025 of the University Council on amendments and supplements the Regulations on organization and operation of the University of Finance – Marketing;

Pursuant to Decision No. 1911/QĐ-DHTCM 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;

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

DECIDES:

Article 1. Issued together with this Decision are the training programmes, advanced programme in English at the undergraduate level, formal education format.

(List attached)

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

Article 3. This Decision takes effect from the date of its signing. The Head of the Department of Academic Affairs, the Deans of faculties that offer the training standard programs in Article 1, 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.



RECTOR

Pham Tien Dat

MINISTRY OF FINANCE
UNIVERSITY OF
FINANCE **MARKETING**

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

**LIST OF UNDERGRADUATE TRAINING PROGRAMMES, ADVANCED
PROGRAMME IN ENGLISH, FORMAL EDUCATION FORMAT**

(Issued together with Decision No.: **1037** /QĐ-ĐHTCM dated **28** March 2025
of the Rector of the University of Finance – Marketing)

No.	Training Field
1	Business Administration
2	Marketing
3	International Business
4	Finance - Banking

Total: 04 majors./.

MINISTRY OF FINANCE
UNIVERSITY OF FINANCE - MARKETING



ADVANCED PROGRAMME IN ENGLISH
UNDERGRADUATE LEVEL

Major: Finance - Banking

Application-Oriented

Ho Chi Minh City, 2025

MINISTRY OF FINANCE
UNIVERSITY OF FINANCE - MARKETING

Advanced Programme in English

Major: Finance - Banking

Major (in Vietnamese): Tài chính - Ngân hàng

Major (in English): Finance - Banking

Degree level: Undergraduate/Bachelor (Application-Oriented)

Major code: 7340201

Ho Chi Minh City, 2025

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MINISTRY OF FINANCE
UNIVERSITY OF
FINANCE – MARKETING

SOCIALIST REPUBLIC OF VIETNAM
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ACADEMIC PROGRAMME

*(Issued pursuant to Decision No. **1037** /QĐ-ĐHTCM **28** March, 2025
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;

Decision No. 1911/QĐ-ĐHTCM dated 17 July, 2024 of the Rector of the University of Finance – Marketing issuing the regulations on developing, appraising and promulgating training programmes; review, evaluate and improve training programmes at all levels at the University of Finance - Marketing.

Decision No. 2651/QĐ-ĐHTCM dated 07 September, 2024 of the Rector of the University of Finance - Marketing issuing the the Regulations on training integrated programmes, Advanced Programme in English, and talent programmes at the regular university level at the University of Finance – Marketing;

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

2. PROGRAMME OVERVIEW

The full English undergraduate training programme of Finance – Banking according to the current credit system is built according to a new approach with the goal of meeting the needs of stakeholders including employers, lecturers, former students and students who are periodically surveyed; along with changes in competency standards according to the State's regulations on training programme standards; building, evaluating and

promulgating training programmes for all levels of higher education, changes in educational philosophy and autonomous operating structure of the University of Finance - Marketing

The programme is designed for an average duration of 4 years and 134 credits (not including credits for National Defense, Security and Physical Education according to regulations of the Ministry of Education and Training)

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: Finance – Banking

3.2. Qualification level: Undergraduate

3.3. Training orientation: Application

3.4. Degree/Graduation degree: Bachelor of Economics

3.5. Major Code: 7340201

3.6. Programme duration: 4 years

3.7. Mode of study: Full-time

3.8. Required credit: 134 (not including credits for National Defense Education, Security and Physical Education as prescribed by the Ministry of Education and Training)

3.9. Faculty in charge: Finance and Banking

3.10. Language of instruction: English

3.11. Quality certification:

3.12. Website: ufm.edu.vn

3.13. Reference/Benchmarking programmes: Rennes School Business, West Of England Bristol University, Concord University, Bayes Business School – BSc Banking and International Finance, Uni_Auckland, Monash University – Bachelor of Banking and Finance.

3.14. Year of review and update: 2025

3.15. Employment position:

After graduation, students can take on job positions related to the field of banking and finance at commercial banks, financial institutions, securities companies, investment funds, and other businesses. profession. Do teaching and research work at research institutions and higher education institutions in the field of Finance - Banking economics.

4. TRAINING OBJECTIVES

4.1. Overall objectives

The application-oriented undergraduate programme in Finance – Banking aims to help students develop good political qualities, ethics, and health; apply fundamental knowledge of socio-economics, have the ability to analyze, evaluate policies, and solve professional issues in the field of Finance - Banking.

4.2. Detailed objectives

❖ *Knowledge*

- PO1: Apply knowledge of information technology, social sciences, political science, law, and basic industry knowledge in the field of Finance - Banking.
- PO2: Apply economic theories to solve practical tasks in the field of Finance - Banking.
- PO3: Analyze policies and practical professional issues related to the field of Finance - Banking.

❖ *Skills:*

- PO4: Have skills in using foreign languages fluently and apply foundational knowledge to solve professional tasks in the field of Finance - Banking.
- PO5: Be able to use appropriate methods, tools, and appropriate professional skills of Finance - Banking to solve practical professional tasks. Have the ability to update new knowledge and a spirit of lifelong learning to meet job requirements.

❖ *Autonomy and Responsibility:*

- PO6: Have a sense of ethics, responsibility in professional expertise, as well as a sense of protecting organizational and national interests.
- PO7: Be capable of working in a professional and specialized environment and be responsible for personal decisions and group responsibilities. Be proactive in self-study, self-study and have enough knowledge to perform the tasks assigned at banks, financial institutions and enterprises.

5. PROGRAMME LEARNING OUTCOMES (PLOs)

❖ *Knowledge*

- PLO1: Apply knowledge of social sciences, political sciences, law and general professional knowledge of the industry to evaluate and criticize issues at work.
- PLO2: Apply knowledge of information technology, economic mathematics, data analysis, and entrepreneurship to perform work in the trained industry.
- PLO3: Analyze basic theories in Finance – Banking and apply them in the socio-economic reality.
- PLO4: Make decisions to solve practical problems in depth in the field of Finance - Banking.

❖ *Skills:*

- PLO5: Handle situations related to activities in social sciences, political sciences, and law; use specialized English to solve work in the trained field.
- PLO6: Handle situations related to technology application, solve economic problems, build and implement business startup plans.
- PLO7: Perform industry analysis to support solving specialized problems in the field of Finance - Banking.
- PLO8: Proficiently solve practical situations related to professional and specialized issues.

❖ *Autonomy and Responsibility:*

- PLO9: Self-orient, draw professional conclusions, and be able to defend personal

viewpoints.

- PLO10: Work independently or in teams under changing working conditions, take personal responsibility and group responsibility. Guide and supervise others to perform tasks.

6. TOTAL PROGRAMME KNOWLEDGE: 134 credits

No.	Application-oriented programme		
	Programme credits	Credits	Percentage
I	General knowledge	38	28%
<i>a</i>	<i>Political theory knowledge</i>	<i>11</i>	<i>8%</i>
<i>b</i>	<i>Foreign Language</i>	<i>18</i>	<i>13%</i>
<i>c</i>	<i>Legal Studies</i>	<i>3</i>	<i>2%</i>
<i>d</i>	<i>Mathematics and Informatics</i>	<i>6</i>	<i>4%</i>
II	Professional Education modules	90	67%
<i>a</i>	<i>Fundamental Discipline Knowledge</i>	<i>45</i>	<i>34%</i>
<i>b</i>	<i>Core Discipline Knowledge (8 HP)</i>	<i>24</i>	<i>18%</i>
<i>c</i>	<i>Specialised Discipline Knowledge</i>	<i>15</i>	<i>11%</i>
<i>d</i>	<i>Supplementary Discipline Knowledge</i>	<i>6</i>	<i>4%</i>
III	Graduation Requirements	6	4%
	Total credits	134	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 Code	Module name (in English)	Application-oriented programme			Blended learning (mark 'X' for the modules with online teaching)
			Total credits	Credit Allocation		
				Theory Credits	Practical Credits	
I. General Education modules			38	38	0	
a	Political Theory		11	11	0	
1	100258	Marxist – Leninist phylosophy	3	3	0	X
2	100259	Marxist Leninist political economics	2	2	0	X
3	100260	Scientific socialism	2	2	0	X
4	100261	History of Vietnamese	2	2	0	X

No.	Module Code	Module name (in English)	Application-oriented programme			Blended learning (mark 'X' for the modules with online teaching)
			Total credits	Credit Allocation		
				Theory Credits	Practical Credits	
		Communist Party				
5	100262	Ho Chi Minh ideology	2	2	0	X
b	Foreign Language		18	18	0	
6	100263	English 1(Listening - Speaking)	3	3	0	X
7	100264	English 2 (Listening-Speaking)	3	3	0	X
8	100265	English 3 (Listening-Speaking)	3	3	0	X
9	100266	English 4 (Listening-Speaking)	3	3	0	X
10	100267	Business English	3	3	0	X
11	100268	Advanced Business English	3	3	0	X
c	Legal Studies		3	3	0	
12	100044	Business Law	3	3	0	
d	Mathematics – Informatics		6	6	0	
13	100269	Digital literacy	3	3	0	X
14	100270	Mathematics for business and economics	3	3	0	X
II. Professional Education modules			90	90		
a	Fundamental discipline knowledge		45	45	0	
15	100062	Taxation	3	3	0	X
16	100271	Customer behavior	3	3	0	X
17	100030	Principles of Microeconomics	3	3	0	X
18	100047	Principles of Macroeconomics	3	3	0	X
19	100272	Essential of Business Statistics	3	3	0	X
20	100041	Principles of management	3	3	0	X
21	100042	Principles of Marketing	3	3	0	X
22	100054	Business Research	3	3	0	X
23	100273	Strategic Management	3	3	0	X
24	100274	Sustainable Development	3	3	0	X
25	100048	Financial Management	3	3	0	X
26	100172	Financial Accounting	3	3	0	X
27	100233	Entrepreneurship and Innovation	3	3	0	X
28	100275	Artificial intelligence in business	3	3	0	X
29	100276	Commercial Bank	3	3	0	X
b	Core discipline knowledge (8 credits)		24	24	0	

No.	Module Code	Module name (in English)	Application-oriented programme			Blended learning (mark 'X' for the modules with online teaching)
			Total credits	Credit Allocation		
				Theory Credits	Practical Credits	
30	100278	Contemporary issues in banking	3	3	0	X
31	100277	Analysis of banking business operations	3	3	0	X
32	100279	Stock market	3	3	0	X
33	100280	Financial institutions and markets	3	3	0	X
34	100281	Personal Financial Planning	3	3	0	X
35	100293	Managerial Accounting	3	3	0	X
36	100283	Corporate finance analysis	3	3	0	X
37	100284	International Finance	3	3	0	X
c	Specialised discipline knowledge		15	15	0	
Choose one of the following research (5-course)			15	15	0	
Required Courses						
38	100285	International payments	3	3	0	X
39	100287	Advanced Financial Management	3	3	0	X
40	100286	Risk management and derivatives	3	3	0	X
Optional courses						
	Banking Major (Choose 1 in 2)					
41	100288	Foreign exchange trading	3	3	0	X
42	100289	Bank management	3	3	0	X
	Corporate Finance Major (Choose 1 in 2)					
43	100291	Financial investment	3	3	0	X
44	100282	Behavioral finance	3	3	0	X
d	Supplementary discipline knowledge:		6	6	0	
45	100294	Digital banking	3	3	0	X
46	100295	Financial technology	3	3	0	X
III. Graduation			6	6	0	
47	100296	Graduation thesis	6	0	6	
Total programme credits			134			

9. TEACHING - LEARNING METHODS

9.1. Teaching Methods

❖ Theory-based teaching methods

Lecture: The instructor presents the lesson content and explains the details in the lecture. The instructor is the presenter, while the learners primarily listen and occasionally take notes to absorb the knowledge conveyed by the instructor.

Discussion: This is a teaching method in which the instructor presents a problem related to the lesson content. Learners express their personal views and provide detailed explanations to persuade others. This teaching method helps learners develop skills such as critical thinking, negotiation, decision-making, and public speaking.

Group Learning Method: This is one of the highly appreciated active learning methods today, helping students improve teamwork skills, responsibility, and communication abilities. The instructor introduces the topic, defines the common tasks for groups, and forms groups. Students plan the tasks, set common work rules, handle assigned tasks, and report the results. Subsequently, each group reports their results, which are then evaluated by the instructor.

Problem-Based Learning (PBL): The goal of PBL (defined as in-depth study of a learning topic) is to learn more about a subject rather than just finding correct answers to the questions posed by the teacher. In PBL, students not only acquire new knowledge but also learn the methods to attain that knowledge, develop active and creative thinking, and are prepared with the capacity to adapt to social life, detect, and reasonably solve arising problems.

Case Study: This modern training method is primarily based on real-life situations. The main purpose of the cases is to describe and share experiences on how to solve problems and conflicts in assigned tasks. Through different situations that need to be resolved within a specified time, learners are placed in positions to make decisions or seek support from group members to find reasonable solutions. The diversity of situations not only encourages learners to be proactive and creative but also brings comfort and mental refreshment when attending class. This helps learners absorb lecture content easily, deeply, and retain it longer than traditional teaching methods.

❖ Practical teaching methods:

In-Class Practice: In this method, the instructor organizes direct practical activities for learners through exercises or practice scenarios in the classroom to explore new knowledge or apply knowledge in practice to consolidate and train skills.

Core Simulation Software Practice: Performing tasks in the simulation software.

9.2. Learning Methods

❖ Self-directed learning guidance:

- Guidance and Grouping: Each group consists of a maximum of 5 students, with a group leader and a group secretary elected.
- The group leader receives the research topic and report from the class instructor.
- The group leader assigns tasks to group members (records, evaluates the quality, and

tracks the performance time of each member).

❖ **Self-Study:**

- Complete the assigned tasks as required by the instructor.
- Study the main textbook and complete the exercises at the end of each chapter.

9.3. Practical guidance methods

In-Class Practice: Using machines, equipment, tools, and instruments to guide learners in applying theoretical knowledge to perform specific operations and professional activities.

Core Simulation Software Practice: Performing tasks in the simulation software using machines and equipment in the computer lab or personal computers.

9.4. Matrix of alignment between teaching and learning methods and programme learning outcomes

Teaching and Learning methods	(PLOs)									
	Knowledge				Skills				Autonomy and Responsibility	
Programme Learning Outcomes (PLOs)	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
1. Lecture	X				X				X	
2. Discussion		X				X				
3. Group Learning Method			X						X	X
4. Problem-Based Learning				X			X		X	
5. Case Study				X				X		X
6. In-Class Practice		X								
7. Core Simulation Software Practice		X								

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:

Content		Assessment methods
Process evaluation	Attendance	Active participation in classroom activities
	Continuous	Group discussion, report
	Assessment	Multiple choice questions, Essay

Content		Assessment methods
		Self-learning exercises
Final evaluation	Final examination	Multiple choice questions, Essay
		Individual Assignment

10.2. Practical modules:

+ Practical Tests: Completing exercises, practicing scenarios, and performing specific steps on the core software as required by the instructor..

+ Final Examinations: Answering multiple-choice questions, completing exercises, or performing specific tasks on the simulation software.

10.3. Matrix of alignment between methods of assessment and programme learning outcome

Method of Assessment	Programme Learning Outcomes (PLOs)									
	Knowledge				Skills				Autonomy and Responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
A. THEORY MODULES AND PRACTICAL MODULES										
1. Continuous Assessment										
1.1 Attendance	X				X					
1.2 Group assignment	X	X				X				X
1.3. Individual assignment		X	X				X			
1.4. Topic Speaking				X				X	X	X
1.5 Test	X		X	X	X	X	X		X	
2. Final assessment										
2.1 Essay exam		X		X				X	X	
2.2 Multiple-choice exam		X		X				X	X	
2.3 Report		X		X				X	X	X
2.4 Combined exam	X		X	X	X	X	X		X	
B. GRADUATION THESIS/GRADUATION PROJECT										
❖ Graduation Thesis/Graduation Project:										
1. Continuous Assessment										
1.1. Internship journal			X	X			X	X	X	X
1.2. Attendance points for			X	X			X	X	X	X

Method of Assessment	Programme Learning Outcomes (PLOs)									
	Knowledge				Skills				Autonomy and Responsibility	
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
participating in meetings with lecturers										
1.3. Knowledge			X	X			X	X	X	X
1.4. Time and progress of completion during the process of completing the report			X	X			X	X	X	X
2. Final assessment										
2.1. Graduation thesis			X	X			X	X	X	X

11. GUIDELINES FOR IMPLEMENTING THE TRAINING PROGRAMME

11.1. Training Process

The undergraduate programme for Finance and Banking-IP is made publicly available to students before admission and at the beginning of the course. Any changes or adjustments to the programme are made according to current regulations and are announced before implementation, ensuring no adverse impact on students.

The programme is designed to be completed in 4 years, with a maximum duration of 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

a) Organisation of training, duration of training:

- The university organises training according to the credit system. Credit-based training involves individual modules, allowing students to accumulate credits for each module and follow a personalised 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.

b) *Training plan:***First year**

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Marxist – Leninist philosophy	3		
2	Principles of Microeconomics	3		
3	English 1 (Listening - Speaking)	3		
4	Mathematics for Business and Economics	3		
5	National Defense Education	8		
6	Physical Education	1		
7	Marxist Leninist political economics	2	Marxist – Leninist philosophy	
8	English 2 (Listening - Speaking)	3		
9	Business Law	3		
10	Principles of Macroeconomics	3		
11	English 3 (Listening - Speaking)	3		
12	Essential of Business Statistics	3		
13	Scientific socialism	3	Marxist Leninist political economics	
14	Digital literacy	3		
15	Taxation	3		
16	Physical Education	1		
Total (excluding physical education and national defense education)		48		

Second year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Ho Chi Minh Ideology	2	Scientific socialism	
2	History of Vietnamese Communist Party	2	Ho Chi Minh Ideology	
3	English 4 (Listening - Speaking)	3		
4	Business English	3		
5	Advanced Business English	3	Business English	

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
6	Principles of Marketing	3		
7	Principles of Management	3		
8	Customer behavior	3	Principles of Marketing	
9	Business Research	3	Principles of Management	
10	Strategic Management	3	Principles of Management	
11	Sustainable Development	3		
12	Financial Management	3		
13	Financial Accounting	3		
14	Entrepreneurship and Innovation	3	Principles of Management	
15	Artificial Intelligence in Business	3		
16	Commercial Bank	3		
17	Physical Education	1		
18	Physical Education	1		
Total (excluding physical education)		48		

Third year

1. General Education modules

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Contemporary issues in banking	3		
2	Analysis of banking business operations	3		
3	Stock market	3		
4	Financial institutions and markets	3		
5	Personal Financial Planning	3		
6	Managerial Accounting	3	Financial Accounting	
7	Corporate finance analysis	3	Financial Management	
8	International Finance	3		
	Total	24		

2. Supplementary discipline knowledge: 15 credits

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
Choose 1 pair consisting of 2 courses				
<i>Required Courses</i>				
1	International payments	3		

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
2	Risk management and derivatives	3		
3	Advanced Financial Management	3	Financial Management	
<i>Optional courses</i>				
<i>Banking Major (Choose 1 in 2)</i>				
4	Foreign exchange trading	3	Commercial Bank	
5	Bank management	3	Commercial Bank	
<i>Optional courses</i>				
<i>Corporate Finance (Choose 1 in 2)</i>				
6	Financial investment	3	Financial Management	
7	Behavioral finance	3	Financial Management	

3. Supplementary discipline knowledge: 6 credits

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Digital banking	3	Commercial Bank	
2	Financial technology	3	Financial Management	

Fourth year

No.	MODULE NAME	CREDITS	PREVIOUS MODULES	NOTES
1	Graduation thesis	6	All major requirement courses	
	Total	6		

11.3. Organisation of the end-of-module examination

The organisation 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 recog

a) Graduation Eligibility Criteria

❖ Requirements for accumulation of credits and grades for modules:

Decision No. 3279/QĐ-ĐHTCM dated 03 December, 2024 of the Rector of the University of Finance – Marketing issuing the Regulations on regular university training according to credits at the University of Finance – Marketing;

Decision No. 2651/QĐ-ĐHTCM dated 07 November, 2024 of the Rector of the University of Finance – Marketing issuing the regulations for integrated programmes, full-time English programmes, and talent programmes at the University of Finance and Marketing.

❖ 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 Organisation 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 recognised certificates equivalent to Level 4 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 organization of exams and issuance of IT application certificates – issued by educational institutions authorised 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: 03

❖ Previous modules: None

❖ Summary of module's objectives and contents:

▪ *General objectives:* After completing this course, students will be able to: Comprehend the basic, systematic knowledge of Marxist-Leninist philosophy, utilize the dialectical materialist worldview and methodology in studying other subjects, and understand and evaluate various issues at work. This will enable them to have confidence in their viewpoints and the ability to defend them.

▪ *Contents summary:* The course is structured into three chapters. It equips students with the basic contents of the worldview and philosophical methodology of Marxism-

Leninism for the study and learning of other subjects in the training programme, as well as other human knowledge; for the application of student knowledge to practical life; and serves as a direct premise for studying other components of Marxism-Leninism. From the knowledge acquired in the course, learners will understand the methodological significance of applying Marxist-Leninist philosophy to the practicalities of the Vietnamese revolution and the benefits they gain from engaging with this course.

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

2. Marxist-Leninist Political Economics

Credits: 02

❖ **Previous modules:** Marxist-Leninist Philosophy

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, students will be equipped with the basic, core knowledge of Marxist-Leninist Political Economy. They will be capable of developing skills to apply, analyze, and evaluate socio-economic issues during the country's development and in their personal lives. This contributes to helping students build appropriate social responsibilities in their job positions and life after graduation, as well as establishing a stance and consciousness of the Marxist-Leninist ideology.

▪ *Contents summary:* The course provides core knowledge of Marxist-Leninist Political Economy and some economic issues during the transitional period to socialism in Vietnam. The content of Marxist-Leninist Political Economy in the course focuses on commodities, markets, surplus value production, competition, and monopoly. The economic issues during the transition selected in the course include a socially oriented market economy, economic interest relations during the transition, industrialization, modernization, and Vietnam's international economic integration.

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

3. Scientific socialism

Credits: 02

❖ **Previous modules:** Marxist-Leninist Political Economy

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, students will be equipped with a foundational system of knowledge about Science Socialism. They will be able to use the knowledge gained to examine and explain the political-social issues of the country and the path to socialism in Vietnam; to build correct political attitudes and thoughts, and to reinforce their belief in the goals, ideals, and success of the socialist construction in Vietnam.

▪ *Contents summary:* The course content presents the basic introductory issues of Science Socialism to clarify the process of formation and development of Scientific Socialism; the research subject, research methods, and the significance of studying Scientific Socialism; the basic theoretical issues of Science Socialism, which are: the historical mission of the working class; socialism and the transitional period to socialism; socialist democracy and the socialist state; social structure - class and class alliances during

the transitional period to socialism; and issues of nationality, religion, and family during the transitional period to socialism.

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

4. History of Vietnamese Communist Party **Credits: 02**

❖ **Previous modules:** Ho Chi Minh's Ideology

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing the course on the History of the Communist Party of Vietnam, students will have a systematic understanding of the Communist Party of Vietnam and its policies and directions in leading the revolution from its inception to the present; students will be able to select research materials, study the subject, and apply the historical knowledge learned to practical work, critiquing incorrect notions about the Party's history. This will enhance their political determination, consolidate their belief in the Party's leadership, and make them aware of their personal responsibility in studying and training to contribute to the construction and defense of the socialist nation of Vietnam.

▪ *Contents summary:* The course consists of 4 chapters, providing students with an understanding of the objectives, tasks, research methods, and study of the History of the Communist Party of Vietnam, as well as basic, systematic knowledge about the founding of the Communist Party of Vietnam (1920 - 1930), the Party's leadership for independence solvency (1930 - 1945), leading two resistance wars against foreign invaders, completing national liberation, unifying the country (1945 - 1975), leading the entire country in the transition to socialism and carrying out the renewal process (from 1975 to the present). This confirms the successes, highlights the limitations, and summarizes the experiences of the Party's revolutionary leadership to help learners enhance their awareness, trust in the Party, and the ability to apply the knowledge learned to practical work, contributing to the construction and defense of the socialist nation of Vietnam.

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

5. Ho Chi Minh Ideology **Credits: 02**

❖ **Previous modules:** Science Socialism

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, students will be able to: Understand the basic knowledge about the concepts, origins, formation, and development of Ho Chi Minh's thoughts; the basic contents of Ho Chi Minh's ideology; the application of the Communist Party of Vietnam in the national democratic people's revolution and in the socialist revolution; Develop independent thinking, analysis, evaluation, and creative application of Ho Chi Minh's ideology to solve practical life issues; Enhance political determination, patriotism, loyalty to the goals, ideals of national independence associated with socialism; Recognize the role and value of Ho Chi Minh's ideology for the Party and the Vietnamese nation; Realize personal responsibility in studying and training to contribute to the construction and defense of the homeland.

▪ *Contents summary:* The course consists of 6 chapters, equipping students with basic knowledge about the concepts, subjects, research methods, and the significance of studying Ho Chi Minh's ideology; the foundation, process of formation, and development of Ho Chi Minh's ideology; about national independence and socialism; about the Communist Party of Vietnam and the state of the people, by the people, for the people; about national unity and international solidarity; about culture, ethics, and humanity.

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

6. English 1 (Listening - Speaking)

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This introductory course focuses on building foundational listening and speaking skills in English. The course aims to enable students to understand and participate in basic conversations, express simple opinions, and describe experiences related to daily topics, reaching a B1 level of proficiency. In addition, this course equips students with fundamental skills in teamwork, communication, and English language usage. Through the course, students develop an understanding of professional ethics, environmental awareness, and a professional work style.

▪ *Contents summary:* This course focuses on developing foundational listening and speaking skills through engaging in everyday topics. Students will learn to understand and participate in basic conversations, express simple opinions, and describe experiences. Outcomes include improved comprehension of everyday conversations, increased confidence in speaking about familiar subjects, and a broader vocabulary base.

❖ **In relevance to the PLOs:** PLO5(R); PLO10(I).

7. English 2 (Listening - Speaking)

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Building upon the foundation established in English 1, this course aims to enhance students' communicative competence. Students will further develop their listening comprehension of more complex spoken materials, improve their speaking skills through discussions, presentations, and more nuanced conversations, and refine their pronunciation, vocabulary, and grammar. The course aims to empower students to understand and engage in more detailed discussions, present information on familiar topics, and express more nuanced opinions, solidifying their B1 level. Moreover, the course will reinforce their understanding of professional ethics, environmental awareness, and a professional work style, preparing them for academic and professional challenges.

▪ *Contents summary:* This course expands students' communicative competence with more complex and thought-provoking themes. This course focuses on increasing fluency, confidence, and critical thinking skills in various real-world communication scenarios. Students will further develop their teamwork, communication, and English language usage

skills. Outcomes include improved comprehension of more complex spoken English, enhanced fluency and accuracy in speaking, and the ability to participate effectively in discussions on a wider range of topics.

❖ **In relevance to the PLOs:** PLO5(R); PLO10(I).

8. English 3 (Listening - Speaking)

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Upon completion of the course, students are able to enhance and comprehend spoken English and effectively communicate in different contexts and fields at the B2 level of the CEFR such as behavioral science, biology and genetics, sociology, and earth science. Students also can equip themselves with strategies and techniques to perform well in Listening-Speaking sections of English proficiency tests through a variety of listening types: podcasts, lectures, interviews, and conversations, enabling them to understand and respond to various types of questions (note-taking, gap-filling, multiple-choice questions, matching). They can also improve speaking skills from controlled practice to final speaking tasks such as group discussion and presentation. Furthermore, they can enhance pronunciation to support clearer communication and better understanding in both listening and speaking tasks; can expand their vocabulary in different topics and apply new grammar structures in conversation, improving their fluency and accuracy in speaking and listening.

▪ *Contents summary:* This course is structured to help learners improve their Listening and Speaking skills at B2 level according to the CEFR. The main areas covered include: in listening: listening to recognize speakers' attitudes and reviewing the notes, listening for content words and noting who says what, listening for the order of events and noting contrasting ideas, listening to recognize digressions and noting supporting information; in terms of speaking: quoting statistics and asking Rhetorical questions, making suggestions and presenting with others, expressing probability and expressing opinions strongly, answering questions and making eye contact; in pronunciation: question intonation, syllable stress before suffixes, linking, word stress for emphasis; in vocabulary: participial adjectives, using context clues, noticing clues to meaning, using digital tools; in grammar: real and unreal conditionals, adjective clauses, enough and too, passive voice.

❖ **In relevance to the PLOs:** PLO5(M); PLO10(R).

9. English 4 (Listening - Speaking)

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This course is designed to enhance academic and professional communication skills through engaging topics in different fields (i.e., business, creative design, environmental sciences, and health - medicines). Students can sharpen their listening and speaking skills at B2 Level-CEFR via their interaction with contents

presented in lectures, podcasts, and case studies, as well as through their participation in discussions, presentations, and debates. The course features practical activities for development of learning skills (note-taking skills, critical and analytical thinking skills, presentation skills, group-working skills), language competence (academic vocabulary acquisition, grammatical accuracy, and pronunciation ability) and intercultural awareness, thereby enabling students to synthesize information, evaluate arguments, and communicate ideas effectively. By the end of the course, students will develop fluency, confidence, and analytical skills for academic and professional success.

- *Contents summary:* Upon completion of the course, students can demonstrate accuracy and flexibility in using key grammar structures such as indirect questions, tag questions, and adverb clauses, while expanding their vocabulary through word formation and contextual usage. They can speak with improved clarity, intonation, and effective pausing, enhancing their overall pronunciation. In listening, students can effectively identify key details, make inferences, recognize speaker intent, and take structured notes to enhance comprehension. In terms of speaking skill, students can apply techniques learned from structured discussions, storytelling, and presentations to communicate ideas fluently and persuasively. They can initiate and sustain collaborative discussions, debates, negotiation, turn-taking, and constructive feedback. Additionally, students develop critical thinking by evaluating, analyzing, and summarizing spoken content. By the end of the course, they can develop confidence in communication, independent learning strategies, and cultural awareness, and from there, they can participate actively in academic, professional, and social interactions

❖ **In relevance to the PLOs:** PLO5(A); PLO10(M).

10. Business English

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

- *General objectives:* After completing this course, students will understand and apply intermediate-level language and communication skills in business through practicing all skills: listening, speaking, reading, and writing, comprehending documents, developing logical ideas when presenting in a professional environment, writing emails to communicate with colleagues and partners in familiar situations, and using language effectively in discussions on topics such as small talks in business, customer service, business projects, and the global market. Additionally, students are able to apply the knowledge learned to business communication practices in pairs or groups, fostering proactiveness and a sense of responsibility to better.

- *Contents summary:* The Business English course is designed for non-language majors following the Integrated Program. This course provides students with knowledge and language skills in specialized English for economics by using business communication settings. Students are equipped with vocabulary and grammatical structures used in business such as job choices, business sectors, projects, customer service, global market at intermediate level.

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

11. Advanced Business English

Credits: 03

❖ **Previous modules:** Business English

❖ **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 Business English is designed for non-language majors following the Integrated Programme after completing the Business English 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(A), PLO10(M).

12. Business Law

Credits: 03

❖ **Previous modules:** none

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This course aims to provide learners with the knowledge and skills to search for and apply relevant legal regulations in business activities, fostering a sense of respect for and compliance with business law.

▪ *Contents summary:* Business Law is a compulsory course in the training programme. The course content focuses on providing an overview of fundamentals of law and business law, including the laws regulating the establishment, organization, and operations of business entities (such as business households, various types of enterprises, and cooperatives); the laws on business reorganization and dissolution; the laws on business contracts; the laws on terminating business activities through bankruptcy; and the laws on resolving business disputes.

❖ **In relevance to the PLOs:** PLO1(R), PLO5(M), PLO8(M), PLO10(M).

13. Digital Literacy

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This course aims to provide learners with the knowledge and skills to understand the importance of digital literacy in the workplace, the digital competency framework according to the standards of workers in the Industry 4.0 era. Learners will be able to apply digital competencies in their work, develop digital skills, master digital technologies, enhance self-learning abilities, easily adapt to technological changes, and keep up with the development of the digital age. The system of practical exercises helps learners hone their skills in flexibly applying problem-solving methods to various situations, accumulate experience, and develop digital competencies to serve their careers.

▪ *Contents summary:* Digital Competency is a mandatory course in the training programme. The course content focuses on providing learners with a framework of digital competencies and groups of digital competencies in Vietnam, such as: effectively accessing and evaluating information in a digital environment; the ability to create digital content; applying data analysis; knowing how to exploit, manage information and data creatively and effectively. Additionally, the course equips learners with knowledge about digital safety and security, certain knowledge about specialized tools in their professional field, applying technology to optimize work efficiency, and mastering new technology trends in the industry.

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

14. Mathematics for Business and Economics

Credits: 03

❖ **Previous modules:** Microeconomics, Macroeconomics

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Understand how to apply concepts and operations related to matrices, determinants, and systems of equations, and solve some algebraic and linear models in economics. Have a firm and deep understanding of knowledge about limits, continuity, and derivatives of functions to apply in economics and business. Know how to apply integral calculus and its applications to economic and financial problems. Apply knowledge of multivariable functions, extreme values of multivariable functions, and differential equations to solve specific economic problems and models. Master the use of tools and mathematical methods to solve problems, equations, and specific micro and macroeconomic models: equilibrium models, Leontief's input-output model, marginal values, elasticity coefficients, single-variable optimization problems, free extremum models, and conditional extremum in economics and business.

▪ *Contents summary:* The course provides knowledge of concepts and operations about matrices, determinants, systems of equations, and solving some algebraic and linear models in economics. It ensures a deep understanding of limits, continuity, and derivatives of functions for application in economics and business. It covers the application of integral

calculus and its applications to economic and financial problems. It includes knowledge of multivariable functions, extreme values of multivariable functions, differential equations to solve specific economic problems and models; and mastery in using tools and mathematical methods to solve specific problems, equations, and micro and macroeconomic models such as equilibrium models, Leontief's input-output model, marginal values, elasticity coefficients, single-variable optimization problems, free extremum models, and conditional extremum in economics and business.

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

15. Taxation

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The course provides students with knowledge and theoretical foundations on taxation to help students understand an overview of taxes; the development process of Vietnam's tax system and the main contents of the current taxes being applied. The course equips learners with basic skills to determine tax obligations; gradually forming a consciousness to comply with the legal regulations of taxpayers and the professional ethics of those implementing tax policies.

▪ *Contents summary:* This course is a mandatory part of the foundational knowledge in the field at the University of Finance – Marketing. The course provides learners with an overview of taxes and specific taxes in Vietnam, including import-export tax, special consumption tax, value-added tax, corporate income tax, personal income tax, etc. The content of each tax includes the legal regulations on taxable subjects, taxpayers, the basis and methods for calculating tax, deadlines for tax declaration and payment, and basic tax settlement.

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

16. Customer behavior

Credits: 03

❖ **Previous module:** Principles of Marketing

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This module provides learners with fundamental issues related to consumer behavior, including both individual and organizational consumers. For individual consumers, the content covers the concept of consumer behavior, factors influencing consumer behavior, and the stages of the purchasing decision process. For organizational consumers, it includes the market and purchasing behavior of manufacturing enterprises, commercial organizations, and state organizations. Studying consumer behavior helps marketing professionals develop appropriate marketing strategies for different market segments.

▪ *Contents summary:* This module is part of the Marketing curriculum. Marketing activities require managers to formulate precise strategies that effectively enhance business performance. To develop effective marketing strategies, managers need a thorough and clear understanding of the behavior of target customer groups and the factors influencing their purchasing decisions. This module delves into analyzing the factors affecting

consumer behavior and the decision-making process for purchasing goods. Learners must grasp not only individual consumer behavior but also the market and behavior of organizational customer groups.

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

17. Principles of Microeconomics

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, learners will understand the concepts of supply and demand, consumer decision-making processes, and the operation of various types of markets; as well as the decision-making processes of businesses in different types of markets.

▪ *Contents summary:* This course introduces supply and demand and the fundamental forces that determine market equilibrium, consumer behavior, and analysis of consumer decisions. It also addresses businesses and their decisions regarding optimal production and the impact of different market structures on business behavior, such as decisions on pricing, output, and competitive strategies. The course further studies the supply and demand relationship for labor, capital, and land in the input markets. Additionally, it explores the imperfections of the market economy and government intervention.

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

18. Principles of Macroeconomics

Credits: 03

❖ **Previous modules:** Microeconomics

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, students will understand the operation of the overall economy; recognize the indicators measuring macroeconomic variables; explain the interaction between macroeconomic indicators and assess the impact of government policies on regulating the economy to ensure stability and growth.

▪ *Contents summary:* The Macroeconomics course introduces the basic principles of macroeconomics to help students understand the operation of the overall economy. Students will be introduced to concepts and basic accounting principles regarding national income, consumer price index and inflation, unemployment, exchange rates, and balance of payments. Additionally, students will be introduced to the government's macroeconomic policy tools for regulating the economy to ensure stability and growth.

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

19. Essential of Business Statistics

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The objective of the Essentials for Business Statistics course is to provide for students with the necessary knowledge and skills to apply statistics in the

fields of business, economics, finance, management, and scientific research.

▪ *Contents summary:* This module provides students with knowledge of descriptive and inferential statistics, the main topics include: Methods of data presentation using frequency tables, charts, graphs and other visual techniques to describe qualitative and quantitative data, measures of central tendency and dispersion. In addition, students learn about the basic concepts of probability, probability distributions, basic probability distributions and their role in statistical inference. On the other hand, students are also introduced to the knowledge of estimating population parameters based on samples and determining sample size, analyzing the relationship between two variables using linear regression and correlation. The module also focuses on applying software tools such as Microsoft Excel, Stata and SPSS to practice data analysis and interpret results.

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

20. Principles of Management

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, learners will have formed a theoretical overview of organizational management activities such as environmental analysis, planning, organizing, leading, monitoring, and evaluating work results. In addition to basic knowledge, management skills will help learners develop the ability to analyze and solve problems within the organization, aiming for high efficiency and relative stability of the organization. Learners will be able to apply management knowledge and skills to perform certain tasks, with a sense of individual and group responsibility and cooperation to enhance the effectiveness of related professional activities in future work.

▪ *Contents summary:* The Principles of Management course is part of the foundational knowledge block in the business management training programme and other economic sectors. It studies the management functions within an organization, including planning, organizing, leading, and controlling. The course equips learners with the necessary knowledge and skills to practice management functions in the actual operations of organizations. Additionally, this course lays the groundwork for learners to propose solutions and methods for solving management problems of the organization.

❖ **In relevance to the PLOs:** PL01(M), PL06(M), PL10(R).

21. Principles of Marketing

Credits: 03

❖ **Previous modules:** None

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The Principles of Marketing course provides students with basic knowledge about marketing including concepts, roles, principles, processes, and marketing mix content. Based on this foundational knowledge, students will be able to explain the essence of marketing and the role of marketing activities for individuals, businesses, and society. Additionally, the course helps students apply basic marketing knowledge to

analyze the marketing environment, evaluate marketing activities, and propose marketing solutions for businesses.

- *Contents summary:* The content of the Principles of Marketing 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, selecting target markets, and analyzing the basic contents of the marketing mix related to product strategy, pricing strategy, distribution strategy, and marketing communication strategy.

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

22. Business Research

Credits: 03

- ❖ **Previous modules:** Microeconomics, Macroeconomics

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

- *General objectives:* After completing this course, students will understand the basic knowledge of correlation and regression analysis; construct estimation models and test regression coefficients; test the appropriateness of the model and hypotheses on various models. Apply this knowledge to the analysis and forecasting of issues related to Finance, Economics, and Management. This serves as a foundational tool for subsequent courses.

- *Contents summary:* The course provides estimation techniques, calibration of multivariate regression models, and ways to analyze the technical and economic correctness of the model. It also equips students with the ability to apply quantitative analysis tools to some basic economic and business management issues, based on the use of specialized software and databases in Vietnam.

- ❖ **In relevance to the PLOs:** PLO3(I), PLO4(I), PLO5(R), PLO10(R).

23. Strategic Management

Credits: 03

- ❖ **Previous modules:** Principles of Management

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

- *General objectives:* This course aims to provide knowledge for learners to design a strategic management model. It involves using techniques to identify opportunities and challenges, and to determine the strengths and weaknesses of an organization. It also includes applying techniques to propose and evaluate strategies. Consequently, learners will make strategic decisions and create diagrams for strategy implementation and evaluation.

- *Contents summary:* This course belongs to the major block of the programme, providing students with knowledge, methods, and tools to establish a strategy, organize and implement the strategy, and evaluate the strategy. The main contents of the course include: An overview of strategy, strategic management, and strategic management models; The structure of vision, mission, and value statements; External environment analysis; Internal capability analysis; Business strategy, competitive strategy in the

international economic integration environment; Strategy analysis and selection; Balanced scorecard in the implementation and evaluation of strategy.

❖ **In relevance to the PLOs:** PLO1(R), PLO2(R), PLO5(M), PLO9(M)

24. Sustainable Development

Credits: 03

❖ **Previous modules:** Microeconomics, Macroeconomics

❖ **Summary of module's objectives and contents:**

▪ *Contents summary:* The Sustainable Development course is designed to equip learners with knowledge and attitudes for living, studying, and working in the face of an inevitable trend that cannot be avoided or denied in this era. Through the taught and discussed content, learners become aware of the issues of a development process that meets the needs of all aspects of current society while ensuring the continued development of future generations, thereby having the correct attitude and behavior in all activities of life from personal living to labor, production, business, and other activities.

▪ *General objectives:* The course introduces general issues about sustainable development including concepts, principles, and theories. It provides knowledge for learners to understand, discuss, analyze, and evaluate issues based on the United Nations' 17 Sustainable Development Goals. The main content of the course will address sustainable development issues 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 course content, learners are equipped with methods to assess and analyze aspects of sustainable development in Vietnam, thereby forming independent critical thinking to imply policies for state management levels

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

25. Financial Management

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this course, students will be able to acquire knowledge and understanding of the goals of corporate finance; students understand and can calculate time value of money, analyze and evaluate sources of corporate funding, cost of capital (including: weighted average cost of capital and marginal weighted average cost of capital); students can also plan financial resources in enterprises; manage short-term assets, value securities and assessing long-term investments in domestic and international context.

▪ *Contents summary:* The course provides and develops theoretical framework for understanding and analyzing major corporate finance knowledge, including: Overview of corporate finance, time value of money, financial securities valuation, cost of capital, weighted average cost of capital, breakeven point, capital budgeting, asset management and corporate source of funds.

❖ **In relevance to the PLOs:** PLO1(R), PLO2(R), PLO5(M), PLO9(M).

26. Financial Accounting**Credits: 03**❖ **Previous modules:** Econometrics❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The module provides students with knowledge about management accounting in corporate, thereby apply accounting principles and methods to perform basic accounting procedures. Students can inspect, propose basic accounting procedures might occur in practice.

▪ *Contents summary:* The module provides students with basic knowledge about definition, characteristics, accounting methods and principles (procedures, document transferring, booking and presenting on financial reports) of money, receivable, inventory, non-current asset, property investment, liability, payable, equity, revenue, other revenue, expense and business performance.

❖ **In relevance to the PLOs:** PLO1(R), PLO2(R), PLO5(M), PLO9(M).**27. Entrepreneurship and Innovation****Credits: 03**❖ **Previous modules:** Microeconomics; Principles of Management❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The course helps students build a perspective and a positive attitude towards entrepreneurship and creative innovation activities in Vietnam. Additionally, it provides initial knowledge, facilitating students' easy access to specialized subjects in their training programme; equips them with skills to use common tools in entrepreneurship and creative innovation activities, and promotes thinking, analytical, and evaluative skills, and making business choices to establish a business model and implement their ideas into reality.

▪ *Contents summary:* The course serves as a foundation, providing an overview of entrepreneurship and creative innovation in Vietnam. Through this course, learners will be trained in preliminary and basic knowledge in the fields of Business Administration and Marketing, contributing to better access to specialized subjects within the overall training programme. Moreover, the course guides learners in using some common tools in entrepreneurship and creative innovation activities; thereby reinforcing confidence and a positive attitude, encouraging the cultivation of thinking skills, developing business ideas, and the ability to assess and analyze to choose and build a complete startup plan that is structurally sound and meets content requirements according to the course standards.

❖ **In relevance to the PLOs:** PLO1(R), PLO2(R), PLO7(R), PLO8(M), PLO9(M).**28. Artificial Intelligence in Business****Credits: 03**❖ **Previous modules:** Econometrics❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The module provides students with basic knowledge of artificial intelligence, problem in building artificial intelligence model including statistics, data analysing algorithms and applied technology and data sciences practical business issues.

After finished the module, students will be able to collect, analyze data, build model to enhance economic, business and management process more effectively.

- *Contents summary:* The module provides students with basic knowledge about definitions and roles of data sciences and artificial intelligence in business and management, statistics methods utilized in artificial intelligence to tackle economic problems. Students are provided technical solutions in artificial intelligence, data layering, data clustering for economics-related sector.

❖ **In relevance to the PLOs:** PLO2(R), PLO5(R), PLO9(R), PL10(R).

29. Commercial Bank

Credits: 03

❖ **Previous module:**

❖ **Summary of module's objectives and contents:**

- *General objectives:* This module aims to provide learners with the knowledge to understand an overview of the operations of commercial banks, and to analyze and evaluate the theoretical and technical aspects of commercial bank operations. This will enable them to make decisions related to various banking operations. It is expected that learners will be able to take on roles such as teller, credit officer, international payments officer, and treasury officer at commercial banks.

- *Contents summary:* The module provides learners with an overview of the organization and operations of commercial banks. The course content is systematically presented, starting from basic banking business activities to real-world scenarios. The course focuses on the study of concepts, characteristics, roles, and banking techniques such as capital mobilization, credit, bank payments, foreign exchange trading, etc. Additionally, learners will have the opportunity to engage with Core banking simulation software to gain practical experience in the banking work environment.

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

30. Contemporary issues in banking

Credits: 03

❖ **Previous modules:** Microeconomics, Macroeconomics

❖ **Summary of module's objectives and contents:**

- *General objectives:* This course aims to provide learners with extensive knowledge and understanding of contemporary issues in banking. By applying fundamental theories and regulatory frameworks relating to banks' operations, this course helps learners analyze and evaluate several problems faced by banks in the economy. It is expected that learners can develop professional judgment to make the right decisions when taking on practical positions in the finance-banking sector.

- *Contents summary:* The course provides extensive knowledge and understanding related to contemporary issues faced by banks. Specifically, this course focuses on the role and functions of the central bank, the regulatory framework governing the operations of the commercial banking system, the impact of macroeconomic factors on banks, and the impact of banking activities on economic entities. Moreover, this course also assesses the

importance and latest trends in innovation and technology in the banking sector in Vietnam.

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

31. Analysis of banking business operations **Credits: 03**

❖ **Previous module:** Commercial Bank

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this module, students will be able to apply both qualitative and quantitative indicators widely used in evaluating banking activities; effectively use financial reports in analyzing and assessing bank business operations; and utilize financial analysis tools to propose effective solutions for various banking activities.

▪ *Contents summary:* After completing this module, students will be able to apply both qualitative and quantitative indicators widely used in evaluating banking activities; effectively use financial reports in analyzing and assessing bank business operations; and utilize financial analysis tools to propose effective solutions for various banking activities.

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

32. Stock market **Credits: 03**

❖ **Previous module:** Microeconomics, Macroeconomics

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This module aims to provide students with knowledge related to securities transactions in the market. It is expected that learners will be able to take on roles in valuing various types of securities as a basis for investment decisions, analyzing and selecting the most beneficial securities issuance for businesses under specific conditions. Additionally, the module offers insights that enable students to advise brokers and investors on ethical business practices and securities investment.

▪ *Contents summary:* The module provides knowledge about the emergence and importance of the stock market in the economy. It covers the types of products available in the securities market, the organization and operation of the stock market, securities companies, and investment funds. The module also includes an overview of the information systems, inspection, and supervision of the stock market. Furthermore, it introduces and describes various methods for valuing securities as a foundation for investment decision-making.

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

33. Financial institutions and markets **Credits: 03**

❖ **Previous modules:** Microeconomics, Macroeconomics

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This course is designed to help students explain the functions

and roles of financial markets and institutions that operate in the financial system. Students will be able to apply economic theories to explore the relationship between financial markets, financial institutions and the economy. In addition, students have qualification to apply financial and economic principles to the management of financial assets, institutions, and markets. Regarding financial markets, students will be able to differentiate between financial intermediaries and analyze the risks of financial institutions. As for financial market, students have ability to understand and distinguish the differences between financial markets, their operating mechanisms, and the underlying economic principles of using financial instruments and their valuation.

▪ *Contents summary:* The main contents of the Financial Institutions and Markets module includes: Financial Institutions: The financial system's role in the economy, operations, functions, structure and risk management of nonbank financial institutions (securities company, insurance company, financial company, leasing company, mutual funds, and pension funds); Financial Markets principles of operations in financial markets, Fundamentals of financial markets, financial system regulatory risk management, the financial markets (structure, mechanisms, financial instruments and their valuation)

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

34. Personal Financial Planning

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This module aims to provide knowledge to help learners understand the overall content of personal finance. It is expected that learners will be able to make personal financial planning decisions. By the end of the module, learners should be able to: create personal financial plans, calculate and balance income, savings, and expenditures, develop budgets and manage spending, calculate personal income taxation, determine investment needs across different asset classes, plan for risk management, retirement, and inheritance.

▪ *Contents summary:* This module offers a comprehensive overview of personal finance activities. The content is presented systematically, covering fundamental issues in personal finance and practical applications in personal financial planning. Topics include: concepts, goals, and roles of personal finance, tools for managing personal finances, factors affecting personal finance and financial planning; issues related to income, savings, and expenditures; budgeting and expense management, credit and debt management, personal income taxation; investment topics; risk and insurance; retirement planning, sources of income for retirement, and inheritance planning.

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

35. Managerial Accounting

Credits: 03

❖ **Previous modules:** Financial Accounting

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The subject examines the role of accountants in providing financial and non-financial information to support managerial decision-making in planning, control, and performance evaluation. It focuses on the technical design and operational mechanisms of product costing systems, the formulation and implementation of accounting control systems, and the application of strategic cost management to enhance competitive advantage. Furthermore, the subject explores contemporary issues in management accounting and its development through an interdisciplinary lens, integrating insights from related fields to advance theoretical and practical understanding.

▪ *Contents summary:* The Managerial Accounting course provides students with fundamental concepts and the critical role of management accounting in supporting managers in planning, controlling, and evaluating organizational performance. Students will explore various management accounting techniques, including product costing methods such as job order costing and process costing, as well as cost allocation techniques, and the preparation of management accounting reports using absorption and variable costing. The course also covers budgeting, including operational and financial budgets, while considering their behavioral implications. By the end, students will develop technical, computational, and analytical skills to design costing systems and support managerial decision-making.

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

❖ **36. Corporate finance analysis Credits: 03**

❖ **Previous module:** Financial Management

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this module, students will understand the objectives, content, and methods of corporate finance analysis; comprehend the structure, content, and relationships between financial reports; analyze capital raising and usage; assess asset and capital fluctuations; evaluate payment abilities; assess business performance and influencing factors; analyze asset and capital efficiency; examine cash flow and cash generation capabilities; and assess enterprise risks. Graduates will be prepared for roles such as financial analysts, financial management specialists, and financial management positions within organizations.

▪ *Contents summary:* Corporate Finance Analysis is an essential module in the Corporate Finance specialization, providing foundational knowledge in financial analysis and decision-making post-analysis. The module introduces essential knowledge, skills, and methods for financial analysis from a managerial perspective, focusing on three core financial activities of enterprises: operational, financial, and investment activities. The module also provides a system of financial indicators used for analysis, including indicators reflecting payment capabilities, operational performance, capital balance, and profitability. Based on financial analysis results, the module guides the proposal of solutions to improve financial conditions and develop short-term financial plans and

financial forecasts.

❖ **In relevance to the PLOs:** PLO3(M), PLO4(M), PLO6(M), PLO7(M), PLO8(M), PLO9(M), PLO10(M).

37. International Finance

Credits: 03

❖ **Previous modules:**

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This module aims to provide knowledge for learners to recognize and explain basic issues in macro international finance based on international parity theories. Students will gain the ability to analyze and forecast exchange rate fluctuations, select appropriate tools for hedging exchange rate risks, and work confidently in domestic and international businesses. The course also helps students develop creative and flexible thinking in making financial decisions regarding foreign currency transactions, exchange rate risk hedging, and choosing appropriate foreign exchange business methods in response to international financial market fluctuations. Upon completing the module, students will be qualified for positions such as international financial analyst, exchange rate risk manager, and foreign exchange business specialist in banks, financial companies, and international financial organizations.

▪ *Contents summary:* The module provides students with foundational knowledge about international financial markets, capital flows between countries, and currency derivatives markets. Students will gain a clear understanding of issues related to exchange rate fluctuations and risk hedging, along with the correlation between markets and national economies through theories of international parity between prices, interest rates, and exchange rates. The course content also analyzes factors affecting exchange rates, the international monetary system, and government exchange rate policy options in relation to monetary policy, financial integration, and foreign trade policy. The module emphasizes practical discussions, analysis, and problem-solving related to international financial relations, exchange rate risk management in international trade or investment activities, and solutions for responding to global financial crises.

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

38. International Payment

Credits: 03

❖ **Previous module:** Commercial Bank

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Upon completion of this module, students will be able to review and verify the validity of documentation based on content, types, and nature according to international transaction needs and specific payment methods. The module aims to prepare students to work in international payment departments at commercial banks or in roles related to import-export payments in domestic and international companies..

▪ *Contents summary:* The International Payment module covers essential knowledge

on transaction documents, international trade customs, and common international payment methods such as wire transfers, documentary collections, letters of credit, border trade, and non-commercial payments. The module provides an overview of agency banking, classification of financial and commercial documents, and risks in international payments. Each chapter helps students understand and apply various international payment methods and verify the validity of transaction documents according to each method.

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

39. Risk management and derivatives

Credits: 03

❖ **Previous module:** Financial Management

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* This course provides an overview of the main characteristics of financial derivatives, essential hedging techniques, and risk management strategies, including forwards, options, futures, and swaps. This course is designed for students who plan to work in investment banks, investment funds, or multinational corporations.

▪ *Contents summary:* Risk is all pervasive. For business the various kinds of risk relate to price, interest rates, foreign exchange rates, credit etc. Of late tactical management of these risks has gained prominence especially with advent of derivative products. The course concerns with tactical management of these risk through investment in financial assets. More specifically, the course will deal with the pricing and use of financial derivatives, including options, forwards, futures, swaps and credit derivatives as risk management tools. Financial derivatives are used by institutions as well as investors, sometimes to hedge (reduce) unwanted risks, sometimes to take on additional risk motivated by views regarding future market movements. Through this perspective, the course will also highlight the uses and abuses of financial derivatives with respect to the various incidents that had already happened in the markets.

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

40. Advanced Corporate Finance

Credits: 03

❖ **Previous module:** Financial Management

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Upon completion of this module, students will be capable of making decisions related to fixed asset investment, debt utilization, determining the increase in company value when implementing a stable dividend policy compared to a surplus dividend policy, and capital structure of the enterprise. Additionally, students will be able to analyze corporate finance situations and prepare short-term and long-term financial plans for businesses. Graduates will be prepared to take on roles such as financial specialists, financial analysts, fund managers, and financial management positions within companies.

- *Contents summary:* Advanced Corporate Finance is a crucial module within the Corporate Finance specialization, closely related to modules such as Corporate Finance and Corporate Finance Analysis. The content focuses on the study and evaluation of the effectiveness of financial decisions such as business leverage, financial leverage, dividend policies, target capital structures, and the analysis and planning of financial strategies for enterprises.

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

41. Foreign exchange trading

Credits: 03

❖ **Previous module:** Commercial Bank

❖ **Summary of module's objectives and contents:**

- *General objectives:* This module provides knowledge on basic and derivative transactions in the foreign exchange market. After completing this module, students will be equipped to perform transactions in foreign exchange markets at banks, including providing foreign currency purchase/sale services for import-export customers and engaging in trading for profit. In businesses, especially those involved in import-export, students will be able to make informed financial decisions regarding currency exchange, foreign currency borrowing/lending, risk management, and payment currency selection in international trade.

- *Contents summary:* Foreign Exchange Business covers the organization, operations, concepts, terms, and transaction practices used in the foreign exchange market. The module focuses on understanding foreign exchange market operations, including spot, forward, futures, swap, and options transactions, as well as applying these in practice.

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

42. Bank management

Credits: 03

❖ **Previous module:** Commercial Bank.

❖ **Summary of module's objectives and contents:**

- *General objectives:* This module equips students with knowledge on managing commercial banks. Upon completion, students will be able to analyze and evaluate banking operations and apply various bank management techniques in areas such as fund mobilization, capital management, liquidity management, credit management, investment management, and interest rate risk management in the Vietnamese banking system.

- *Contents summary:* This compulsory module introduces modern banking operations, trends affecting banking businesses, and organizational management models within the banking system. It covers management in areas such as fund mobilization, capital safety, liquidity, credit operations, investment activities, and interest rate risk management in commercial banks.

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

PLO10(A).

43. Financial investment

Credits: 03

❖ **Previous module:** Financial Management

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* Upon completion of this module, students will possess the knowledge and skills needed to make investment decisions related to bonds and stocks; establish and manage a financial investment portfolio. They will apply knowledge of financial investment activities to determine returns and risks, use analysis and valuation methods for stock and bond investment decisions, and apply portfolio theory for setting up and managing financial investment portfolios.

▪ *Contents summary:* Financial Investment is a specialized module within Finance – Banking, equipping students with knowledge of portfolio theory, Capital Asset Pricing Model (CAPM), multi-factor models, and arbitrage pricing theory. The module helps students in valuing financial assets, determining investment returns and risks, constructing and managing investment portfolios.

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

44. Behavioral finance

Credits: 03

❖ **Previous module:** Financial Management

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* After completing this module, students will understand theoretical and practical aspects of behavioral finance, applying psychology to explain investor behavior. Students will analyze decision biases and apply behavioral finance principles in business management. Graduates will be suitable for roles such as financial analysts, investment advisors, risk management specialists, and research positions in financial institutions, investment funds, and companies.

▪ *Contents summary:* The Behavioral Finance module is an important part of the Corporate Finance specialization. It provides an overview of standard finance theory, analyzing psychological effects, expected utility theory, prospect theory, and efficient markets. Students will learn foundational theories of behavioral finance and engage with published research on behavioral finance to reinforce knowledge and develop research capabilities in the field.

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

45. Digital banking

Credits: 03

❖ **Previous modules:** Commercial bank

❖ **Summary of module's objectives and contents:**

▪ *General objectives:* The objective of this course is to equip students with the following knowledge: Basic concepts of Digital banking, such as big data, blockchain,

the Internet of Things (IoT), and Digital banking strategies; the reasons leading to the digitalization of banking activities, as well as the opportunities and challenges faced by participants in the provision of banking services; the stakeholders involved in the digitalization of banking operations, the challenges and opportunities for each party, as well as the essential factors for success and the barriers to market entry.

- *Content summary:* Digital banking is an inevitable trend and part of the strategic objectives of most banks in the digital era. The three main reasons for the digitalization of banking activities are (1) the increasing number of customers using mobile devices to perform banking services; (2) the growing customer demand for seamless, convenient, and low-cost financial service experiences; and (3) the emergence of fintech companies with advantages in pricing and utility. This course provides students with knowledge on (1) the reasons leading to the digital revolution and the necessity of digitizing banking operations; (2) the digital technologies that banks are currently applying or will apply in the future; and (3) the practical application of digital technologies in Vietnamese banks.

- ❖ **In relevance to the PLOs:** PLO1(R), PLO3(R), PLO6(M), PLO8(M), PLO10(M).

46. Financial Technology

Credits: 03

- ❖ **Previous modules:** Financial Management

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

- *General objectives:* Upon completing this course, students will understand the fundamental concepts in financial technology, including blockchain, cryptocurrency, smart contracts, peer-to-peer lending, and crowdfunding. This knowledge will enable students to apply financial technology products in real-world business contexts, particularly in the era of the 4.0 technology revolution. Additionally, students will be capable of analyzing the impact of financial technology on a company's financial performance. After completing this course, students will be qualified for positions such as financial technology specialist, technology investment consultant, and financial management roles within businesses and financial institutions.

- *Content summary:* The Financial Technology course is an essential part of the corporate finance major. The 4.0 technology revolution and blockchain technology bring numerous modern financial services that utilize technology to optimize value for businesses and customers. Financial technology is becoming increasingly popular and is gradually replacing traditional financial models. The Financial Technology course covers basic knowledge of financial technology trends, the main products of financial technology, and how businesses can apply financial technology products to enhance financial performance.

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

47. Graduation Thesis

Credits: 06

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

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

▪ *General objectives:* This course aims to provide with students conditions to access real-life operations at an organization, thereby observing, comparing, and applying learned theories into practice. Students can employ theoretical knowledge into practice through research and solving specific professional problems. Students hone their self-research ability, and immediately adapt to actual work after graduation.

▪ *Contents summary:* The Graduation thesis module is a mandatory requirement in the bachelor's degree programme in finance and banking, conducted with the guidance of supervisors. Students intern at businesses, banks, financial institutions, and state management agencies in charge of money, banking, apply knowledge to perform related to the processes and activities of finance and banking sector, evaluate the practical situation at the internship sites. Students develop problem solving, time management and creative thinking skills during internship in the banking and finance industry.

❖ In relevance to the PLOs: PLO3(R), PLO4(A), PLO7(A), PLO8(A), PLO9(A), PLO10(A)/.

PRINCIPAL ✓



Pham Tien Dat

DEAN OF FINANCIAL – BANKING FACULTY

Nguyen Thi My Linh

C. RESOURCES FOR TRAINING QUALITY ASSURANCE

1. MAIN TEXTBOOKS

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
1	Marxist-Leninist Philosophy Textbook	Ministry of Education and Training	National Political Publishing House - Truth	2022	Marxist – Leninist philosophy
2	Marxist-Leninist Philosophy Textbook	Ministry of Education and Training	National Political Publishing House - Truth	2021	Marxist – Leninist philosophy
3	Scientific Socialism Textbook	Ministry of Education and Training	National Political Publishing House - Truth	2021	Scientific socialism
4	Textbook of History of the Communist Party of Vietnam	Ministry of Education and Training	National politics	2021	History of Vietnamese Communist Party
5	Textbook of Ho Chi Minh Thought	Ministry of Education and Training	National politics	2021	Ho Chi Minh Ideology
6	Pathways 2: Listening, Speaking and Critical Thinking, 2nd Edition	Becky Tarver Chase		2018	English 1 (Listening - Speaking)
7	Pathways 2: Listening, Speaking and Critical Thinking, 2nd Edition	Becky Tarver Chase		2018	English 2 (Listening-Speaking)
8	Pathways: Listening, Speaking, and Critical Thinking 2.	Chase, R. T., Johannsen, K. L., MacIntyre, P., Fetting, C., & Najafi, K.	Cengage Learning.	2018	English 3 (Listening-Speaking)
9	Pathways: Listening, Speaking, and	Chase, R. T., Johannsen, K. L., MacIntyre,	Cengage Learning.	2018	English 4 (Listening-Speaking)

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
	Critical Thinking 2.	P., Fettig, C., & Najafi, K.			
10	Business Vocabulary in Use – Pre – Intermediate.	Mascull, B.	Cambridge	2017	Business English
11	Business Vocabulary in Use – Intermediate	Bill, M	Cambridge	2017	Advanced Business English
12	Textbook of General Law	Đào Trí Úc-Hoàng Thị Kim Quế	Vietnam National University, Hanoi	2023	Business Law
13	Textbook of Business Law	Dr. Phạm Thị Huyền Sang	Vinh University Publishing House	2023	Business Law
14	Năng lực số (Reference Book)	Đỗ Văn Hùng, Phạm Hải Chung, Nguyễn Thị Kim Dung, Phan Thanh Đức, Lê Quốc Hải, Trần Đức Hòa, Mai Anh Thơ, Bùi Thanh Thúy	NXB Đại học Quốc gia Hà Nội	2022	Digital literacy
15	Basic Mathematics for Economics	Nguyễn Huy Hoàng	Finance Publishing House		Mathematics for Business and Economics
16	Taxation 1	Dr. Lê Quang Cường - Dr. Nguyễn Kim Quyên	Economy	2023	Taxation
17	Principles of Taxation for Business and Investment Planning	Sally M. Jones and Shelley C. Rhoades – Catanach	McGraw-Hill Irwin	2020	Taxation
18	Customer behavior	Nguyễn Xuân Trường, Ngô Vũ Quỳnh Thi, Nguyễn Thái Hà, & Ninh Đức Cúc	Youth Publishing House	2020	Customer behavior

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
		Nhật			
19	Microeconomics	Assoc. Prof. Dr. Trần Nguyễn Ngọc Anh Thu (editor-in-chief)	Finance Publishing House	2024	Principles of Microeconomics
20	Macroeconomics	Assoc. Prof. Dr. Trần Nguyễn Ngọc Anh Thu (editor-in-chief)	Finance Publishing House	2022	Principles of Macroeconomics
21	Introductory Statistics	Prem S. Mann	John Wiley & Sons.	2018	Essential of Business Statistics
22	Text of Principles of Management	Dr Cảnh Chí Hoàng	Finance Publishing House	2021	Principles of Management
23	Principles of Marketing	Dư Thị Chung et al.	University of Finance and Marketing	2024	Principles of Marketing
24	Research Methods for Business: A Skill-Building Approach, 7th ed.	Sekaran, U and Bougie, R.	Wily	2016	Business Research
25	Research Methods for Business Students, 8th ed.	Saunders, M, Lewis, P. and Thornhill, A.	Pearson Education, United Kingdom.	2019	Business Research
26	Research Methods in Business Studies, 5th ed.	Ghauri, P., Grønhaug, K., & Strange, R.	Cambridge University Press	2020	Business Research
27	Strategic management: Text and cases.	Dess, G. G., Lumpkin, G. T., Eisner, A. B., & McNamara, G. (2014).	NXB Mc Graw Hill Education	2014	Strategic Management
28	Successful Algorithmic Trading	Michael L.Halls – Moore	Quantstart	2015	Sustainable Development
29	SDGs Cases	Department of Public Finance		2024	Sustainable Development
30	Corporate Finance (12 th)	Ross, Westerfield, Jaffe	McGraw Hill	2019	Financial Management

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
31	Financial Accounting, 11th edn	Hoggett, J., Edwards, L., Medlin, J., Chalmers, K., Hellmann, A., Beattie, C., and Maxfield, J.	John Wiley & Sons	2020	Financial Accounting
32	Entrepreneurship: Theory, process, and practice.	Frederick, H., O'Connor, A., & Kuratko, D. F.	Cengage Learning.	2016	Entrepreneurship and Innovation
33	Data Science for Business	Foster Provost and Tom Fawcett	O'Reilly Media	2013	Artificial Intelligence in Business
34	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
35	Investment Banks, Hedge Funds, and Private Equity	David Stowell	Academic Press	2017	Commercial Bank
36	Introduction to Banking	Barbara Casu, Claudia Girardone & Philip Molyneux	Pearson Education	2015	Commercial Bank
37	Contemporary Issues in Banking and Finance	Rajanikant Verma; Punit Kumar Kanujiya; Ajeet Kumar Maurya	Bharti Publications, New Delhi	2022	Contemporary issues in banking
38	Financial Markets and Institutions	Frederic Mishkin, Stanley Eakins	Pearson	2023	Contemporary issues in banking
39	Bank Management	Timothy W. Koch & S. Scott MacDonald	Pearson Education	2018	Analysis of banking business operations
40	Financial Markets, Institutions and Money	David S. Kidwell, Mark Brimble, Paul Docherty, Paul Mazzola, Anup	Wiley	2018	Stock market

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
		Basu			
41	Money, banking and financial markets	Mishkin. F.S., and Eakins. S.G	Pearson	2019	Financial institutions and markets
42	Financial Markets and Institutions	Mishkin. F.S., and Eakins. S.G	Pearson	2018	Financial institutions and markets
43	Personal Finance	Kapoor, Dlabay, Hughes, and Hart	Mc Graw Hill Education	2020	Personal Financial Planning
44	Managerial Accounting: Creating Value in a Global Business Environment, 13th edn (Global Edition),	Hilton, R.W. and Platt, D.E.,	McGraw-Hill, New York.	2023	Managerial Accounting
45	Financial Reporting and Analysis - Using Financial Accounting Information 13th	Charles H. Gibson	Cengage Learning	2020	Corporate finance analysis
46	International Financial Management	Jeff Madura.	Cengage Learning	2023	International Finance
47	Corporate Finance (12 th)	Ross, Westerfield, Jaffe	McGraw Hill	2019	Advanced Financial Management
48	An Introduction to Derivatives and Risk Management.	Chance, D.M., & Brooks, R.	Cengage Learning	2016	Risk management and derivatives
49	Foreign Exchange: A Practical Guide to the FX Markets	Tim Weithers	Wiley	2012	Foreign exchange trading
50	International Trade Finance and Forex Operations: Theory and Application.	Sanati, G. (2024).	Taylor & Francis.	2024	Foreign exchange trading
51	Bank Management	Timothy W.	Pearson	2018	Bank

No.	Textbook name	Author name	Publisher name	Year of publication	Used for the module
		Koch & S. Scott MacDonald	Education		management
52	Essentials of Investments (11th Edition)	Bodie, Z., Kane, A., & Marcus, A.J	McGraw-Hill	2019	Financial investment
53	Behavioral Finance: Psychology, Decision-Making, and Markets, 1st Edition	Lucy Ackert & Richard Deaves	Cengage Learning	2010	Behavioral finance
54	The Handbook of Banking Technology	Tim Walker, Lucian Morris	John Wiley & Sons Ltd	2021	Digital banking
55	Fintech	Susanne Chishti and Janos Barberis	Wiley	2016	Financial technology

2. SELF-STUDY MATERIALS/ OTHER REFERENCE MATERIAL

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
1	Những nguyên lý triết học	Nguyễn Thế Nghĩa	Truth National Political Publishing House		Marxist-Leninist philosophy
2	Thường thức về Kinh tế chính trị Mác - Lênin	Ho Chi Minh National Academy of Politics	Truth National Political Publishing House	2024	Marxist-Leninist Political Economy
3	Một số vấn đề lý luận và thực tiễn về chủ nghĩa xã hội và con đường đi lên chủ nghĩa xã hội ở Việt Nam		Truth National Political Publishing House		Scientific Socialism
4	Lịch sử Đảng Cộng sản Việt Nam	Central Council directs the compilation of national textbooks	National Politics	2021	History of the Communist Party of Vietnam
5	Văn kiện Đại hội đại biểu toàn quốc lần thứ XIII, Nxb. Chính	Communist Party of Vietnam	National Politics	2021	History of the Communist

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
	trị quốc gia, Hà Nội.				Party of Vietnam
6	Hồ Chí Minh, Toàn tập, tập 1 – 15	Hồ Chí Minh	National Politics	2011	Ho Chi Minh Ideology
7	Tư tưởng Hồ Chí Minh và con đường cách mạng Việt Nam	Võ Nguyên Giáp	National Politics	2017	Ho Chi Minh Ideology
8	Mindset for IELTS 1-	Archer, G., Passmore, L., Crossthwaite, P., Hutchison, S., De Souza, N., Uddin, J., Loewenthal, M., & Wijayatilake, C.	Cambridge University Press	2019	English 1 (Listening - Speaking)
9	Mindset for IELTS 1	Archer, G., Passmore, L., Crossthwaite, P., Hutchison, S., De Souza, N., Uddin, J., Loewenthal, M., & Wijayatilake, C.	Cambridge University Press	2018	English 2 (Listening-Speaking)
10	Mindset for IELTS 2-	Archer, G, Passmore, L, Crossthwaite, P, Hutchison, S, De Souza, N, Uddin, J, Loewenthal, M, & Wijayatilake, C.	Cambridge University Press	2019	English 3 (Listening-Speaking)
11	Mindset for IELTS 2-	Archer, G, Passmore, L, Crossthwaite, P, Hutchison, S, De Souza, N, Uddin, J, Loewenthal, M,	Cambridge University Press	2019	English 4 (Listening-Speaking)

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
		& Wijayatilake, C.			
12	Business Vocabulary in Use – Pre – Intermediate.	Mascull, B.	Cambridge	2017	Business English
13	Business partner B1+ Workbook.	Evans, L.	Pearson	2018	Advanced Business English
14	Luật Kinh tế	Dr. Nguyễn Thị Dung	Justice Publishing House	2022	Business Law
15	Excel Power Query và Power Pivot Cơ bản – Tự động hóa dữ liệu báo cáo	Nguyễn Quang Vinh	Cultural & Information Publishing House	2023	Digital literacy
16	Digital Literacies and Interactive Media. A Framework for Multimodal Analysis	Earl Aguilera	Routledge Research in Literacy Education	2023	Digital literacy
17	Toán cao cấp	Nguyễn Huy Hoàng	Finance Publishing House	2018	Mathematics for Business and Economics
18	Toán dành cho kinh tế và quản trị	Nguyễn Huy Hoàng	Finance Publishing House	2018	Mathematics for Business and Economics
19	Applied Calculus For Business, Economics	Laurence D. Hoffmann, Gerald L. Bradley	Mc. Graw - Hill Companies	2010	Mathematics for Business and Economics
20	Tax Exercises	Le Quang Cuong, Nguyen Kim Quyen, Dang Thi Bach Van	Economics Publishing House in Ho Chi Minh City.	2022	Taxation
21	Consumer Behavior: Building Marketing Strategy.	Mothersbaugh, D., Hawkins, D. I.	McGraw-Hill.	2016	Customer behavior
22	Consumer Behaviour – Buying, having and being	Solomon, M. R	Pearson	2020	Customer behavior

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
23	Principles of Microeconomics	G. Mankiw	Harvard University	2023	Microeconomics
24	Principles of Macroeconomics	G. Mankiw	Harvard University	2023	Macroeconomics
25	Statistics for business & economics	Anderson, D. R., Williams, T. A., & Cochran, J. J.	Cengage Learning	2020	Essential of Business Statistics
26	Principles of Marketing	Ngô Thị Thu & et al.		2011	Principles of Marketing
27	Principles of Marketing	Kotler, P., Armstrong, G., & Balasubramanian, S.		2023	Principles of Marketing
28	Principles of Marketing	Ngô Thị Thu et al.		2011	Principles of Marketing
29	Principles of Marketing	Kotler, P., Armstrong, G., & Balasubramanian, S.		2023	Principles of Marketing
30	Business Research Methods, 11th ed.,	Cooper, D. R., and Schindler, P. S.	McGrawHill, Boston	2011	Business Research
31	Strategic management: Text and cases.	Dess, G. G., Lumpkin, G. T., Eisner, A. B., & McNamara, G.	NXB Mc Graw Hill Education.	(2014)	Strategic Management
32	Introduction to Sustainable Development Goals (SDGs)	Baker, J	Open Library Publishing Platform	2023	Sustainable Development
33	Sustainability and Sustainable Development: An Introduction	Benton-Short, L	Rowman & Littlefield	2023	Sustainable Development
34	Financial Management: Core concepts (3 rd)	Raymond Brooks	Pearson	2016	Financial Management
35	Financial Accounting	Agrawal, D. & Yadav, A.K	Thakur Publication Pvt.Ltd	2022	Financial Accounting
36	Accounting	Jerry J.	Wiley	2024	Financial

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
	principles 15 edition.	Weygandt, Paul D. Kimmel and Donaid E. Kieso			Accounting
37	Entrepreneurship and innovation.	Mazzarol, T., & Reboud, S.	Melbourne, Australia: Tilde Publishing	(2017).	Entrepreneur ship and Innovation
38	Quantitative trading : how to build your own algorithmic trading business	Ernest P. Chan	John Wiley & Sons	2021	Artificial Intelligence in Business
39	Economics Of Banking	Matthews, K., Thompson, J., & Zhang, T.	World Scientific	2023	Commercial Bank
40	The Economics of Money, Banking, and Financial Markets	Frederic S. Mishkin	Pearson Education	2018	Commercial Bank
41	Bank Management and Financial Services	Peter S. Rose & Sylvia C. Hudgins	McGraw-Hill	2013	Commencil Bank
42	Contemporary issues in Banking: Regulation, Governance and Performance	Myriam García- Olalla and Judith Clifton	Springer International Publishing	2018	Contemporar y issues in banking
43	Bank Credit Analysis Handbook: A Guide for Analysts, Bankers and Investors	Jonathan L. Golin & Philippe Delhaise	Wiley	2013	Analysis of banking business operations
44	Financial Markets, Institutions and Money	David S. Kidwell, Mark Brimble, Paul Docherty, Paul Mazzola, Anup Basu	Wiley	2018	Stock Market
45	Financial institutions management: A risk management approach.	Saunders, A., Cornett, M. M., & Erhemjamts, O. (2021).	McGraw-Hill.	2021	Financial institutions and markets
46	Tài chính cá nhân	Associate Professor Dr. Đỗ Hoài Linh	National Economics University Publishing	2023	Personal Financial Planning

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
			House		
47	Horngren's Cost Accounting: A Managerial Emphasis, 17th Ed.,	Datar S.M. and Rajan M.V.	Pearson Education Ltd.: England	(2021)	Managerial Accounting
48	Analysis for Financial Management 13th	Robert C. Higgins	McGraw-Hill	2023	Corporate finance analysis
49	Multinational Financial Management 11th	Alan C. Shapiro	Wiley	2016	International Finance
50	International Financial Management	Maurizio Pompella and Roman Matousek	Cengage Learning	2023	International Finance
51	Money and Payments in Theory and Practice	Sergio Rossi	Routledge International Studies in Money and Banking	2007	International Payment
52	Financial Management: Core concepts (3 rd)	Raymond Brooks	Pearson	2016	Advanced Financial Management
53	Financial Management: Principles and Applications (14 th)	Sheridan Titman Arthur J. Keown John D. Martin	Pearson	2021	Advanced Financial Management
54	Derivatives	Pirie, Wendy L	John Wiley & Sons, Inc: CFA Institute Investment Series	2017	Risk management and derivatives
55	Derivatives and Risk Management.	Srivastava R.	Oxford University Press, 2nd Edition. NY	2015	Risk management and derivatives
56	Foreign Exchange Option Pricing	Iain Clark	Wiley	2013	Foreign exchange trading
57	Export Manager: A	Gatto, L., &	EGEA spa	2024	Foreign

No.	Name of reference	Author(s)	Publisher	Publication year	Using for module
	practical guide to develop foreign markets.	Sanfilippo, M.			exchange trading
58	The foreign exchange market. In Research Handbook of Financial Markets	Chaboud, A., Rime, D., & Sushko, V.	Edward Elgar Publishing.	2023	Foreign exchange trading
59	The principles of banking.	Choudhry, M.	John Wiley & Sons.	2022	Bank management
60	Operational risk management: a complete guide for banking and fintech.	Girling, P. X. (2022).	John Wiley & Sons	2022	Bank management
61	Modern Banking: Theory and Practice	D. Muraleedharan	PHI Learning Pvt. Ltd.	2014	Bank management
62	Đầu tư tài chính	Võ Thị Thúy Anh, Lê Phương Dung & Đặng Hữu Mẫn	Tài chính	2014	Financial Investment
63	The Psychology of Financial Consumer Behavior	Appraisal Institute	Springer	2019	Behavioral Finance
64	The Psychology of Financial Consumer Behavior	Dominika Maison	Springer	2019	Behavioral finance
65	Digital banking: Strategies to Launch or Become a Digital banking	Chris Skinner	Marshall Cavendish Business	2021	Digital banking
66	Fintech and the Remaking of Financial Institutions	John Hill	Academic Press	2018	Financial technology
67	The Palgrave Handbook of FinTech and Blockchain.	Maurizio Pompella and Roman Matousek	Palgrave Macmillan Cham	2021	Financial technology

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 specialisation	Give instructions for modules
1	Lại Văn Nam		PhD, 2020, Vietnam	Philosophy	Marxist – Leninist philosophy
2	Nguyễn Minh Hiền		Master, 2004, Vietnam	Philosophy	Marxist – Leninist philosophy
3	Nguyễn Ngọc Võ Khoa		Master, 2016, Vietnam	Philosophy	Scientific socialism
4	Lê Thị Hoài Nghĩa		Master, 2013, Vietnam	Philosophy	Scientific socialism
5	Bùi Minh Nghĩa		Master, 2014, Vietnam	Philosophy	Scientific socialism
6	Nguyễn Thị Túy		PhD, 2022, Vietnam	History of Vietnamese Communist Party	History of Vietnamese Communist Party
7	Lê Thị Thủy		Master, 2016, Vietnam	History of Vietnamese Communist Party	History of Vietnamese Communist Party
8	Hoàng Thị Mỹ Nhân		Master, 2013, Vietnam	History of Vietnamese Communist Party	History of Vietnamese Communist Party
9	Mạch Ngọc Thủy		Master, 2004, Vietnam	Philosophy	Ho Chi Minh Ideology
10	Trần Hạ Long		Master, 2011, Vietnam	Philosophy	Ho Chi Minh Ideology
11	Nguyễn Thị Châu Ngân		PhD, 2017, Australia	English Language Teaching	Business English
12	Phạm Thị Thùy Trang		Master, 2003, Vietnam	English Language Teaching	Business English

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
13	Dương Thị Thu Hiền		Master, 2012, Vietnam	Theory and Methodology of English Language Teaching	Business English
14	Chu Quang Phê		Master, 2011, Vietnam	Theory and Methodology of English Language Teaching	Business English
15	Võ Thị Ánh Nguyệt		Master, 2010, Vietnam	Theory and Methodology of English Language Teaching	Business English
16	Nguyễn Thị Châu Ngân		PhD, 2017, Australia	English Language Teaching	Advanced Business English
17	Phạm Thị Thùy Trang		Master, 2003, Vietnam	English Language Teaching	Advanced Business English
18	Đàm Đức Tuyền		Master, 2012, Vietnam	Law, Administrative Law	Business Law
19	Trần Văn Bình		Master, 2005, Vietnam	Law, Criminal Law	Business Law
20	Tô Thị Đông Hà		PhD, 2023, Vietnam	Economic Law	Business Law
21	Trương Thành Công		PhD, 2021, Czech Republic	Computer Science, Communication Technology, and Applied Mathematics	Digital literacy

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
22	Nguyễn Thanh Bình		Master, 2012, Vietnam	Mathematical Assurance for Computers & Computing Systems	Digital literacy
23	Nguyễn Văn Phong		Master, 2007, Vietnam	Calculus	Mathematics for Business and Economics
24	Phạm Thị Thu Hiền		Master, 2007, Vietnam	Optimization and Systems Theory	Mathematics for Business and Economics
25	Huỳnh Như Quang		Master, 1999, Vietnam	Economics	Taxation
26	Nguyễn Thị Kim Chi		PhD, 2022, Vietnam	Finance Banking	Taxation
27	Ngô Vũ Quỳnh Thi		Master, 2011, Vietnam	Business Administration	Customer behavior
28	Nguyễn Thị Hồng Hoa		Master, 2020, Malaysia	Business Administration	Customer behavior
29	Dư Thị Chung		PhD, 2022, Vietnam	Business Administration	Customer behavior
30	Nguyễn Thị Hảo		Master, 2010, Vietnam	Business Administration	Principles of Microeconomics
31	Phạm Thị Vân Anh		Master 2012, Vietnam	Economics	Principles of Microeconomics
32	Hoàng Thị Xuân		Master, 2014, Vietnam	Economics	Principles of Macroeconomics
33	Lê Thị Bích Thảo		Master, 2015, Vietnam	Economics	Principles of Macroeconomics
34	Nguyễn Văn Phong		Master, 2007, Vietnam	Calculus	Essential of Business Statistics

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
35	Phạm Thị Thu Hiền		Master, 2007, Vietnam	Optimization and Systems Theory	Essential of Business Statistics
36	Mai Thoại Diễm Phương		Master, 2016, Vietnam	Business Administration	Principles of Management
37	Mai Thoại Diễm Phương		Master, 2016, Vietnam	Business Administration	Principles of Management
38	Dư Thị Chung		PhD, 2022, Vietnam	Business Administration	Principles of Marketing
39	Ngô Minh Trang		Master, 2010, France	Marketing	Principles of Marketing
40	Tô Anh Thơ		Doctor, 2020, Japan	Business Administration	Business Research
41	Trần Thế Nam		Doctor, Vietnam 2022	Business Administration	Business Research
42	Nguyễn Lê Xuân Thảo		Master, 2023, Vietnam	Business Administration	Strategic Management
43	Tô Anh Thơ		Doctor, 2020, Japan	Business Administration	Strategic Management
44	Nguyễn Gia Ninh		Doctor, 2019, Australia	Business Administration	Strategic Management
45	Trần Thế Nam		Doctor, Vietnam 2022	Business Administration	Strategic Management
46	Nguyễn Thế Khang		PhD, 2017, Vietnam	Finance and Banking	Sustainable Development
47	Bùi Kim Tú		Master, 2019, Vietnam	Finance and Banking	Sustainable Development
48	Trần Xuân Hằng		PhD, 2021, Vietnam	Finance and Banking	Sustainable Development
49	Đỗ Gioan Hảo		Master, 2007, Vietnam	Development Economics	Sustainable Development

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
50	Nguyễn Trần Xuân Linh		PhD, 2021, Vietnam	Finance - Banking	Financial Management Financial technology Financial investment
51	Nguyễn Thị Mỹ Linh	Assoc. Prof., 2016	PhD, 2013, Vietnam	Finance - Banking	Financial Management Advanced Financial Management
52	Nguyễn Phú Quốc		Master, 2002, Vietnam	Finance - Banking	Financial Management
53	Nguyễn Thị Ngọc Loan		Master, 2009, Vietnam	Finance - Banking	Behavioral finance Advanced Financial Management Personal Financial Planning Corporate finance analysis
54	Trần Hồng Vân		PhD, 2015, Vietnam	Accounting	Financial Accounting
55	Phạm Thị Xuân Thảo		Master, 2013, Vietnam	Finance - Banking	Financial Accounting
56	Phạm Huỳnh Lan Vi		Master, 2007, Vietnam	Business Administration	Financial Accounting
57	Trần Vĩnh Hoàng		PhD, 2022, Vietnam	Economic Management	Entrepreneurship and Innovation
58	Trần Việt Trinh		Master, 2019, America	Business Administration	Entrepreneurship and Innovation
59	Lượng Văn Quốc		PhD, 2023, Vietnam	Business Administration	Entrepreneurship and Innovation

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
60	Nguyễn Thị Trần Lộc		Master, 2011, Vietnam	Management information systems	Artificial Intelligence in Business
61	Nguyễn Thanh Bình		Master, 2012, Vietnam	Mathematical Assurance for Computers and Computing Systems	Artificial Intelligence in Business
62	Lê Thị Thúy Hằng	Assoc. Prof, 2023	PhD, 2019, Banking University	Finance - Banking	Commercial Bank Analysis of banking business operations Digital banking Banking management
63	Nguyễn Mậu Bá Đăng		Master, 2012, University of Economics and Law.	Finance - Banking	Commercial Bank Banking management
64	Trần Thị Thanh Nga		Master, 2019, Vietnam	Finance - Banking	Contemporary issues in banking
65	Nguyễn Việt Hồng Anh		PhD, 2020, Vietnam	Finance - Banking	Contemporary issues in banking Digital banking
66	Phạm Thanh Truyền		Master, 2014, Vietnam	Finance - Banking	Contemporary issues in banking
67	Mai Bảo Ngọc		Master 2010, England	Finance	Contemporary issues in banking
68	Phạm Đức Huy		PhD, 2023, Vietnam	Finance - Banking	Analysis of banking business operations
69	Nguyễn Vũ Duy		Master, 2012, Banking University	Finance - Banking	Stock market

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
70	Nguyễn Vũ Thân		Master, 2014, Vietnam	Finance-Banking	Stock market Banking management
71	Đỗ Mạnh Thắng		Master, 2018, England	Financial Management - Accounting	Stock market
72	Nguyễn Thị Bảo Ngọc		Master, 2013, Vietnam	Finance - Banking, Commercial Bank	Financial institutions and markets
73	Nguyễn Thị Mỹ Linh (82)		Master, 2013, Vietnam	Finance - Banking	Financial institutions and markets
74	Vũ Thanh Tùng		Master, 2011, Vietnam	Finance - Banking	Financial institutions and markets
75	Nguyễn Thị Hoa		PhD, 2023, Vietnam	Finance and Banking	Personal Financial Planning
76	Nguyễn Thị Kiều Oanh		Master, 2017, Vietnam	Accounting	Managerial Accounting
77	Trương Thị Mỹ Liên		Master, 2017, Vietnam	Accounting	Managerial Accounting
78	Nguyễn Thị Ngọc Oanh		Master, 2017, Vietnam	Accounting	Managerial Accounting
79	Hồ Thị Lam		PhD, 2020, Vietnam	Finance and Banking	Corporate finance analysis Risk management and derivatives International Finance Corporate finance analysis
80	Nguyễn Xuân Bảo Châu		Master, 2012, Switzerland	Finance and Banking	Corporate finance analysis International Finance

No.	Full name	Academic title, year of conferment	Academic degree, year of attainment, place of attainment	Field of study and specialisation	Give instructions for modules
81	Nguyễn Minh Phúc		PhD, 2021, Australia	Economics	Corporate finance analysis Advanced Financial Management
82	Ngô Văn Toàn		PhD, 2023, Vietnam	Finance - Banking	Corporate finance analysis Risk management and derivatives
83	Nguyễn Bằng Phi		Master, 2020, Vietnam	Finance - Banking	Corporate finance analysis Financial technology
84	Phan Thị Hương		Master, 2016, Vietnam	Finance - Banking	International payments Foreign exchange trading
85	Trần Thị Phương Thanh		Master, 2019, Vietnam	Finance - Banking	International payments Foreign exchange trading
86	Phạm Thị Quỳnh Nga		PhD, 2024, Vietnam	Economic Management	International payments Foreign exchange trading
87	Nguyễn Quang Minh		PhD, 2016, Vietnam	Finance and Banking	Advanced Financial Management Financial investment
88	Bùi Ngọc Toàn		PhD, 2022, Vietnam	Finance and Banking	Advanced Financial Management
89	Tô Thị Hồng Gấm		Master, 2013, Vietnam	Finance - Banking	Banking management
90	Nguyễn Thị Hoa		PhD, 2023, Vietnam	Finance and Banking	Behavioral finance

4. SUPPORT STAFF AT THE FACULTY/DEPARTMENT

No.	Full name	Position	Department	Responsibilities	Notes
1	Nguyễn Thị Tuyết Nhung	Senior Specialist	Department of Finance and Banking	Department Secretary	
2	Bùi Võ Thảo Nhi	Specialist	Department of Finance and Banking	Department Secretary	

D. DETAILED SYLLABUS (with a detailed outline attached)

E. APPENDIX

Appendix 1. Matrix of Alignment between Programme Objectives (PO) with Educational Philosophy (EP) and Mission Statement (MS)

POs EP, MS	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Educational Philosophy							
The educational philosophy of the University of Finance - Marketing for the upcoming period is: "Substantive, creative, and integrative".	X	X	X	X	X	X	X
Mission							
The University of Finance - Marketing has the mission of training high-quality human resources at undergraduate and postgraduate levels according to national and international standards to meet the demand of society; researching and transferring scientific and technological achievements in the fields of business and management to serve the policy-making work of State management agencies, enterprises, and social organizations.	X	X	X	X	X	X	X

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

[illegible]

EP, MS	PLOs									
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
upcoming period is: "Substantive, creative, and integrative".										
Mission The University of Finance - Marketing has the mission of training high-quality human resources at undergraduate and postgraduate levels according to national and international standards to meet the demand of society; researching and transferring scientific and technological achievements in the fields of business and management to serve the policy-making work 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
I	General Education modules										
a	Political Theory										
1	Marxist – Leninist philosophy	R				M				M	
2	Marxist Leninist political economics	R				M				M	
3	Scientific socialism	R				M				M	
4	History of Vietnamese Communist Party	R				M				M	
5	Ho Chi Minh Ideology	R				M				M	
b	Foreign Language										
6	English 1 (Listening - Speaking)					R					I
7	English 2 (Listening-Speaking)					R					I
8	English 3 (Listening-					M					R

[illegible]

No.	Module name	PLOs									
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
30	Contemporary issues in banking			M	A			M	M	M	M
31	Analysis of banking business operations	R	R	M	M						M
32	Stock market			M	A			M	M	M	M
33	Financial institutions and markets			R	M			M	M	R	R
34	Personal Financial Planning			R	M			M	M	R	R
35	Managerial Accounting			R	R	M		R	M	M	M
36	Corporate finance analysis			M	M		M	M	M	M	M
37	International Finance			M	A			M	M	M	M
c	Specialised discipline knowledge										
Choose one of the following research (5-course)											
Required Courses											
38	International payments			R	M	M	M	M	A	M	M
39	Risk management and derivatives			M	A			M	A	A	A
40	Advanced Financial Management			M	A			M	A	A	A
Optional courses											
Banking Major (Choose 1 in 2)											
41	Foreign exchange trading			M	A			M	A	A	A
42	Banking management			M	A			M	A	A	A
Corporate Finance Major (Choose 1 in 2)											
43	Financial investment			M	A			M	A	A	A
44	Behavioral finance			M				M		M	M
d	Supplementary discipline knowledge										
45	Digital banking	R		R			M		M		M
46	Financial technology			R	M			M	M	M	
III	Tốt nghiệp										
47	Graduation thesis			R	A			A	A	A	A

Note: The level of contribution and support of the course to PLOs is specifically determined as follows:

- I (Introduced) – The course supports achieving PLO and is at the

introductory/beginning level.

▪ *R (Reinforced)* – The course supports achieving PLO and is at a more advanced level than the beginning level, with many opportunities for practice, experimentation, reality, etc.

▪ *M (Mastery)* – The course has high support for achieving PLO and is at the proficient/understanding level

▪ *A (Assessed)* – The course is important (maximum support for achieving PLO) and must be available.

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

No.	University of Finance – Marketing			No.	Rennes of University		
	Module name	TH	PR		Module name	TH	PR
I. General education knowledge			38	I. General education knowledge			
1	Marxist – Leninist phylosophy	3					
2	Marxist Leninist political economics	2					
3	Scientific socialism	2					
4	History of Vietnamese Communist Party	2					
5	Ho Chi Minh Ideology	2					
6	English 1 (Nghe-nói)	3					
7	English 2 (Nghe-nói)	3					
8	English 3 (Nghe-nói)	3					
9	English 4 (Nghe-nói)	3					
10	Business English	3					
11	Advanced Business English	3					
12	Business Law	3					
13	Digital literacy	3					
14	Mathematics for Business and Economics	3					
II. Professional educational knowledge			90	II. Professional educational knowledge			
a	Basic industry knowledge	45		a	Basic industry knowledge	48	
15	Taxation	3		1	Introdution to business	3	
16	Customer behavior	3		2	Business mathematics	3	
17	Principles of Microeconomics	3		3	Principles of Microeconomics	3	
18	Principles of Macroeconomics	3		4	Principles of Macroeconomics	3	
19	Essential of Business Statistics	3		5	Business law	3	
20	Principles of Management	3		6	Principles of management	3	
21	Principles of Marketing	3		7	Principles of marketing	3	
22	Business Research	3		8	Financial accouting	3	
23	Strategic Management	3		9	Information technology for business	3	

No.	University of Finance – Marketing			No.	Rennes of University		
	Module name	TH	PR		Module name	TH	PR
24	Sustainable Development	3		10	Business communication	3	
25	Financial Management	3		11	Organizational behavior	3	
26	Financial Accounting	3		12	Econometrics	3	
27	Entrepreneurship and Innovation	3		13	International trade	3	
28	Artificial Intelligence in Business	3		14	Business research	3	
29	Commercial Bank	3		15	Product management	3	
				16	Financial management	3	
b	Industry knowledge	24		b	Industry knowledge		
30	Analysis of banking business operations	3		17	Business ethics & social responsibility	3	
31	Contemporary issues in banking	3		18	Service marketing	3	
32	Stock market	3		19	Sale management	3	
33	Financial institutions and markets	3		20	Small business management	3	
34	Personal Financial Planning	3		21	Corporate policy & strategy	3	
35	Behavioural finance	3		22	Strategic global marketing	3	
36	Corporate finance analysis	3		23	Innovative product and pricing strategy	3	
37	International Finance	3		24	Business analytics for decision making	3	
				25	E-business	3	
				26	Leadership	3	
				27	Integrated marketing communication	3	
c	Specialized knowledge	15		c	Specialized knowledge	54	
	Required Courses	9		28	International HR management	4	
38	International payments	3		29	International Negotiation skills	4	
39	Risk management and derivatives	3		30	Strategy	4	
40	Advanced Financial Management	3		31	International business environment	4	
	Optional	6		32	Financial mathematics	4	
41	Banking Major (Choose 1 in 2)			33	Concepts of corporate finance	4	
	Foreign exchange trading	3		34	Financial analytics	4	
	Banking management			35	Research methods for bachelor dissertation	2	
	Corporate Finance Major (Choose 1 in 2)			36	Mindful decision-making	4	
42	Financial investment	3		37	Project management	4	
	Portfolio management with professional practice			38	Entrepreneurial thinking and innovation	4	

No.	University of Finance – Marketing			No.	Rennes of University		
	Module name	TH	PR		Module name	TH	PR
d	Support Knowledge	6		39	Financial markets and risk management	4	
43	Digital Bank	3		40	Banking systems and services	4	
44	Financial technology	3		41	Fundamentals of auditing	4	
III	Graduation		6	III	Graduation	10	
	Granduation thesis		6	42	Final internship junior	P/F	
				43	Bachelor dissertation (may)	6	
				44	Official test	P/F	
				45	French language/French Culture (1)	2	
				46	Career Passport	P/F	
				47	French language/French Culture (2)	2	

No.	University of Finance – Marketing			No.	UWE		
	Module name	TH	PR		Module name	TH	PR
I. General education knowledge		38		I. General education knowledge			
1	Marxist – Leninist phylosophy	3					
2	Marxist Leninist political economics	2					
3	Scientific socialism	2					
4	History of Vietnamese Communist Party	2					
5	Ho Chi Minh Ideology	2					
6	English 1 (Nghe-nói)	3					
7	English 2 (Nghe-nói)	3					
8	English 3 (Nghe-nói)	3					
9	English 4 (Nghe-nói)	3					
10	Business English	3					
11	Advanced Business English	3					
12	Business Law	3					
13	Digital literacy	3					
14	Mathematics for Business and Economics	3					
II. Professional educational knowledge		90		II. Professional educational knowledge			
a	Basic industry knowledge	45		a	Basic industry knowledge		
15	Taxation	3			Accounting and finance for decision making	30	
16	Custumer behavior	3			Economics for finance	30	
17	Principles of Microeconomics	3			Financile institutions and markets	30	

No.	University of Finance – Marketing			No.	UWE		
	Module name	TH	PR		Module name	TH	PR
18	Principles of Macroeconomics	3			Professional skills for banking and finance	30	
19	Essential of Business Statistics	3					
20	Principles of Management	3					
21	Principles of Marketing	3					
22	Business Research	3					
23	Strategic Management	3					
24	Sustainable Development	3					
25	Financial Management	3					
26	Financial Accounting	3					
27	Entrepreneurship and Innovation	3					
28	Artificial Intelligence in Business	3					
29	Commercial Bank	3					
b	Industry knowledge	24		b	Industry knowledge		
30	Analysis of banking business operations	3			Econometric analysis and professional advancement	30	
31	Contemporary issues in banking	3			Financial analysis and security valuation	30	
32	Stock market	3			Governance and Sustainability	15	
33	Financial institutions and markets	3			Modern banking: Theory and practice	30	
34	Personal Financial Planning	3			Optional		
35	Behavioural finance	3			Corporate finance 2026-27	15	
36	Corporate finance analysis	3			CyFi: Cyber and financial Crimke 2026-27	15	
37	International Finance	3					
c	Specialized knowledge	15		c	Specialized knowledge		
	Required Courses	9			Contemporary issues in banking and finance	30	
38	International payments	3			Portfolio management with professional practice	30	
39	Risk management and derivatives	3			Research in banking and finance	30	
40	Advanced Financial Management	3			Optional module – Group A		
	Optional	6			Personal financial planning	15	
41	Banking Major (Choose 1 in 2)				Programming economic and financial models	15	
	Foreign exchange trading	3			Optional module – Group B		
	Banking management				Behavioural finance	15	
	Corporate Finance Major (Choose 1 in 2)				Risk management and derivatives	15	
42	Financial investment	3					

No.	University of Finance – Marketing			No.	UWE		
	Module name	TH	PR		Module name	TH	PR
	Portfolio management with professional practice						
d	Support Knowledge	6					
43	Digital Bank	3					
44	Financial technology	3					
III	Graduation		6				

No.	University of Finance – Marketing			No.	Concord University		
	Module name	TH	PR		Module name	TH	PR
I. General education knowledge		38		I. General education knowledge		38	
1	Marxist – Leninist phylosophy	3		1	Composition and Rhetoric I	3	
2	Marxist Leninist political economics	2		2	Personal Wellness	2	
3	Scientific socialism	2		3	Mathematics for Business	3	
4	History of Vietnamese Communist Party	2		4	Introduction to Business	3	
5	Ho Chi Minh Ideology	2		5	Humans and the Environment	3	
6	English 1 (Nghe-nói)	3		6	Introduction to Sociology	3	
7	English 2 (Nghe-nói)	3		7	Elementary Statistics	3	
8	English 3 (Nghe-nói)	3		8	General Psychology	3	
9	English 4 (Nghe-nói)	3		9	History of Civilization	3	
10	Business English	3		10	Fundamentals of Business Communications	3	
11	Advanced Business English	3		11	Fundamentals of Speech	3	
12	Business Law	3		12	World Literature I	3	
13	Digital literacy	3					
14	Mathematics for Business and Economics	3					
II. Professional educational knowledge		90		II. Professional educational knowledge		28	
a	Basic industry knowledge	45		a	Basic industry knowledge		
15	Taxation	3		13	Econometrics	3	
16	Customer behavior	3		14	Principles of Microeconomics	3	
17	Principles of Microeconomics	3		15	Business Productivity Software	3	
18	Principles of Macroeconomics	3		16	Principles of Management	3	
19	Essential of Business Statistics	3		17	Principles of Accounting I	3	
20	Principles of Management	3		18	Personal Financial Planning	3	
21	Principles of Marketing	3		19	Principles of Macroeconomics	3	
22	Business Research	3		20	Principles of Marketing	3	
23	Strategic Management	3					
24	Sustainable Development	3					
25	Financial Management	3					

No.	University of Finance – Marketing			No.	Concord University		
	Module name	TH	PR		Module name	TH	PR
26	Financial Accounting	3					
27	Entrepreneurship and Innovation	3					
28	Artificial Intelligence in Business	3					
29	Commercial Bank	3					
b	Industry knowledge	24		b	Industry knowledge	33	
30	Analysis of banking business operations	3		21	Principles of Accounting II	3	
31	Contemporary issues in banking	3		22	Decision Sciences I	3	
32	Stock market	3		23	Principles of Business Law	3	
33	Finance institutions and markets	3		24	Decision Sciences II	3	
34	Personal Financial Planning	3		25	Principles of Managerial Finance		
35	Behavioural finance	3		26	Business Ethics and Social Responsibility	3	
36	Corporate finance analysis	3		27	International Business	3	
37	International Finance	3		28	Elective	3	
				29	Elective	3	
				30	Elective	3	
				31	Elective	3	
c	Specialized knowledge	15		c	Specialized knowledge	33	
	Required Courses	9		32	Contemporary issues in banking and finance	3	
38	International payments	3		33	Strategic Management	3	
39	Risk management and derivatives	3		34	Intermediate Financial Management	3	
40	Advanced Financial Management	3		35	Investments	3	
	Optional	6		36	Financial Institutions	3	
41	Banking Major (Choose 1 in 2)			37	International Financial Management	3	
	Foreign exchange trading	3		38	Elective	3	
	Banking management			39	Elective	3	
	Corporate Finance Major (Choose 1 in 2)			40	Elective	3	
42	Financial investment	3		41	Elective	3	
	Portfolio management with professional practice			42	Elective	3	
d	Support Knowledge	6		43	Internship: Finance	3	
43	Digital Bank	3					
44	Financial technology	3					
III	Graduation		6				

