

INTEGRATED DEGREE PROGRAM

(Issued together with Decision No. 2202/QĐ-DHTCM, September 5, 2023
of the Principal of the University of Finance and Marketing)

- Program (Vietnamese): Tài chính – Ngân hàng
- Program (English): Finance - Banking
- Level of Study: Undergraduate
- Major: Finance - Banking Major code: 7340201
- Study orientation: Application
- Form of Training: Full-time

1. TRAINING OBJECTIVES

1.1 General objective:

Training students in Finance and Banking with good political qualities, ethics, and health; Apply basic socio-economic knowledge and have the ability to apply, analyze, evaluate policies, and solve professional problems in the fields of Finance and Banking. Meet the high-quality workforce for the needs of the labor market in the trend of international integration.

1.2 Specific Objectives:

- + *Knowledge*
 - PO1: Apply knowledge of information technology, social science, political science, law, and basic industry knowledge to the field of Finance and Banking.
 - PO2: Apply economic theories in the field of Finance and Banking to the operation of organizations and individual work.
 - PO3: Analyze specialized policies and practical issues deeply, propose relevant initiatives in the field of Finance and Banking.
- + *Skills*:
 - PO4: Have proficient language skills and argumentative skills; apply fundamental knowledge to solve professional tasks in the field of Finance and Banking.
 - PO5: Have the ability to use appropriate methods, tools, and professional techniques of the Finance and Banking industry to solve professional tasks in practice. Have the ability to update new knowledge and a lifelong learning spirit to meet job requirements.
- + *Autonomy and Self-responsibility Level*:
 - PO6: Have awareness of ethics, professional responsibility, as well as protecting the interests of organizations and the nation.
 - PO7: Have the capacity to work in a professional and specialized environment, take responsibility for personal decisions and responsibilities for the group. Proactively research, self-study, and have sufficient knowledge to perform duties in banks, financial

institutions, and enterprises.

2. JOB POSITIONS AND ADVANCED EDUCATION

After graduation, students can take on positions related to finance and banking in commercial banks, financial institutions, securities companies, investment funds, and enterprises. They can also work in teaching and research at institutions and university in the fields of finance and banking. Pursue further education at higher levels: Master's, PhD in Finance and Banking.

3. LEARNING OUTCOMES:

The program is designed to ensure that students achieve the following general learning outcomes of the field:

+ *Knowledge*

- PLO1: Present basic knowledge of social sciences, political science, law, and basic industry knowledge.

- PLO2: Apply basic information technology knowledge to work in the trained field.

- PLO3: Apply theories and basic principles in the field of Finance - Banking to organizational operations and personal work and apply them in the reality of the economy and society.

- PLO4: Analyze policies and practical issues in depth in the field of Finance - Banking and propose initiatives on professional issues related to the field of Finance - Banking .

+ *Skills:*

- PLO5: Apply knowledge of social science, political science, law and basic industry knowledge in evaluating and criticizing issues at work.

- PLO6: Use English fluently at level 4/6, meeting the working requirements of banks, financial institutions, and businesses in Vietnam and countries around the world.

- PLO7: Have skills to competently perform industry analysis to support solving specialized problems in the field of Finance - Banking.

- PLO8: Have skills in group management, decision making, problem communication, creativity, initiative in communication and solving professional problems in the field of Finance and Banking in fact.

+ *Autonomy and Self-responsibility Level:*

- PLO9: Have confidence, be self-directed, draw professional conclusions and be able to defend personal opinions.

- PLO10: Can work independently, or in groups under changing working conditions, taking personal responsibility and responsibility for the group. Proactively research, self-study and have enough knowledge to perform tasks at banks, financial institutions and businesses .

4. STUDY DURATION:

Duration: 4 years.

Maximum: 7 years.

5. TOTAL CREDIT FOR THE COURSE:

The total credit load for the course is 126 credits, excluding Physical Education and National Defense - Security Education programs.

6. PROCESS AND GRADUATION CONDITIONS:

6.1 Training process : Implemented according to Decision No. 1329/QD-DHTCM dated July 16, 2021, of the Rector of the University of Finance - Marketing on issuing the Regulations on undergraduate training in credit form, Decision No. 1421/QD-DHTCM dated May 30, 2022, amending and supplementing some articles of the Regulations on undergraduate training in credit form, Decision No. 2033/QD-DHTCM dated August 8, 2022, amending and supplementing some articles of Decision No. 1329/QD-DHTCM and Decision No. 1421/QD-DHTCM, Decision No. 2149/QD-DHTCM dated August 31, 2023, on issuing regulations on integrated training programs and English-language full-time undergraduate programs in credit form at the University of Finance - Marketing.

6.2 Training location: All campuses of the University of Finance and Marketing.

6.3 Training coordination unit (if any):

6.4 Graduation conditions:

- **Conditions for accumulation and scores of modules:** Implemented according to Decision No. 1329/QD-DHTCM dated July 16, 2021, of the Rector of the University of Finance - Marketing on issuing the Regulations on undergraduate training in credit form, Decision No. 1421/QD-DHTCM dated May 30, 2022, amending and supplementing some articles of the Regulations on undergraduate training in credit form, Decision No. 2033/QD-DHTCM dated August 8, 2022, amending and supplementing some articles of Decision No. 1329/QD-DHTCM and Decision No. 1421/QD-DHTCM, Decision No. 2149/QD-DHTCM dated August 31, 2023, on issuing regulations on integrated training programs and English-language full-time undergraduate programs in credit form at the University of Finance - Marketing.

- **Conditions for soft skills:**

Students must have a certificate of achieving (or a score of) 3/6 in the following soft skills:

- Organization and time management skills
- Presentation and teamwork skills
- Effective Communication Skills
- Problem solving and decision making skills
- Career planning and job search skills
- Creative Thinking Skills

- **Foreign language requirements:**

Enrollm ent year	VSTEP	CEFR	IELTS	TOFEL (PBT/CBT /iBT)	TOEIC	
					02 skills	04 skills

2022, 2023	4/6	B2	5.5	500/173/61	Listen & Read: 650	Listen & Read: 650 Speak & Write: 280
2024, 2025	4/6	B2	6.0	513/183/65	Listen & Read: 670	Listen & Read: 670 Speak & Write: 300

- **Information technology conditions:**

- Basic ICT application certificate (according to Joint Circular No. 17/2016/TTLT-BGDĐT-BTTTT dated June 21, 2016, of the Ministry of Education and Training and the Ministry of Information and Communications on regulations on organization of examinations and issuance of ICT application certificates) issued by educational institutions with the permission of the Ministry of Education and Training;
- Microsoft Office Specialist International MOS Specialist Certificate (MS. Word, MS. Excel) issued by Microsoft;
- Bachelor's or Diploma's degree in Information Technology or Information Systems Management under the national education system.

7. ADMISSIONS:

7.1 Targets Admissions: According to the annual admission project of the University of Finance and Marketing .

7.2 Admission conditions: According to the current regular university and college admission regulations issued by the Ministry of Education and Training.

8. EVALUATION METHOD AND SCORING SCALE:

According to Decision No. 3447/QĐ-DHTCM dated December 30, 2022 of the Principal of the University of Finance - Marketing promulgating the Regulations on Inspection and Evaluation of learning outcomes according to the credit system at the University of Finance - Marketing.

9. CONTENT:

9.1 General education knowledge: 40 credits

No	Course code	Course name	Number of credits	Amount of knowledge (number of credits)					Note
				Theory	Practice	Case study & discussion	Practice in lab, company	Self study (hour)	
a. Political theoretical knowledge: 11 credits									
1	020477	Marxist-Leninist philosophy	3	2	1	0	0	105	

No	Course code	Course name	Number of credits	Amount of knowledge (number of credits)					Note
				Theory	Practice	Case study & discussion	Practice in lab, company	Self study (hour)	
2	020478	Political Economics of Marxism and Leninism	2	1	1	0	0	70	
3	020479	Science Socielism	2	1	1	0	0	70	
4	020480	History of Vietnamese Communist Party	2	1	1	0	0	70	
5	020016	Ho Chi Minh's Ideology	2	1	1	0	0	70	
b. Legal knowledge: 3 credits									
6	020264	Introduction to laws	3	2	1	0	0	105	
c. Foreign language: 1 8 credits									
7	020627	English 1	3	2	1	0	0	105	
8	020628	English 2	3	2	1	0	0	105	
9	020629	English 3	3	2	1	0	0	105	
10	020630	English 4	3	2	1	0	0	105	
11	020631	English 5	3	2	1	0	0	105	
12	020632	English 6	3	2	1	0	0	105	
d. Mathematics – Informatics: 8 credits									
13	020029	Advanced math	4	3	first	0	0	1 4 0	
14	020633	Applied informatics	4	first	2	0	first	12 5	
e. National Defense and Security Education Program: (not included in the total training program volume)									
f. Physical Education Program: (not included in the total training program volume)									

9.2 Professional education knowledge: 80 credits

No	Course code	Course name	Number of credits	Volume of knowledge (number of credits)					Note
				Theory	Integrative practice	Case study & discussion	Practice in lab, company	Self learn(hour)	
a. Basic industry knowledge: 21 credits									
15	020851	Microeconomics	3	2	1	0	0	105	
16	020852	Macroeconomics	3	2	1	0	0	105	
17	020044	Principles of accounting	3	2	1	0	0	105	
18	020326	Principles of marketing	3	2	1	0	0	105	
19	020038	Business Management	3	2	1	0	0	105	
20	020855	Monetary, Finance and Banking	3	2	1	0	0	105	
21	020481	Probability and statistics	3	2	1	0	0	105	
b. Industry knowledge : 29 credits									
<i>Compulsory course</i>									
22	020634	Principles of valuation	3	2	0	1	0	90	
23	020658	Public finance	3	2	1	0	0	105	English
24	020858	Tax	3	2	0	1	0	90	
25	020636	Stock market	3	2	0	1	0	90	English
26	020637	Principles and practice of insurance	3	2	0	1	0	90	
27	020881	Markets and financial institutions	2	1	0	1	0	55	
28	020 856	Business Finance	3	2	0	1	0	90	English
29	020640	Commercial Bank	3	2	0	1	0	90	
30	020641	International Finance	3	2	0	1	0	90	English
31	020642	Econometric	3	1	0	0	2	75	
c. Specialized knowledge : 24 credits									
❖ Specialized business finance									
<i>Compulsory course</i>									
32	020659	Professional practice 1	3	0	0	0	3	60	
33	020660	Professional practice 2	3	0	0	0	3	60	
34	020857	Advanced corporate finance	3	1	0	2	0	75	English
35	020644	Financial risk management	3	2	0	1	0	90	

No	Course code	Course name	Number of credits	Volume of knowledge (number of credits)					Note
				Theory	Integrative practice	Case study & discussion	Practice in lab, company	Self learn(hour)	
36	020645	Corporate Financial Analysis	3	1	0	2	0	75	English
<i>Elective course</i>									
38	020646	Financial model	3	2	0	1	0	90	Choose 1 of 2
39	020647	Financial investment							
40	020886	Financial appraisal of investment projects	3	2	0	1	0	90	Choose 1 of 2
41	020649	Planning investment capital budget							
42	020661	Consolidation and merger	3	2	0	1	0	90	Choose 1 of 2
43	020662	Corporate financial strategy							
❖ Specialization : Banking									
<i>Compulsory course</i>									
44	020663	Professional practice 1	3	0	0	0	3	60	
45	020664	Professional practice 2	3	0	0	0	3	60	
46	020650	Credit Appraisal	3	1	0	2	0	75	English
47	020887	International payments	3	1	0	2	0	75	English
48	020651	Bank management	3	2	0	1	0	90	
<i>Elective course</i>									
49	020666	Risk management in banking and Basel	3	2	0	1	0	90	Choose 1 of 3
50	020652	Credit ratings							
51	020653	Investment Bank							
52	020667	Central bank	3	2	0	1	0	90	Choose 1 of 3
53	020654	Foreign exchange trading							
54	020655	Bank accountant							
55	020668	International Bank	3	2	0	1	0	90	Choose 1 of 3
56	020669	Securities trading in financial institutions							
57	020656	Derivatives market							
❖ Specialization : Customs - Import-Export									
<i>Compulsory course</i>									
58	020670	Professional practice 1	3	0	0	0	3	60	

No	Course code	Course name	Number of credits	Volume of knowledge (number of credits)					Note
				Theory	Integrative practice	Case study & discussion	Practice in lab, company	Self learn (hour)	
59	020671	Professional practice 2	3	0	0	0	3	60	
60	020672	Classification and origin of imported and exported goods	3	2	0	1	0	90	
61	020673	Customs value	3	2	0	1	0	90	English
62	020849	Tariff policy	3	1	0	2	0	75	English
63	020850	Customs management for import and export goods	3	1	0	2	0	75	
<i>Elective course</i>									
64	020675	Protection of intellectual property rights	3	2	0	1	0	90	Choose 1 of 2
65	020676	Export Import Administration							
66	020677	Customs control	3	2	0	1	0	90	Choose 1 of 2
67	020678	Policy on management of import and export goods							
d. Industry supporting knowledge: 6 credits									
<i>Group 1: Choose 1 of the following 3 modules</i>									
68	020366	Behavioral finance	3	2	1	0	0	105	
69	020508	Analyze banking business activities	3	2	1	0	0	105	
70	020682	Forwarding and transporting import and export goods	3	2	1	0	0	105	
<i>Group 2: Choose 1 of the following 3 modules</i>									
70	020683	Financial technology	3	2	1	0	0	105	
71	020684	Digital Bank	3	2	1	0	0	105	
72	020601	Post-clearance checks	3	2	1	0	0	105	

9.3 Graduation: 6 credits

No	Course code	Course name	Number of credits	Volume of knowledge (number of credits)					Note
				L T	Integrative practice	Case study and discussion	TH at PM, MP, DN	Self learning (hour)	
Specialized : Corporate Finance, Banking									

seventy three	020689	Graduation thesis	6	0	0	0	6	120	
Or									
74	020690	Final internship	3	0	0	0	3	60	
75	020687	Practice Electronic Banking and practice financial investment simulation	3	0	0	0	3	60	
Specialization : Customs - Import-Export									
76	020691	Graduation thesis	6	0	0	0	6	120	
Or									
77	020692	Final internship	3	0	0	0	3	60	
78	020688	Practice customs declaration	3	0	0	0	3	60	

Major in Corporate Finance, Banking:

- Modules taught in English: Corporate Finance specialization consists of 6 courses (Stock Market; Corporate Finance; Public Finance; International Finance; Advanced Corporate Finance; Corporate Financial Analysis). Banking specialization consists of 6 courses (Stock Market; Corporate Finance; Public Finance; International Finance; Credit Appraisal; International Payments). Customs - Import-Export specialization consists of 6 courses (Stock Market; Corporate Finance; Public Finance; International Finance; Customs Valuation; Taxation on Import-Export Goods).

- Total credits: 126 credits. Theoretical credits: 95 credits, practical credits: 31 credits, with practical credits accounting for 25%. (Computer Science: 1, Major: 10, Specialization: 14, Thesis/Market Research and Replacement: 6)

9.4 Teaching plan:

Year 1

NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Marxist-Leninist philosophy	3		
2	Microeconomics	3		
3	English 1	3		
4	Advanced math	4		
5	Defense Education	8		
6	Physical education	1		

NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
7	Political Economics of Marxism and Leninism	2	Marxist-Leninist philosophy	
8	Introduction to laws	3		
9	English 2	3	English 1	
10	Business Management	3		
11	Macroeconomic	3		
12	Principles of Marketing	3		
13	Accounting principles	3		
14	Money, Banking and Financial Markets	3		
15	Applied informatics	4		
16	Physical education	1		
Total (Excluding physical education)		40		

Year 2

NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Science Socialism	2	Marxist- Leninist Philosophy ; Political Economics of Marxism and Leninism	
2	English 3	3	English 2	
3	Probability theory and applied statistics	3		
4	Econometric	3		
5	Markets and financial institutions	2	Money, Banking and Financial Markets	
6	Ho Chi Minh's Ideology	2	Marxist- Leninist Philosophy ; Political Economics of Marxism and Leninism; Science socialism	
7	Principle and insurance practice	3	Money, Banking and Financial Markets	
8	Principles of Valuation	3	Microeconomics	
9	English 4	3	English 3	
10	Business Finance	3	Money, Banking and Financial Markets	English
11	Physical education	1		
12	Public finance	3		English
13	Securities market	3	Money, Banking and Financial Markets	English

NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
14	Commercial Bank	3	Money, Banking and Financial Markets	
15	International Finance	3	Business Finance	English
16	English 5	3	English 4	
17	Physical education	1		
Total (Excluding physical education)		42		

Year 3

1. General study modules

NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	History of Vietnamese Communist Party	2	Marxist- Leninist Philosophy ; Political Economics of Marxism and Leninism; Science socialism; Ho Chi Minh's Ideology	
2	Tax	3		
3	English 6	3	English 5	
Total		8		

2. Industry-supporting knowledge modules:

<i>Group 1: Choose 1 of the following 3 modules</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Behavioral finance	3	Corporate Finance , Advanced Corporate Finance	
	Analyze banking business activities		Commercial Bank	
	Forwarding and transporting import and export goods			
<i>Group 2: Choose 1 of the following 3 modules</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
2	Financial technology	3	Business Finance	
	Digital Bank		Commercial Bank	
	Post-clearance checks			
Total		6		

3. Compulsory modules of majors

<i>Specialized business finance</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Professional practice 1	3	Commercial Bank; Business Finance; Stock market; Principles and practice of insurance	
2	Professional practice 2	3	Professional practice 1	
3	Advanced corporate finance	3	Business Finance	English
4	Financial risk management	3	Business Finance	
5	Corporate Financial Analysis	3	Business Finance	English
Total		15		
<i>Specialization : Banking</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Professional practice 1	3	Commercial Bank; Business Finance; Stock market; Principles and practice of insurance	
2	Professional practice 2	3	Professional practice 1	
3	Credit Appraisal	3	Commercial Bank	English
4	International payments	3	Commercial Bank	English
5	Bank management	3	Commercial Bank	
Total		15		
<i>Specialization : Customs - Import-Export</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Professional practice 1	3	Classification and origin of import and export goods; Customs value	
2	Professional practice 2	3	Customs procedures	
3	Classification and origin of imported and exported goods	3		
4	Customs value	3		English
5	Tariff policy	3	Classification and origin of imported and exported goods ; Customs value	English

6	Customs management for import and export goods	3	Tariff policy	
Total		18		

4. Elective courses of majors:

<i>Specialized business finance</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Financial model	3	Corporate financial analysis	Choose 1 of 2
	Financial investment			
2	Financial appraisal of investment projects	3	Business Finance; Markets and financial institutions	Choose 1 of 2
	Planning investment capital budget			
3	Consolidation and merger	3	Business Finance; Markets and financial institutions	Choose 1 of 2
	Corporate financial strategy			
Total		9		
<i>Specialization : Banking</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Risk management in banking and Basel	3	Commercial Bank	Choose 1 of 3
	Credit ratings			
	Investment Bank			
2	Central bank	3	Currency - Banking and Financial Markets; Commercial Bank	Choose 1 of 3
	Foreign exchange trading			
	Bank accountant			
3	International Bank	3	Commercial Bank	Choose 1 of 3
	Securities trading in financial institutions			
	Derivatives market			
Total		9		
<i>Specialization : Customs - Import-Export</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Protection of intellectual property rights	3		Choose 1 of 2
	Export Import Administration			
2	Customs control	3		Choose 1 of 2
	Policy on management of import and export goods			
Total		6		

Year 4

Graduation thesis : 6 credits

For students who do not do a thesis, they will do an internship at the end of the course of 3 credits, and during this time must take 1 additional module for a total of 3 credits :

<i>Specialties : Corporate Finance, Banking</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Graduation thesis	6	All specialized courses	
Or				
1	Final internship	3	Commercial Bank; Advanced corporate finance	
2	Practice Electronic Banking and practice financial investment simulation	3	Professional practice 1, 2	
	total	6		
<i>Specialized : Customs - Import and Export</i>				
NO	MODULE	CREDIT	PRE-LEARNING MODULE	NOTE
1	Graduation thesis	6	Complete all specialized courses	
Or				
1	Final internship	3	Complete all specialized courses	
2	Practice customs declaration	3	Customs management for import and export goods	
	total	6		

10. IMPLEMENTATION GUIDELINES FOR THE TRAINING PROGRAM**10.1 Implementation Guidelines****❖ Organizing Training Implementation:**

The training program is carried out starting from the 2023 admissions year, following the credit-based method.

The Department of Academic Affairs is responsible for implementing the training according to the annual/semester training plan.

The academic departments are responsible for assigning lecturers to teach courses and guide graduation theses, monitoring the teaching content in accordance with the detailed course outlines. For elective courses, depending on the practical situation, the academic departments will advise students on suitable course selection.

During the implementation process, necessary requirements regarding facilities and teaching aids to serve the training process will be proposed. Changes in teaching methods adaptable to the actual situation may also be proposed.

Students who do not meet the conditions to assess the achievement of a course must register to retake that course.

❖ Teaching and learning methods

Lecture: The lecturer presents the lesson content and explains the content in the lecture. Lecturers are people who present and lecture. Students only listen to lectures and occasionally take notes to receive the knowledge the teacher imparts.

Debate: is a teaching process in which the teacher raises an issue contact Regarding the lesson content, students state their personal views, and explain carefully to convince the audience of their views. Through this teaching activity, students develop skills such as critical thinking, negotiation and decision making, or public speaking skills.

Group teaching methods : This is one of the highly appreciated active teaching methods today , helping students improve teamwork skills, responsibility and student communication skills . The instructor will introduce the topic, determine common tasks for groups, and create groups. Students will plan the work to be done, set general working rules, handle assigned tasks and report the results achieved. After that, the groups take turns reporting their results and the lecturer will evaluate the results.

Problem-based learning: The goal of problem-based learning (defined as the in-depth study of a learning topic) is to learn more about a topic rather than just finding out correct answers to the questions asked by the teacher. In the problem-based learning method, students both grasp new knowledge and the method of acquiring that knowledge, develop proactive and creative thinking, and are prepared to adapt to social life. meetings, detect and reasonably resolve arising problems.

Case studies: A key component of this new training method is based on real-life situations. The main purpose of the situations is to describe and exchange experiences on how to resolve problems and conflicts while performing assigned work. With different situations that need to be resolved within a set period of time, learners are put in a position where they need to make decisions or call for support from group members to find a reasonable solution. The variety of situations not only encourages learners to develop their initiative and creativity but also brings comfort and mental refreshment when attending class. This factor helps learners absorb lecture content easily, deeply and remember longer than traditional teaching methods.

10.2 Ensuring training quality

❖ Facilities, technology, and equipment for teaching

No	Name	Purpose of use	Construction floor area (m ²)	Equipment in the room	Form of using		
					Own	Link	Rent
1	Lecture classrooms (262 rooms) Address: - 778 Nguyen Kiem, Ward 4,	Teaching theoretical modules	24.373	Projector/air conditioner/ amplifier/wireless mic/speaker/ ceiling fan	24.373		

No	Name	Purpose of use	Construction floor area (m2)	Equipment in the room	Form of using		
					Own	Link	Rent
	Phu Nhuan District (18 rooms) - 27 Tan My, Tan Thuan Tay Ward, District 7 (96 rooms) - B2/1A Road 385, Tang Nhon Phu A Ward, Thu Duc City (144 rooms) - 343/4 Nguyen Trong Tuyen, Ward 1, Tan Binh District (4 rooms)						
2	Computer practice room (25 rooms) Address: - 778 Nguyen Kiem, Ward 4, Phu Nhuan District (01 room) - 306 Nguyen Trong Tuyen, Ward 1, Tan Binh District (10 rooms) - 27 Tan My, Tan Thuan Tay Ward, District 7 (04 rooms) - B2/1A Road 385, Tang Nhon Phu A Ward, Thu Duc City (10 rooms)	Serving practical teaching in the module...	2.10 4	Projector/computer/air conditioner/amplifier/wireless microphone/speaker/ceiling fan	2.1 04		
3	Business simulation practice room (04 rooms) Address: - B2/1A Street		276	Computer/air conditioner/transaction counter	2 7 6		

No	Name	Purpose of use	Construction floor area (m ²)	Equipment in the room	Form of using		
					Own	Link	Rent
	385, Tang Nhon Phu A Ward, Thu Duc City						
4	Foreign language practice room (3 rooms) Address: - 27 Tan My, Tan Thuan Tay Ward, District 7.		270	Projector/computer/air conditioner/amplifier/wireless microphone/speaker/headphone	270		

❖ *Library and learning materials (books, magazines, e-books, electronic databases)*

- Total library area: 2,618 m² · Library is located at 03 facilities:
 - + Facility 1: 778 Nguyen Kiem, Ward 4, Phu Nhuan District
 - + Facility 2: 27 Tan My, Tan Thuan Tay Ward, District 7.
 - + Facility 3: B2/1A Street 385, Tang Nhon Phu A Ward, Thu Duc City
- Library management software: PSC Zlis 7.0
- Learning resources at the Library as of August 31, 2022, include:

No	Content	Quantity
1	Reading room	5
2	Reading seats	300
3	Library computer number for reference purposes	66
4	Number of books, magazines, e-books, databases in the library (book titles, magazines)	22,253
4.1	Printed documents	
4.1.1	Book	18,047 titles/ 57,632 copies
4.1.2	Master thesis	2,689
4.1.3	Thesis	1,517
4.1.4	Magazine	11 newspaper titles, 31 magazine and newsletter titles
4.2	Electronic documents	
4.2.1	Master thesis	2,240
4.2.2	Doctoral thesis	4
4.2.2	Newspaper - Magazine excerpts	556

No	Content	Quantity
4.2.3	Thesis	99
4.2.4	Books and scientific research documents	360
4.2.5	Database	Nasati (Data package of the National Department of Science and Technology Information, including: STD-Vietnam Science and Technology Document, Vietnam Science and Technology Mission, ScienceDirect, Scopus, ProQuest Central, IEEE Xplore Digital Library, SpringerNature ...)
		Emerald
		Sage
		IG Publishing
		Springer
		Elsevier
	Economic - Financial - Macro Data Set (FiinPro)	
5	Number of electronic libraries linked outside the school	2

❖ Learning materials

List of textbooks and reference materials used in the training program is as follows:

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
1	Leninist Philosophy Textbook (Used in non-specialized universities)	Ministry of Education and Training	National Political Publishing House, Hanoi	2022	Marxist-Leninist philosophy
2	Study materials for Marxist- Leninist philosophy	University of Finance and Marketing	For internal circulation only	2020	Marxist-Leninist philosophy
3	Leninist Philosophy Textbook (Used in Universities - Political Theory System)	Ministry of Education and Training	National Political Publishing House - Truth , Hanoi	2022	Marxist-Leninist philosophy

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
4	Leninist political economy textbook	Ministry of Education & Training	National Political Publishing House, Hanoi	2021	Political Economics of Marxism and Leninism
5	Documents of the 12th National Congress	Communist Party of Vietnam	National Political Publishing House, Hanoi	2016	Political Economics of Marxism and Leninism
6	Way industrial network forth	Klaus Schwab (Ministry of Foreign Affairs and Trade attached)	National Political Publishing House - Truth , Hanoi	2018	Political Economics of Marxism and Leninism
7	Karl Marx and Engels : Complete works	C.Marx and Engels	National Political Publishing House, Hanoi	1999	Political Economics of Marxism and Leninism
8	Syllabus of Scientific Socialism	Ministry of Education and Training	National Political Publishing House, Hanoi	2021	Science socialism
9	Ethnic issues and ethnic policies	Party Central Propaganda Department	National Political Publishing House, Hanoi	2018	Science socialism
10	Platform for building the country during the transition period to socialism, (supplement and development)	Communist Party of Vietnam	Truth Publishing House, Hanoi	2011	Science socialism
11	Syllabus of Scientific Socialism	Leninist science subjects and Ho Chi Minh Thought	National Political Publishing House, Hanoi	2010	Science socialism
12	Some theoretical and practical issues about socialism and the transition path to socialism in Vietnam after 30 years of innovation	Phung Huu Phu, Le Huu Nghia, Vu Van Hien, Nguyen Viet Thong...	National Political Publishing House, Hanoi.	2018	Science socialism
13	Some theoretical and practical issues about socialism and the	General Secretary Nguyen Phu Trong	National Political Publishing House, Hanoi	2022	Science socialism; Ho Chi Minh's Ideology

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
	path to socialism in Vietnam				
14	History textbook of the Communist Party of Vietnam	Ministry of Education & Training	Truth National Political Publishing House, Hanoi	2021	History of Vietnamese Communist Party
15	Study materials History of the Communist Party of Vietnam	University of Finance and Marketing	For internal circulation only	2020	History of Vietnamese Communist Party
16	History curriculum of the Communist Party of Vietnam	The Central Council directs the compilation of national textbooks	National Political Publishing House, Hanoi	2021	History of Vietnamese Communist Party
17	Some topics on the history of the Communist Party of Vietnam (volumes I, II and III)	Ministry of Education and Training	National Political Publishing House, Hanoi	2007	History of Vietnamese Communist Party
18	Documents of the 12th National Congress I	Communist Party of Vietnam	National Political Publishing House, Hanoi	2021	History of Vietnamese Communist Party
19	Ho Chi Minh Thought Textbook (for undergraduates who do not specialize in political theory)	Ministry of Education and Training	National Political Publishing House, Hanoi	2021	Ho Chi Minh's Ideology
20	Study materials Ho Chi Minh Thought	University of Finance and Marketing	For internal circulation only	2021	Ho Chi Minh's Ideology
21	Ho Chi Minh complete works volumes 1 - 15		National Political Publishing House, Hanoi	2011	Ho Chi Minh's Ideology
22	Ho Chi Minh's ideology and Vietnam's revolutionary path	General Vo Nguyen Giap	National Political Publishing House, Hanoi	2011	Ho Chi Minh's Ideology
23	Ho Chi Minh - a great man	Tran Van Giau	National Political Publishing House, Hanoi	2010	Ho Chi Minh's Ideology
24	Ho Chi Minh Thought Textbook (for undergraduates	The Central Legal Council directs the compilation of	National Political	2021	Ho Chi Minh's Ideology

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
	who do not specialize in political theory)	national level textbooks	Publishing House, Hanoi		
25	Self-study guide to Microeconomics	Department of Economics, University of Finance and Marketing	University of Finance and Marketing	2020	Microeconomics
26	Microeconomics	N.Gregory Mankiw (Teaching group of Ho Chi Minh City University of Economics translated)	Hong Duc Publishing House	2021	Microeconomics
27	Microeconomics textbook	Le Bao Lam	Ho Chi Minh City Economic Publishing House	2020	Microeconomics
28	Macroeconomics textbook	Tran Nguyen Ngoc Anh Thu	Finance Publishing House	2021	Macroeconomic
29	Macroeconomics (translated book)	Mankiw, G. (Translated by Faculty of Economics, Ho Chi Minh City University of Economics)	Hong Duc Publishing House	2019	Macroeconomic
30	Self-study guide to Macroeconomics	Tran Nguyen Ngoc Anh Thu (editor)	University of Finance and Marketing	2018	Macroeconomic
31	Textbook of Applied Statistical Probability Theory	Nguyen Huy Hoang (editor)	Finance Publishing House	2021	Probability theory and applied statistics
32	Probability Theory and Mathematical Statistics	Nguyen Cao Van Tran Thai Ninh	Science and Technology Publishing House	1996	Probability theory and applied statistics
33	Advanced math	Nguyen Huy Hoang (editor)	Finance Publishing House	2021	Advanced math
34	Principles of marketing	Kotler, P., & Armstrong, G.	Pearson	2021	Principles of marketing

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
35	Basic marketing	Ngo Thi Thu	Statistics Publishing House	2011	Principles of marketing
36	Understand marketing from A to Z	Philip Kotler	Tre Publishing House	2014	Principles of marketing
37	Marketing principles	Tran Van Chanh	Statistics Publishing House	2014	Principles of marketing
38	Research Marketing	Nguyen Xuan Truong Du Thi Chung Lam Ngoc Diep	Youth Publishing House	2020	Research Marketing
39	Accounting principles	Ngo Thi My Thuy and colleagues	Finance Publishing House	2022	Accounting principles
40	Exercise accounting principles	Faculty of Economics	Study materials for University of Finance and Marketing	2020	Accounting principles
41	Accounting principles	Vo Van Nhi and colleagues	Finance Publishing House	2018	Accounting principles
42	Accounting principles	Vu Huu Duc and colleagues	Economics Publishing House	2020	Accounting principles
43	Collection of lectures on General Law	Department of Law, University of Finance and Marketing	For internal circulation only	2018	General law
44	Textbook "Theory of state and law"	Hanoi Law University	People's Public Security Publishing House	2021	General law
45	Textbook "General Law"	Le Minh Toan	Truth National Political Publishing House	2022	General law
46	Textbook "General theory of state and law"	Nguyen Minh Doan	Truth National Political Publishing House	2020	General law
47	School Management of	Canh Chi Hoang (editor)	University of Finance and Marketing	2021	School Management of

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
48	Fundamentals of Management	Griffin , R.	South-Western Cengage Learning .	2018	School of Management
49	School of Management	Faculty of Economics - University of Economics Ho Chi Minh City	Ho Chi Minh City Economic Publishing House	2015	School of Management
50	Essentials of management	Harold Koontz et al	Hanoi Science and Technology Publishing House.	1998	School of Management
51	School of Management	Phan Thang & Nguyen Thanh Hoi	Publishing House .	2012	School of Management
52	Personal Best – Student's book – B1+(A) Intermediate	Burton, G.	Richmond	2017	English 1
53	Personal Best – Workbook – B1+(A) Intermediate	Burton, G.	Richmond	2018	English 1
54	Speaking for Ielts	Kovacs, K.	HarperCollins Publishers: Hammersmith	2011	English 1
55	Personal Best – Student's book – B1+(B) Intermediate	Burton, G.	Richmond	2017	English 2
56	Personal Best – Workbook – B1+(B) Intermediate	Walter, E., & Woodford, K.	Richmond	2018	English 2
57	Speaking for Ielts	Kovacs, K.	HarperCollins Publishers: Hammersmith	2011	English 2 English 3 English 4
58	Personal Best – Student's book – B2(A) Upper Intermediate	Burton, G.	Richmond	2017	English 3
59	Personal Best – Workbook – B2(A) Upper Intermediate	Walter, E., & Woodford, K.	Richmond	2018	English 3
60	Personal Best – Student's book – B2(B) Upper Intermediate	Burton, G.	Richmond	2017	English 4

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
61	Personal Best – Workbook – B2(B) Upper Intermediate	Walter, E., & Woodford, K.	Richmond	2018	English 4
62	Business Partner – Coursebook – B1+	Iwonna , D., Margaret, O., Bob, D., Mike, H., & Lizzie, W	Pearson	2018	English 5 English 6
63	Business Partner – Workbook – B1+	Lynne, E	Pearson	2018	English 5 English 6
64	Lectures on currency, banking and financial markets	Banking and finance department	For internal circulation only	2019	Currency - Banking and Financial Markets
65	The Economics of Money, Banking and Financial Markets,	Mishkin, F	Edn . Pearson	2019	Currency - Banking and Financial Markets
66	Financial Markets & Institutions	Mishkin, F. and Eakins, S.	Edn . Pearson	2018	Currency - Banking and Financial Markets
67	General Informatics lecture series aimed at Mos and IC3 standards	Truong Dinh Hai Thuy, Tran Trong Hieu, Truong Xuan Huong, Tran Thanh San, Dinh Xuan Tho	For internal circulation only	2018	Applied informatics
68	Foreign Exchange Trading	Pham Quoc Viet	Tai Publishing House Main	2016	Foreign exchange trading , International banking
69	Commercial Bank	Tran Huy Hoang	Tai Publishing House Main	2019	Commercial Bank
70	Central bank	Tran Huy Hoang	Tai Publishing House Main	2018	Central bank
71	Commercial Bank management	Tran Huy Hoang	Labor and Social Publishing House	2011	Banking Management , Banking Risk Management and Basel .

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
72	Stock market	Progress	Tai Publishing House Main	202 1	Stock market
73	Credit Appraisal	Tran Huy Hoang	Tai Publishing House Main	2020	Credit Appraisal
74	International banks 1	Tran Huy Hoang Le Thi Thuy Hang	Tai Publishing House Main	2020	International payment, International banking
75	Analyze banking business activities	Le Thi Thuy Hang	Tai Publishing House Main	202 2	Analyze banking business activities
76	Derivatives market	Tran Huy Hoang	Tai Publishing House Main	202 2	Derivatives market
77	Credit ratings	Phan Thi Hang Nga	Tai Publishing House Main	202 1	Credit ratings
78	Principles and practice of insurance	Ho Thuy Tien	Tai Publishing House Main	2015	Principles and practice of insurance
79	Corporate Finance 11th	Ross, Westerfield , Jaffe	McGraw Hill	2015	Corporate Finance Advanced Corporate Finance
80	International financial management 13th	Jeff Madura	Cengage Learning	2017	International Finance
81	Financial Reporting & Analysis 13th	Revsine , Collins, Johnson	Cengage Learning	two thousand and thirteen	Corporate financial analysis
82	Derivative products and financial risk management	M. Chance Don; Robert Brooks	Cengage Learning	2015	Financial risk management
83	Financial model	Bui Huu Phuoc	For internal circulation only	2019	Financial model
84	Establish and evaluate investment projects	Department of Project Management Finance	Statistics Publishing House	2009	Financial appraisal investment projects

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
85	Planning investment capital budget	Le Thi Lanh	Labor Publishing House	2011	Planning investment capital budget
86	Consolidation and merger	Pham Quoc Viet	University of Finance and Marketing	2022	Merge, buy and sell businesses
87	Corporate Finance and Financial Strategy	Tony Davies, Ian Crawford	Pearson	2014	Corporate financial strategy
88	Behavioral finance, psychology, decision making and markets	Le Dat Chi	Economics Publishing House	two thousand and thirteen	Behavioral finance
89	Fintech and the Remarking of Financial Institutions	John Hill	Elsevier	2018	Technology finance
90	Textbook on Principles of Valuation	Nguyen Thanh Nha, editor-in-chief	Finance,	2020	Principles of valuation
91	Customs Valuation training materials	General Department of Customs	Finance Publishing House	2017	Customs value
92	Classification of goods and origin of goods	Nguyen Thi Thuong and Nguyen Huyen Hoang Tuan	Finance Publishing House	2012	Classification and origin of imported and exported goods
93	Curriculum on foreign trade transport and insurance	Trinh Thi Thu Huong	Information and Communication Publishing House	2011	Forwarding and transporting import and export goods
94	Training materials on Origin of goods and Intellectual Property	General Department of Customs	Finance Publishing House	2017	Protection of intellectual property rights
95	Customs Tax training materials	General Department of Customs	Finance Publishing House	2012	Taxes on imported and exported goods
96	Training materials for post-customs clearance inspection”	General Department of Customs	Finance Publishing House	2017	Post-clearance checks
97	Customs Tax training materials	General Department of Customs	Finance Publishing House	2012	Policy on management of

No	Name of textbook/ reference	Author(s)	Publishing company	Publishing year	Using for module
					import and export goods
98	Document on anti-smuggling control operations, 2017 of Vietnam Customs School.	General Department of Customs, Vietnam Customs School	Vietnam Customs School	2017	Customs control
99	Customs procedures, inspection and supervision	General Department of Customs	Finance Publishing House	2012	Customs procedures
10	Customs procedures, inspection and supervision	General Department of Customs	Finance Publishing House	2017	Tariff Policy

❖ **Lecturers participating in teaching:**

No	FIRST AND LAST NAME	ACADEMIC TITLE, DEGREE	MODULES PARTICIPATE IN TEACHING
1	Nguyen Minh Hien	Master	- Marxist- Leninist philosophy - ML political economy - Science socialism
2	Ngo Quang Thinh	Master	- Marxist- Leninist philosophy - ML political economy - Science socialism
3	Do Thi Thanh Huyen	Master	- Marxist- Leninist philosophy - ML political economy - Science socialism
4	Bui Minh Nghia	Master	- Marxist- Leninist philosophy - ML political economy - Science socialism
5	Bui Thanh Tung	Master	ML political economy
6	Pham Thanh Van	Master	- Marxist- Leninist philosophy - ML political economy - Science socialism
7	Tran Ha Long	Master	- Marxist- Leninist philosophy - History of the Communist Party of Vietnam - Ho Chi Minh Thought
8	Le Thi Thuy	Master	- History of the Communist Party of Vietnam
9	Nguyen Ba Thanh	Master	Microeconomics Macroeconomics
10	Le Thi Bich Thao	Master	Microeconomics Macroeconomics
11	Nguyen Van Phong	Master	Econometric

No	FIRST AND LAST NAME	ACADEMIC TITLE, DEGREE	MODULES PARTICIPATE IN TEACHING
			Probability theory and applied statistics Advanced math
12	Nguyen Tuan Duy	Doctor	Econometric Probability theory and applied statistics Advanced math
13	Nguyen Trung Dong	Master	Econometric Probability theory and applied statistics Advanced math
14	Tran Manh Tuong	Master	Econometric Probability theory and applied statistics Advanced math
15	Le Thi Ngoc Hanh	Master	Econometric Probability theory and applied statistics Advanced math
16	Nguyen Thi Hong Van	Master	Econometric Probability theory and applied statistics Advanced math
17	Phan Chi Kien	Master	Econometric Probability theory and applied statistics Advanced math
18	Tran Van Binh	Master	General law
19	To Thi Dong Ha	Master, PhD	General law
20	Pham Thi Nguyet Suong	Master	General law
21	Kinh Thi Tuyet	Master	General law
22	Thai Thi Tuong Vi	Master	General law
23	Ho Thi Thanh Truc	Master	General law
24	Ninh Duc Cuc Nhat	Master	Principles of Marketing
25	Huynh Tri An	Master	Principles of Marketing
26	Lam Ngoc Thuy	Master	Principles of Marketing
27	Nguyen Minh Hang	Master	Accounting principles
28	Thai Tran Van Hanh	Master	Accounting principles
29	Vo Thi Truc Dao	Master	Accounting principles
30	Tran Thi Thanh Nga	Doctor	Money, Banks and Financial Markets , Markets and financial institutions
31	Nguyen Van Bon	Doctor	Money, Banks and Financial Markets , Markets and financial institutions
32	Chu Thi Thanh Trang	Master	Money, Banks and Financial Markets , Markets and financial institutions
33	Nguyen Thi My Linh 1982	Master	Money, Banks and Financial Markets , Markets and financial institutions
34	Nguyen Thi Bao Ngoc	Master	Money, Banks and Financial Markets , Markets and financial institutions
35	Nguyen Xuan Dung	Master	Money, Banks and Financial Markets , Markets and financial institutions
36	Vu Thanh Tung	Master	Money, Banks and Financial Markets , Markets and financial institutions

No	FIRST AND LAST NAME	ACADEMIC TITLE, DEGREE	MODULES PARTICIPATE IN TEACHING
37	Pham Duc Huy	Master	Money, Banks and Financial Markets , Markets and financial institutions
38	Tran Nam Huong	Master	Money, Banks and Financial Markets , Markets and financial institutions
39	Truong Thanh Cong	Doctor	Applied informatics (Class of 2022)
40	Pham Thuy Tu	Doctor	Applied informatics (Class of 2022)
41	Vu Thi Thanh Huong	Master	Applied informatics (Class of 2022)
42	Truong Dinh Hai Thuy	Master	Applied informatics (Class of 2022)
43	Phan Van Quang	Master	English 1, 2, 3, 4, 5, 6
44	Tran The Khoa	Master	English 1, 2, 3, 4, 5, 6
45	Tran Thuy Quynh My	Master	English 1, 2, 3, 4, 5, 6
46	Canh Chi Hoang	PhD	School of Management
47	Tran Nhan Phuc	Dr	School of Management
48	Nguyen Thi Minh Tram	MSc	School of Management
49	Tran Huy Hoang	Associate Professor, PhD	Commercial Bank. Banking risk management, Central banking, Banking business analysis
50	Pham Quynh Chau	Doctor	Commercial Bank
51	Le Thi Thuy Hang	Doctor	Commercial banking, Foreign exchange trading, International banking 1, 2
52	Nguyen Vu Duy	Master	Commercial banking, Credit appraisal, Credit rating, Stock market
53	Nguyen Mau Ba Dang	Master	Commercial Banking, Banking Risk Management, Central Banking, Banking Risk Management and Basel .
54	Phan Thi Huong	Master	Credit appraisal, International Bank
55	To Thi Hong Gam	Master	Commercial banks, Central banks
56	Pham Quoc Viet	Doctor	Foreign exchange trading, credit appraisal
57	Phan Thi Hang Nga	Associate Professor, PhD	Commercial banking, Analysis of banking business activities
58	Nguyen Vu Than	Master	Commercial banks, Stock market
59	Tran Thi Phuong Thanh	Master	Commercial banks, Stock market
60	Tran Van Trung	Master	Stock market, Derivatives market , Investment banking
61	Pham Thi Quynh Nga	Master	Commercial Bank
62	Ho Thuy Tien	Associate Professor, PhD	International Finance , Corporate Financial Strategy
63	Nguyen Thi My Linh	Associate Professor, PhD	Corporate Finance, Advanced Corporate Finance
64	Bui Huu Phuoc	Dr	Corporate Finance, Advanced Corporate Finance
65	Phan Thi My Hanh	Dr	International Finance
66	Nguyen Phu Quoc	Master	Corporate Finance, Advanced Corporate Finance
67	Pham Thi Thu Hong	Master	Corporate Finance, Advanced Corporate Finance, Financial Mathematics

No	FIRST AND LAST NAME	ACADEMIC TITLE, DEGREE	MODULES PARTICIPATE IN TEACHING
68	Pham Thanh Truyen	Master	Principles and practice of insurance
69	Tran Thi Dien	Doctor	Corporate Finance, Advanced Corporate Finance
70	Le Vo Dai Hai	Master	Corporate Finance, Advanced Corporate Finance
71	Ho Thi Lam	Master	Financial risk management
72	Mr. Van Toan	Master	Financial mathematics , 1Financial risk management
73	Tran Pham Trac	Master	Corporate Finance, Advanced Corporate Finance
74	Nguyenthioa	Master	Business Finance
75	Nguyen Thi Ngoc Loan	Master	Corporate Finance, Advanced Corporate Finance
76	Nguyen Minh Phuc	Doctor	Corporate Finance, Advanced Corporate Finance
77	Tran Thi Kim Oanh	Doctor	Corporate finance , Insurance principles and practice
78	Nguyen Xuan Bao Chau	MSc	International Finance
79	Nguyen Quang Minh	Dr	Principles and practice of insurance
80	Nguyen Thanh Nha	Doctor	Principles of valuation
81	Le Minh PhuongMai	Master	Principles of valuation
82	Mai Thi Thanh Tra	Master	Principles of valuation
83	Dang Hoa Kinh	Master	Principles of valuation
84	Nguyen Thi Huyen	Master	Taxes on imported and exported goods, Customs value
85	Duong Phung Duc	Master	Customs value, Classification and origin of import and export goods, Post-customs clearance inspection
86	Tran Xuan Hang	Master	Taxes on import and export goods, Forwarding and transportation of import and export goods
87	Nguyen Duc Thuan	Doctor	Customs procedures, import and export goods management policies
88	Nguyen Quy Thang	Master	Intellectual property protection, Customs control

11. MATRIX OF CONNECTION BETWEEN MODULES AND OUTCOMES OF THE TRAINING PROGRAM

Course code	NAME OF THE MODULE	OUTCOMES OF THE TRAINING PROGRAM									
		Knowledge				Skill				Level of autonomy and self-responsibility	
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
I. General curriculum											
1.1 Political theoretical knowledge											
020477	Philosophy of Marxism and Leninism	I				R				R	
020478	Political economics of Marxism and Leninism	I				R				R	
020479	Science socialism	I				R				R	
020480	History of Vietnamese communist party	I				R				R	
020016	Ho Chi Minh's Ideology	I				R				R	
1.2 Legal knowledge											
010637	General law	I				R					
1.3 Foreign languages											
020627	English first					R					
020628	English 2					R					
020629	English 3					R					
020630	English 4					R					
020631	English 5					R					
020632	English 6					R					
1.4 Mathematics – Informatics:											
020029	Advanced math	I				R					
020633	Applied informatics		R								
II. Professional educational knowledge											
2.1 Basic industry knowledge											
020851	Microeconomics	I				R				R	
020852	Macroeconomic	I				R				R	
020044	Accounting principles	R				R				R	
020326	Principles of marketing	I				R				R	
020038	Business Management	I				I					R
020855	Money, Banking and Financial Markets	I				R				M	
020481	Probability theory and applied statistics	I				R					

Course code	NAME OF THE MODULE	OUTCOMES OF THE TRAINING PROGRAM									
		Knowledge				Skill				Level of autonomy and self-responsibility	
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
2.2 Industry knowledge											
020658	Principles of valuation			M				M		M	
020635	Public finance			M				M		M	
020858	Tax			M				M		M	
020637	Stock market			M				M		M	
020638	Principles and practice of insurance			M				M		M	
020881	Markets and financial institutions			M				M		M	
020856	Business Finance			M				M		M	
020641	Commercial Bank			M				M		M	
020642	International Finance			M				M		M	
020658	Econometric			M				M		M	
2.3 Specialized knowledge											
Specialized business finance											
<i>Compulsory course</i>											
020659	Professional practice 1				A				A		M
020660	Professional practice 2				A				A		M
020857	Advanced corporate finance				A				A		M
020644	Financial risk management				A				A		M
020645	Corporate Financial Analysis				A				A		M
<i>Elective course</i>											
020646	Financial model				A				A		M
020647	Financial investment				A				A		M
020886	Financial appraisal of investment projects				A				A		M
020649	Planning investment capital budget				A				A		M
020661	Consolidation and merger				A				A		M
020662	Corporate financial strategy				A				A		M
Specialization : Banking											
<i>Compulsory course</i>											
020663	Professional practice 1				A				A		M

Course code	NAME OF THE MODULE	OUTCOMES OF THE TRAINING PROGRAM									
		Knowledge				Skill				Level of autonomy and self-responsibility	
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
020664	Professional practice 2				A				A		M
020650	Credit Appraisal				A				A		M
020887	International payments				A				A		M
020651	Bank management				A				A		M
<i>Elective course</i>											
020666	Risk management in banking and Basel				A				A		M
020652	Credit ratings				A				A		M
020653	Investment Bank				A				A		M
020667	Central bank				A				A		M
020654	Foreign exchange trading				A				A		M
020655	Bank accountant				A				A		M
020668	International Bank				A				A		M
020669	Securities trading in financial institutions				A				A		M
020656	Derivatives market				A				A		M
<i>Specialized : Customs - import and export</i>											
<i>Compulsory course</i>											
020670	Professional practice 1				A				A		M
020671	Professional practice 2				A				A		M
020672	Classification and origin of imported and exported goods				A				A		M
020673	Customs value				A				A		M
020849	Tariff policy				A				A		M
020850	Customs management for import and export goods				A				A		M
<i>Elective course</i>											
020675	Protection of intellectual property rights				A				A		M
020676	Export Import Administration				A				A		M
020677	Customs control				A				A		M

Course code	NAME OF THE MODULE	OUTCOMES OF THE TRAINING PROGRAM									
		Knowledge				Skill				Level of autonomy and self-responsibility	
		PLO1	PLO2	PLO3	PLO4	PLO5	PLO6	PLO7	PLO8	PLO9	PLO10
020678	Policy on management of import and export goods				A				A		M
2.3 Supporting industry knowledge											
<i>Group 1: Choose 1 of the following 3 modules</i>											
020366	Behavioral finance			R				R		M	
020508	Analyze banking business activities			R				R		M	
020682	Forwarding and transporting import and export goods			R				R		M	
<i>Group 2 : Choose 1 of the following 3 modules</i>											
020683	Financial technology			R				R		M	
020684	Digital Bank			R				R		M	
020601	Post-clearance checks			R				R		M	
III. Graduate											
<i>Specialized : Corporate Finance, Banking</i>											
020689	Graduation thesis				A				A		M
Or											
020690	Graduation internship				A				A		M
020687	Practice Electronic Banking and practice financial investment simulation				A				A		M
<i>Specialization : Customs - Import-Export</i>											
020691	Graduation thesis				A				A		M
Or											
020692	Graduation internship				A				A		M
020688	Practice customs declaration				A				A		M

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

- *I (Introduced) – The module supports achieving the PLO and is at an introductory/beginning level.*
- *R (Reinforced) – The module supports achieving the PLO and is at a more advanced level than the starting level, There are many opportunities to practice, experiment,*

practice ,...

- *M (Mastery) – Highly supported module achieving PLO and mastery/comprehension level*
- *A (Assessed) – Important modules (maximum support for achieving PLO) need to collect evidence to evaluate the output standards of the training program.*

12. BRIEF DESCRIPTION OF THE CONTENT OF THE MODULES IN THE TRAINING PROGRAM

12.1 Marxist-Leninist philosophy

Credits: 3

❖ Previous courses:

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:*

- The module helps establish the worldview and methodology of Marxism- Leninism for students.

- After completing the module, students are confident in their theoretical thinking ability to gradually become aware of themselves, evaluate objects, events, and problems at work objectively in their work. their movement, transformation, and development.

▪ *Content summary:* The module briefly presents the key contents and the process of formation and development of Marxism- Leninism to provide an overview of the subject and scope of the module and its role. of Marxist- Leninist philosophy in social life; Introducing the basic contents of the worldview and philosophical methodology of Marxism- Leninism is both a prerequisite for studying the entire theoretical system of Marxism- Leninism and a basic condition for operating Use it creatively in cognitive and practical activities to solve problems that the social life of the country and of the times are posing. The module helps learners form a worldview and scientific methodology.

❖ Meet the training program output standards: PLO1(I), PLO5(R), PLO9(R)

12.2 Political Economics of Marxism and Leninism

Credits: 2

❖ Previous module: Marxist- Leninist philosophy

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* Have basic theoretical knowledge of Marxist political economy – Lenin on capitalist production methods and political and economic issues of the transition period to socialism in Vietnam. On that basis, approach economic sciences and other scientific subjects. Ability to analyze, explain, compare and apply learned knowledge to solve socio-economic problems. From there, build confidence in revolutionary ideals and professional ethics for students, contributing to the successful construction of socialism. In addition, students will develop teamwork skills and a positive and proactive attitude to better cope with their work.

▪ *Content summary :* The module presents an overview of the formation and development of Marxist- Leninist political economy, objects, research methods and functions of Marxist- Leninist political economy . The birth and development of

commodity production; the origin, nature and basic functions of money; special services and goods; market and market participants. The production of surplus value is the basis for the existence and development of capitalism; capital accumulation and forms of expression of surplus value. Lenin 's theory on competition and monopoly in a market economy; problems of monopoly and state monopoly. The objective necessity and characteristics of the socialist-oriented market economy in Vietnam today; The issue of perfecting socialist-oriented market economic institutions in Vietnam; Economic interest relationships in Vietnam today. Industrialization - modernization in Vietnam in the context of international economic integration and the development of science and technology today.

- ❖ Meet the training program output standards: PLO1 (I), PLO5 (R), PLO9 (R)

12.3 Scientific Socialism

Credits: 2

- ❖ Previous courses: Marxist- Leninist philosophy, Marxist- Leninist political economy
- ❖ Summary of objectives and content of the module:
 - *Objective of the module:* After completing this module, students will be able to analyze the socio-political rules and regularities of the process of emergence, formation and development of socio-economic forms. communism; Apply learned knowledge to explain practical socio-political issues in the process of building socialism in Vietnam; Establish a basis for scientific awareness to always be vigilant, properly analyze and fight against false perceptions and sabotage propaganda of reactionary forces against the Party, State and socialism; Forming correct political attitudes and ideology, thereby strengthening belief in socialist goals, ideals and the path to socialism in Vietnam.
 - *Content summary:* Scientific socialism studies the socio-political laws of the historical transition process from capitalism to communism on a worldwide scale. The module content includes 7 chapters: chapter 1, presents basic introductory issues of Scientific Socialism to clarify the formation and development process of Scientific Socialism; Research objects, research methods and the meaning of studying Scientific Socialism. Chapters 2 to 7 present the basic theoretical issues of Scientific Socialism, which are: the historical mission of the working class; socialism and the transition period to socialism; socialist democracy and socialist state; social - class structure and class and class alliances during the transition period to socialism; Ethnic, religious, and family issues during the transition period to socialism.

- ❖ Meet the training program output standards: PLO1 (I), PLO5 (R), PLO9 (R)

12.4 History of Vietnamese Communist Party

Credits: 2

- ❖ Previous courses: Marxist- Leninist Philosophy , Marxist Political Economy – Lenin , Scientific Socialism
- ❖ Summary of objectives and content of the module:
 - *Objectives of the module:* After completing the module, students will be able to present the birth and development of the Communist Party of Vietnam and the Party's

revolutionary policies and guidelines in the process of leading the revolution since its founding. born until now; Students have the skills to select research materials, study modules and apply historical awareness to practical work, criticizing the Party's wrong conceptions of history. Thereby, educating the ideals and traditions of revolutionary struggle of the Party and the nation; develop correct political attitudes; consolidate and foster students' confidence in the Party's leadership.

- *Content summary:* History of the Communist Party of Vietnam is a module in theoretical political science subjects. The module equips students with an understanding of the subject, purpose, tasks, research methods, and learning of History of the Communist Party of Vietnam and the basic, core, and systematic knowledge about the creation of the Communist Party of Vietnam. life of the Communist Party of Vietnam (1920 - 1930), the process of the Party leading the struggle for power (1930 - 1945), the Party leading two resistance wars against foreign invaders, completing national liberation and unification country (1945 - 1975), leading the country's transition to socialism and carrying out the reform process (1975 to present). Thereby affirming success, highlighting limitations , and summarizing experiences of the Party's revolutionary leadership to help learners improve their awareness, trust in the Party, and the ability to apply learned knowledge into practice. see off work, contributing to building and protecting the socialist Vietnamese Fatherland.

- ❖ Meet the training program output standards: PLO1 (I), PLO5 (R), PLO9 (R)

12.5 Ho Chi Minh's Ideology

Credits: 2

- ❖ Previous module: Marxist philosophy – Lenin , Marxist Political Economy – Lenin , scientific socialism

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing the module, students will be able to: Understand basic knowledge about the concept, origin, process of formation and development of Ho Chi Minh's ideology; basic contents of Ho Chi Minh's ideology; the application of the Communist Party of Vietnam in the people's national democratic revolution and in the socialist revolution; Form independent thinking, analyze, evaluate, and creatively apply Ho Chi Minh's ideology to solve real-life problems; Enhance political bravery, patriotism, loyalty to the goals and ideals of national independence associated with socialism; aware of the role and value of Ho Chi Minh's ideology for the Party and people of Vietnam; see your responsibility in studying and training to contribute to building and protecting the Fatherland.

- *Content summary:* The Ho Chi Minh's Ideology module includes the following specific contents: Concepts, objects, research methods and the meaning of learning Ho Chi Minh ideology; about the basis, 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 great national unity and international solidarity; about culture, ethics, and people.

- ❖ Meet the training program output standards: PLO1 (I), PLO5 (R), PLO9 (R)

12.6 General law**Credits: 3**

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, learners will understand basic theoretical issues about the state and law, know how to find and apply relevant legal norms to handle legal issues. common legal issues. From there, learners have a solid foundation of knowledge to continue studying other legal modules; At the same time, form good legal awareness in work and life.

- *Content summary:* The module consists of two parts: the first part conveys the most basic issues about the state and law (such as origin, nature, attributes, functions; form of the state and law; legal system, legal relations; law enforcement, law violations and legal liability). Part 2 provides concepts, subjects of regulation, methods of regulation... and basic content of important regulations of some branches of law in the field of private law.

- ❖ Meet the training program output standards: PLO1 (I), PLO5 (R)

12.7 English 1**Credit: 3**

- ❖ Prerequisites: Achieving TOEIC English entrance test score ≥ 300
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:*

After completing this module, students can understand and apply basic knowledge of grammar along with rich vocabulary on topics such as travel, shopping, communication, education, employment ... Students develop language skills and form English communication reflexes at the intermediate level (B1), apply them to tasks related to reading and understanding documents, and develop logical ideas when writing paragraphs. Short texts, good communication in familiar situations. Besides, students also develop skills in working in pairs and groups, and a positive and proactive attitude to better prepare for future work.

- *Synopsis :*

English module 1 belongs to the general education knowledge block , built for first-year non-linguistic students studying the integrated program , achieving an entrance English score approaching the pre-intermediate level according to the reference framework. Europe CEFR. The module provides students with vocabulary, grammar points and frequently used sentence structures through familiar topics in life such as travel, shopping, communication, education, and employment.

- ❖ Meets training program output standards: PLO6(R)

12.8 English 2**Credits: 3**

- ❖ Pre-study module: English 1

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:*

After completing this module, students will be able to understand and apply language skills and form English communication reflexes at a high level. intermediate (B1 +). Students can apply knowledge and skills to tasks related to reading and understanding documents, developing logical ideas when writing paragraphs, and communicating well in familiar situations. Besides, students also develop skills in working in pairs and groups, and a positive and proactive attitude to better prepare for future work.

▪ *Synopsis:*

Learn English 2 part belongs to the general education knowledge block , built for 1st year non-linguistic students studying the integrated program after completing English 1, approaching intermediate level (B1+). according to the European reference framework CEFR. The module provides learners with vocabulary, grammar points and frequently used sentence structures through familiar topics in life such as entertainment, health, food, social evils and the world. nature.

❖ Meets training program output standards: PLO6(R)

12.9 English 3 3 credits

❖ Pre-study module : English 2

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:*

After completing this module, students understand and apply well the language knowledge they have learned to develop language skills and form English communication reflexes at the high intermediate level (B2) in tasks. work related to reading and understanding documents, developing logical ideas when writing paragraphs and essays presenting opinions, and good communication in solving situations and convincing issues. Besides, students also develop skills in working in pairs and groups, and a positive and proactive attitude to better prepare for future work.

▪ *Synopsis:*

English module 3 belongs to the general education knowledge block , built for 2nd year non-linguistic students studying the integrated program . The module provides students with language knowledge and vocabulary at the high intermediate level (B2) through topics such as culture, lifestyle, astronomy and human perception...

❖ Meet the training program output standards: PLO6 (R)

12.10 English 4 3 credits

❖ Pre-study module : English 3

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:*

After completing this module, students will understand and apply the language knowledge they have learned to develop language skills and form English communication

reflexes at the high-intermediate level (B2); Apply knowledge of grammar along with rich vocabulary on topics such as education, media, design, business and basic science to read and understand documents, develop logical ideas when writing paragraphs Long documents such as articles, letters of request, proposals related to topics learned , good communication in diverse situations. In addition, students also develop good skills in working in pairs and groups, and have a positive and proactive attitude to better prepare for future work.

- *Synopsis:*

The English 4 module belongs to the general education knowledge block, built for 2nd year non-language major students studying the integrated program . The module provides students with language knowledge and vocabulary at upper intermediate level (B2) , used in fields as diverse as education, media, design, business and basic sciences.

- ❖ Meet the training program output standards: PLO6 (R)

12.11 English 5 3 credits

- ❖ Pre-study module : English 4
- ❖ Summary of objectives and content of the module :
 - *Objectives of the module:*

After completing this module, students will be able to apply language and communication skills in business through practicing all skills: listening, speaking, reading, writing: reading and understanding documents, developing Logical ideas when presenting in an office environment, writing emails to exchange with partners in familiar situations, applying language in communication on issues such as brand recognition, job search skills, through that develops students' understanding of the business world. In addition, students can apply the knowledge they have learned to do exercises and real-life situations in pairs and groups to develop initiative, better respond to future work, and form reflexes. Communicate in English in a business environment at the intermediate level.

- *Synopsis:*

module belongs to the general education knowledge block, built for 3rd year non-linguistic students studying the integrated program . The module provides learners with practical knowledge in the working environment demonstrated through content in specific workplace situational exercises. The module also helps learners expand their vocabulary, grammatical structures, and frequently used sentence structures through topics in the economic field such as organization, branding, employment, and business tactics . . . at intermediate level.

- ❖ Meet the training program output standards: PLO6 (R)

12.12 English 6 3 credits

- ❖ Pre-study module : English 5
- ❖ Summary of objectives and content of the module:
 - *Objectives of the module:*

After completing this module, students can apply language and communication skills in business through practicing all skills: listening, speaking, reading, writing; Apply learned knowledge to read and understand documents, develop logical ideas when presenting in an office environment, write emails to exchange with partners in familiar situations, and develop students' understanding about the business world. In addition, students can apply the knowledge they have learned to do exercises and real-life situations in pairs and groups, proactively respond better to future jobs, and form English communication reflexes. in the business environment at the intermediate level.

▪ *Synopsis:*

The English 6 module belongs to the general education knowledge block, built for 3rd year non-language major students studying the integrated program . The module provides learners with practical knowledge in the working environment demonstrated through content in specific workplace situational exercises. The module helps learners consolidate and expand vocabulary , grammatical structures, and sentence structures frequently used in economic fields such as e-commerce, negotiation, entrepreneurship, leadership, and corporate culture. Karma, . . . at intermediate level. In addition, learners are equipped with vocabulary on topics in the field of economics to prepare well for studying majors in the following semesters.

❖ Meet the training program output standards: PLO6 (R)

12.13 Advanced Mathematics

Credits: 3

❖ Previous courses: No

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* After completing this module , students will understand the knowledge of mathematical foundations and apply mathematical tools in economic and financial analysis. Master basic knowledge to research and apply in the next modules.

▪ *Content summary :* The module *focuses on* the content about general knowledge of sets, relations and inference logic , as well as basic knowledge of Linear Algebra and Mathematical Analysis that are really necessary for accessing analytical models of production processes. Decision making in economics and management: Vector spaces ; Matrices and determinants; System of linear equations; Functions and limits ; Differential calculus for functions of one variable; Multivariable function; Extreme problems; integral calculus; Differential equation.

❖ Meet the training program output standards: PLO1(I), PLO5(R)

12.14 Applied informatics

Credits: 4

❖ Previous courses: No

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* After completing this module, students will develop and improve necessary digital skills such as drafting technically correct documents ; design

standard scientific reports; Prepare impressive presentations; exploit and process data with spreadsheets, search for documents on the Internet effectively, thereby applying it to future learning and working activities. In addition, students can also apply necessary knowledge and skills such as exploiting and using cloud space; use online software (online app); Design an online survey form and collect and process survey results to adapt to the 4.0 Industrial Revolution.

▪ *Content summary:* The Applied Informatics module develops technical and standardized document editing skills; present scientific reports; Prepare impressive presentations; Process data with spreadsheets, analyze data, search documents on the Internet. Through this module, learners can develop digital skills such as exploiting the cloud space; use online software; Design an online survey form. In addition, the module also equips learners with knowledge to adapt to the 4.0 Industrial Revolution such as digital transformation, big data, artificial intelligence, cloud computing, blockchain, Internet of Things and other technologies. Another highlight in the digital era . In addition, the Applied Informatics module ensures to provide knowledge to support the school's Informatics output standards.

- ❖ Meet the training program output standards: PLO2 (R)

12.15 Microeconomics

Credits: 3

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:
 - *Objectives of the module:*

After completing this module, students understand the concepts of supply and demand, consumer decision making, and the operation of different types of markets; How businesses make decisions in different types of markets.

- *Synopsis:*

Microeconomics focuses on a number of important contents such as basic economic issues about the market: Theory of demand and supply; Elasticity of demand and supply , L theory of consumer behavior ; Theory of production, costs and profits of enterprises ; Supply and demand relationships of labor, capital, and land in the input factor market; Decisions about prices, output and competitive strategies of businesses operating in different markets as well as the limitations of the market economy and government intervention.

- ❖ Meet the training program output standards: PLO1(I), PLO5(R), PLO9(R)

12.16 Macroeconomics

Credits: 3

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:
 - *Objectives of the module:*

After completing this module, students understand how the overall economy operates; Identify indicators to measure macroeconomic variables; Explain the interactive relationship between macroeconomic indicators and evaluate the impact of government policies to regulate the economy to help the economy stabilize and grow...

- *Content summary* : The macroeconomics module introduces some basic content such as measuring total output and price levels of the economy; Aggregate demand and fiscal policy; Currency and monetary policy; Aggregate supply and business cycle; factors regulating economic growth; Unemployment and inflation; Aggregate supply, aggregate demand and macroeconomic balance; Analyze macroeconomic issues of an open economy including balance of payments, exchange rates , trade policy and macroeconomic policy coordination in an open economy.

- ❖ Meet the training program output standards: PLO 1(I), PLO 5(R), PLO 9(R)

12.17 Accounting principles

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:*

- Understand the basic contents of accounting.

- Apply accounting processes and methods to handle economic transactions arising in the enterprise.

- Be conscious of compliance with accounting principles and legal regulations. Autonomy in giving opinions and comments on accounting-related situations.

- *Summary of module content:* Accounting principles is a module that provides learners with basic knowledge of accounting; Apply accounting methods to reflect the basic business operations of a unit. The accounting methods mentioned include: Accounting documents, inventory, calculating prices of accounting objects, accounts, double-entry bookkeeping and general accounting balance. The basic accounting knowledge of the module helps learners continue to study accounting and auditing more deeply, and at the same time can apply it to support professional fields in the economic sector. .

- ❖ Meet the training program output standards: PLO1 (R) , PLO5 (R), PLO9 (R)

12.18 Principles of marketing

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:*

The module provides students with basic knowledge about marketing including concepts, roles, principles, processes and marketing mix contents . Based on basic knowledge, students can identify and differentiate marketing activities in practice. Besides, students can propose and evaluate marketing activities of businesses. After finishing the

module, students can also develop their learning skills and do deeper self-study on marketing as well as be ready to guide and support others in researching and practicing marketing activities at a higher level. basic.

- *Internal summary content:*

The content of the Marketing Principles module includes 9 chapters, first of all clarifying basic concepts of marketing such as concepts, roles, functions and processes of marketing , concepts of marketing mix , ethical issues in marketing . marketing activities as well as marketing changes in the current context . The module also analyzes the content of marketing activities such as analyzing the marketing environment , analyzing customer behavior through market research activities, selecting target markets, building marketing strategies and departmental strategies. including product strategy, pricing strategy, distribution strategy and promotion strategy.

- ❖ Meet the training program output standards: PLO1(I), PLO5(R), PLO9(R)

12.19 Management Studies

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:*

After completing the module, learners will have an overview of theoretical and practical knowledge about the organization's management activities such as analyzing the management environment, planning, implementation, and leadership. , check and evaluate work results. In addition to basic knowledge, management skills will help learners develop the ability to analyze and solve problems in organizations aiming for high efficiency and relative stability of the organization. Learners are able to apply knowledge and management skills to perform a number of tasks, have a sense of responsibility, and work cooperatively individually and in groups to improve the effectiveness of related professional activities. in future work .

- *Synopsis:*

The Management module belongs to the basic industry knowledge in the training program for business administration and other economic sectors. Management is the study of management functions in organizations 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. At the same time, this module creates a premise for learners to propose options and ways to solve organizational management problems.

Teaching organization form: students learn theory in class with lecturers; At the same time, practice management skills through exercises and group discussions with the guidance and supervision of the lecturer in charge of the module during and outside of class hours .

- ❖ Meet the training program output standards: PLO1(I), PLO5 (I), PLO10 (R)

12.20 Currency - Banking and Financial Markets Credits: 3

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students can understand issues related to currency, inflation, credit, interest rates, exchange rates and issues related to the financial system; How commercial banks and central banks operate in the financial system. Students can calculate and solve basic economic problems such as calculating interest rates, rates of return, choosing investment opportunities as well as making personal judgments on issues related to money. , banking, financial markets through real situations.

- *Synopsis:* The module content will generalize the categories related to Finance - Currency - Banking, terms associated with daily economic activities: Currency, interest rates, bank credit, exchange rates. prices, inflation, capital,... Besides the goods and service markets, there are also financial markets, which are indispensable components in the economy and are also markets that have a strong impact on efficiency. results of the whole economy. These markets regulate capital flows for all economic activities, provide additional investment opportunities, risk protection tools and contribute to increasing liquidity for the whole economy. Typical financial markets include: bond market, stock market, currency market, capital market, etc. The module also provides basic practice exercises on investing such as: calculating rate of return of an investment, compare investment opportunities, compare benefits and risks, make basic investment decisions based on market signals .

- ❖ Meet the training program output standards: PLO1(I), PLO5(R), PLO9(M)

12.21 Probability theory and applied statistics Credits : 3

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:*

After completing this module , students understand basic knowledge about random quantities, random sample theory, estimation problems and statistical testing. Build and present probability and statistical models to solve related problems in the fields of economics, finance and management.

- *Synopsis:*

The probability theory section introduces the regularity of random phenomena *and* how to calculate the probability of random events and the characteristics of random variables. The mathematical statistics section includes the following contents: Random samples, Estimating sample parameters , testing statistical hypotheses and applications in researching practical problems in general and economic problems in particular.

- ❖ Meet the training program output standards: PLO 1(I), PLO 5(R)

12.22 Principles of valuation**Credits: 3**

❖ Previous module: Microeconomics

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* The module provides general knowledge about valuation, about assets, valuation methods, value and factors affecting asset value, knowledge about valuation reports. Learners will Proficiently practice asset value calculations, have reading comprehension skills, and analyze given valuation reports. Learners practice self-control, self-responsibility, eager to learn, and strive to accumulate knowledge and experience to improve their professional qualifications.

▪ *Synopsis:* The module equips students with basic knowledge about asset valuation, on that basis, helping students have enough knowledge to continue studying modules such as equipment valuation, enterprise valuation, Intangible asset valuation, process and completion of an asset valuation report. Learners can practice market surveys, learn about factors affecting property value, build coefficients and apply simple real estate asset valuation methods.

❖ Meet the training program output standards: PLO3(M), PLO7(M), PLO9(M)

12.23 Public Finance**Credits: 3**

❖ Previous courses: No

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* Helps learners identify concepts and issues related to the field of public finance; Helps learners master and reproduce in their own language the rules of public finance; Helps learners systematize the knowledge of the Module in the overall body of knowledge related to the public sector; and help learners evaluate the operating status of public finance in practice.

▪ *Synopsis:* The course introduces an overview of public finance and methods of researching and analyzing public finance. Government spending programs are considered public goods as well as policies to handle externalities of the economy are analyzed from the perspective of efficiency as well as social equity; expressed through a system of opinions and debates about income distribution. The Government's main source of funding is taxes, which are also included in the framework of analysis of local and general balance with the economy. The module closes with analysis of public financial balance and the meaning of deficit financing measures .

❖ Meet the training program output standards: PLO3(M), PLO7(M), PLO9(M)

12.24 Tax**Credit: 3**

❖ Previous courses: No

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* After completing this module, students can present general knowledge of the theoretical basis of taxes, the State's tax management, and the

basic content of the Law on taxes. Master basic knowledge and know how to improve expertise in taxes in an in-depth way. In addition, students can also apply tax calculation methods to do exercises, solve situations as well as apply them to real work .

- *Content summary:* The module provides students with background knowledge and theory about taxes to help students understand why taxes exist; the development process of Vietnam's tax system and especially the specific contents of the main tax laws being applied today such as value added tax, special consumption tax, corporate income tax, personal income tax... The module also equips students to read and understand tax documents.

- ❖ Meet the training program output standards: PLO3(M), PLO7(M), PLO9(M)

12.25 Stock market Credits : 3

- ❖ Previous module: Currency - Banking and Financial Markets

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students can trade securities on the stock market. Students can also evaluate securities as a basis for making investment decisions; Analyzing, evaluating and advising businesses on what type of securities to issue, in what form, whether to list or not on the stock market to suit the actual situation of the business. In addition, students can also apply knowledge of conducting brokerage activities at securities companies and handle situations in brokerage activities.

- *Synopsis:* The module introduces the birth and importance of the stock market in the economy. The module presents and describes the types of goods on the stock market; how the stock market is organized and operates; Securities Company; securities investment funds; Information system, inspection and supervision of the stock market. The module also introduces and describes securities valuation methods as a basis for making investment decisions.

- ❖ Meet the training program output standards: PLO3 (M) , PLO7 (M) , PLO9 (M)

12.26 Principles and practice of insurance

Credits: 3

- ❖ Previous module: Currency, financial markets and banking

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Students understand the basic concepts and operating principles of insurance and main insurance operations in the insurance market. Analysis and assessment of challenges and opportunities in the insurance market and Vietnamese insurance businesses. Apply knowledge about insurance operations (life, non-life) in life and work .

- *Content summary:* The module provides students with basic knowledge about commercial insurance; The necessity of insurance for socio-economic purposes; Basic operating principles of insurance; Laws related to insurance; Insurance market operations; Main insurance operations, unique characteristics of each operation (property, people, liability).

- ❖ Meet the training program output standards: PLO3 (M) , PLO7 (M) , PLO9 (M)

12.27 Financial markets and institutions Credits: 2

- ❖ Previous courses: Currency, financial markets and banking

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Equip learners with knowledge about the operations of the financial market in general and specific market segments including: stock market, debt securities market and derivatives market. born. Activities and risks of typical non-bank institutions, including: securities companies, insurance companies, financial companies, financial leasing companies, investment funds, pension funds. Helps learners practice professional skills: Calculate and solve basic investment problems in financial markets. Identify issues related to currency, banking and financial markets based on real situations. Based on the accumulation of foundational knowledge, students develop skills in identifying, analyzing and solving practical problems in financial markets and non-bank financial institutions. In addition, students develop critical thinking and self-study ability, contributing to the formation of specific professional ethics in the trained field.

- *Content summary:* The module provides knowledge about: Macro structure, functions and operating principles of the financial system; Microstructure, functions, operating principles of each specific financial market, including: stock market, debt securities market and derivatives market; Structure, operating principles and basic operations in each specific non-financial institution, including: insurance companies, pension funds, financial companies, mutual investment funds, lending companies. financial lease; Types of risks of financial institutions: Market risk, interest rate risk, credit risk, liquidity risk and exchange rate risk.

- ❖ Meet the training program output standards: PLO3 (M) , PLO7 (M) , PLO9 (M)

12.28 Corporate finance Credits: 3

- ❖ Previous module: Currency, financial markets and banking

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will know the goals of corporate finance, understand and calculate monetary value over time, analyze and evaluate funding sources for businesses. , planning funding sources in businesses, managing short-term assets, valuing securities and financial appraisal of long-term investment projects at home and abroad.

- *Content summary:* Corporate finance is a necessary specialized module for students studying Finance and Banking. The module equips students with financial knowledge in businesses about monetary value over time, stock valuation, cost of capital, long-term investment in businesses and working capital management of businesses. to support decision making in financial management in businesses

- ❖ Meet the training program output standards: PLO3 (M), PLO7 (M), PLO9 (M).

12.29 Commercial bank**Credits: 3**

- ❖ Previous module: Currency - Banking and Financial Markets

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students can understand an overview of commercial banking activities and analyze theoretically and technically the operations of modern commercial banks. The module provides a knowledge base for graduates to be able to take on job positions at banks such as: teller, credit, international payment, treasury.

- *Synopsis:* The content of the module will generalize the organization and operation of commercial banks. The module focuses on studying the concepts, characteristics, roles and business techniques of banking such as: capital mobilization, credit granting, payment, and foreign exchange trading. In addition, learners have the opportunity to access core banking simulation software in the practice room to have real-life experiences about the working environment at a bank. In addition, the module also equips students with the necessary knowledge about short-term, medium and long-term credit operations in commercial banks today. The module is designed to provide students with basic foundational knowledge to create conditions for students to easily access the working environment at commercial banks upon graduation. Students can apply the knowledge they have learned in practical work at commercial banks in particular as well as intermediary financial institutions in general.

- ❖ Meet the training program output standards: PLO3 (M) , PLO7 (M) , PLO9 (M)

12.30 International Finance**Credits: 3**

- ❖ Previous courses: Business Finance

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* After completing this module, students can recognize and explain basic issues of macro-international finance based on international parity theories, analysis and forecasting. exchange rate fluctuations as well as choosing appropriate exchange rate risk prevention tools . Students will confidently work at domestic and foreign businesses, and can promote creative and flexible thinking in making financial decisions when buying/selling foreign currencies, preventing exchange rate risks . prices as well as choosing forms of foreign exchange business suitable to the fluctuations of the international financial market.

- *Content summary :* International Finance is an important module in the industry knowledge block of the Finance and Banking industry. The module provides students with basic knowledge about international financial markets, capital movements between countries, currency derivatives markets with issues related to exchange rate fluctuations and risk prevention. exchange rate risk . In addition, the module content also explains and clarifies the correlation between markets and national economies through theories of international equality between prices, interest rates and exchange rates . At the same time, factors affecting exchange rates, the international monetary system and the Government's

exchange rate policy options in relation to monetary policy, financial integration, and foreign trade policy will also be analyzed. accumulation. In addition, the module also focuses on practicing discussion, analysis and handling of situations related to international financial relations; exchange rate risk management in international trade or investment activities; as well as solutions to respond to global financial crisis issues.

- ❖ Meet the training program output standards: PLO3(M), PLO7(M), PLO9(M)

12.31 Econometrics

Credits: 3

- ❖ courses : Advanced mathematics, probability theory and applied statistics
- ❖ Summary of objectives and content of the module:
 - *Objectives of the module:*

The module provides basic knowledge about correlation and regression analysis; Build an estimation model and test the regression coefficients; Test the fit of the model and hypotheses on the models. Applying analysis and forecasting to issues related to Finance, economics and management. Serve as a foundation tool for the following modules.

- *Synopsis:*

The course provides techniques for estimating and calibrating multivariate regression models, and how to analyze the technical and economic correctness of the model. The module also equips students with how to apply quantitative analysis tools to a number of basic economic and business administration issues based on the use of specialized software and Vietnamese databases. .

- ❖ Meet the training program output standards : PLO3(M), PLO7(M), PLO9(M)

Specialized business finance

12.32 Professional practice 1

Credit: 3

- ❖ Previous modules: Commercial banking; Business Finance; Stock market; Principles and practice of insurance
- ❖ Summary of objectives and content of the module:
 - *Objective of the module:* Help students apply theoretical knowledge into practice through researching and solving specific professional problems related to their major. Create conditions for students to have a training environment, the ability to self-research, and adapt to work after graduation.
 - *Content summary:* Students fully participate in practical activities related to the field of finance and banking. Professional practice activity 1 is carried out according to the cooperation plan of the enterprise and school through many different forms such as: field visit activities at the enterprise; or research published documents through observation, research and operations on some financial operations of the enterprise. At the end of this activity, students complete Professional Practice Report 1 to provide an overview and comments on issues such as position, role, organizational structure, products of the unit,

etc. related to businesses/banks/insurance/securities or other units with activities related to the finance and banking industry.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.33 Professional practice 2

Credits: 3

- ❖ Previous module: Professional practice 1
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing Professional Practice module 2, students will consolidate and evaluate their theoretical knowledge through practical activities related to the field of finance and banking: Consolidate and evaluate their knowledge. theoretical knowledge through practical activities related to the field of finance and banking; Apply the knowledge learned to be able to evaluate practical activities; Identify issues such as position, role, organizational structure, unit products, operating processes, new trends... related to the finance - banking industry.

- *Synopsis:* Professional practice 2 is a mandatory requirement in the bachelor's degree program in Finance and Banking to help students consolidate and evaluate theoretical knowledge through practical activities related to the field. finance – banking. In this module, students are required to fully participate in practical activities related to the field of finance and banking. Professional practice activity 2 is carried out according to the cooperation plan of the enterprise and school through many different forms such as: field visit activities at the enterprise; or research published documents through observation, research and operations on some financial operations of the enterprise. At the end of this activity, students are required to complete Professional Practice Report 2 to identify, evaluate and compare issues such as position, role, organizational structure, products of the unit ,related to the finance and banking industry.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.34 Advanced Corporate Finance

Credits: 3

- ❖ Previous module: Corporate finance
- ❖ Summary of objectives and content of the module:

- *Objective of the module:* After completing this module, students can work at businesses make decisions: choose fixed asset investment options; debt use plan; Determine the increase in enterprise value when the enterprise implements a dividend stabilization policy, a dividend surplus policy, or the enterprise's capital structure; In addition, students can also analyze the financial situation of a business, make a short-term financial plan or a long-term financial plan of the business.

- *Synopsis:* Advanced Corporate Finance is an important specialized module of the Finance and Banking industry; There is a lot of content related to other modules such as

- , Financial Mathematics, Corporate Financial Analysis. The module content will generalize concepts, terminology, and financial activities in businesses. The module will

focus on researching and evaluating the effectiveness of financial decision making: business leverage, financial leverage, dividend payment policy, target capital structure, financial analysis and planning. for Business.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.35 Financial risk management

Credits: 3

- ❖ Previous modules: International Finance, Corporate Finance
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* Students who complete the module will be able to: Understand the basic knowledge of financial risk management; Identify and control various types of financial risks in businesses and banks; Comply with legal risk regulations in work practices.

- *Content summary:* The Financial Risk Management module is designed as a specialized module for the Finance - Banking bachelor's training program. This module aims to provide knowledge and skills to apply derivative financial instruments to financial risk management for businesses and commercial banks. Specifically, this module equips students with knowledge about: identifying types of financial risks arising in the operations of businesses and commercial banks, applying derivative financial tools to manage Managing price fluctuation risks, interest rate risks and exchange rate risks for businesses and commercial banks. In addition, the module also provides students with knowledge and tips for managing risks due to the use of debt, investment risks, credit risks and liquidity risks for businesses and commercial banks. commercial.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.36 Corporate Financial Analysis

Credits: 3

- ❖ Previous courses: Business Finance
- ❖ Summary of objectives and content of the module:

- *Objectives of the module :* After completing this module, students will: Understand the goals, content and methods of corporate financial analysis ; Understand the structure, content and relationships between financial reports ; Analyze the situation of capital mobilization and capital use ; Analyze asset and capital fluctuations ; Analyze ability to pay ; Analyze production and business performance results and influencing factors ; Analyze the efficiency of asset and capital use ; Analyze cash flow situation and ability to create money ; Analyze risks to businesses ; Forecast corporate finances.

- *Content summary:* The Corporate Financial Analysis subject provides learners with the most basic knowledge about financial analysis and the conditions for making decisions after financial analysis. The main content of the Module focuses on introducing knowledge, skills, and methods of financial analysis from the perspective of a corporate financial administrator, focusing on 3 basic financial activities of an enterprise: production and business, financial activities and investment activities. The module also provides a system of financial indicators used for analysis including: Indicators reflecting solvency,

operating performance, capital balance and profitability. From the results of financial analysis, from the perspective of corporate financial administrators, the module also guides how to propose solutions to help businesses improve their financial situation, thereby building a financial plan. short-term financial statements and forecasts.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.37 Financial Modeling

Credits: 3

- ❖ Previous modules: Corporate financial analysis, Corporate finance; Markets and financial institutions
- ❖ Summary of objectives and content of the module:

- *Objective of the module:* After completing this module, students working at a business will be able to create application models in corporate financial management such as asset management, selection of and support investment decisions, borrowing and repaying medium and long-term loans, stock valuation models, building investment portfolios suitable to investors' risk appetite, and financial planning enterprise

- *Content summary:* This module equips you with knowledge of applying Excel spreadsheet software for financial management. Learners know how to use Excel to solve financial problems, build models for financial management such as break-even point, financial risk management, building optimal investment portfolios, building and financial appraisal of investment projects, asset management, building loan and loan repayment models, and stock valuation models.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.38 Financial investment

Credits: 3

- ❖ Previous modules: Corporate finance ; Markets and financial institutions
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students have the necessary knowledge and skills to make investment decisions in bonds and stocks ; Set up and manage a financial investment portfolio.

- *Content summary :* Financial investment is a specialized module of the Finance and Banking industry; Equipped with knowledge about portfolio theory, capital asset pricing model (CAPM), multi-factor model and arbitrage theory. The module also helps learners know how to evaluate and analyze stocks, bonds, derivatives, know how to determine profitability and risks in investment, steps to build an investment portfolio, evaluate and manage an investment portfolio.

- ❖ Meet the training program output standards: PLO4 (A) , PLO8 (R) , PLO10 (M)

12.39 Financial appraisal of investment projects

Credits: 3

- ❖ Previous modules: Corporate finance ; Markets and financial institutions
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will have an overview of investment projects, ways to classify projects, steps in the project establishment and appraisal process, roles and responsibilities. Necessity of project appraisal; Grasp the project financial framework, content affecting cash flow, be able to build costs and establish project cash flow; Grasp perspectives in project cash flow appraisal. Students understand and apply criteria in project appraisal. Students grasp the impact of inflation on projects and how to evaluate a project when there is an impact of inflation. Students apply methods used in project risk assessment and analysis.

- *Content summary :* Financial appraisal of investment projects is an elective specialized module of the Finance and Banking major; There is a lot of content related to other modules such as corporate finance, investment capital budgeting... The subject Financial appraisal of investment projects includes basic knowledge and general theoretical issues about the project. investment project ; The contents need to be researched to determine cash flow, project evaluation and selection criteria, the impact of inflation on the project and consider and analyze risks for investment projects.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.40 Investment capital budget planning

Credits: 3

- ❖ Previous modules: Corporate finance ; Markets and financial institutions

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* After completing this module, students working at a business will understand why capital budgeting is so important for a business and understand the principles of planning. capital budget, implementing the capital budget planning process.

- *Content summary:* Capital budgeting is an elective course in the Corporate Finance major, equipping students with knowledge about capital budgeting, project cash flow construction, and appraisal. project based on project evaluation criteria, calculating the cost of capital in the condition of not changing the financial structure of the enterprise and when there is new investment, the structure of capital sources can change, budget planning Investment capital policy in terms of limited and unrestricted investment capital, project risk analysis.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.41 Consolidation and merger

Credits: 3

- ❖ Previous modules: Corporate finance ; Markets and financial institutions

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* The module aims to equip learners with knowledge related to the M&A process and its important stages; At the same time, it helps learners practice skills in valuing M&A transactions, acquisition and anti-acquisition tactics, and finding transaction financing. After finishing the module, learners are able to:

- *Content summary:* Consolidation and merger is a module in the Corporate Finance major. As we know, to implement business strategies, companies have many

implementation tools such as investing in real assets and financial investments to improve competitiveness. One such tool is Mergers and Acquisitions (M&A). Through M&A, a business can increase its growth rate and market access, taking advantage of opportunities from the external environment. However, M&A also faces many challenges related to choosing a suitable target, valuation, detailed appraisal, negotiation and negotiation, finding suitable funding sources... and most importantly, integration. after merger. Understanding the M&A process, the important stages of this process, as well as mastering valuation techniques, acquisition and anti-acquisition tactics will increase the probability of success of an M&A transaction. This module tries to support learners with the necessary knowledge and skills mentioned above.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.42 Corporate financial strategy

Credits: 3

- ❖ Previous modules: Corporate finance ; Markets and financial institutions
- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Identify the stages in the life cycle of a business based on the level of information transparency and cash flow situation of the business . Assess business risks and financial risks associated with a business's investment and financing decisions in each stage of the business's life cycle. Provide investment, financing and profit distribution strategies for each stage of the business life cycle with the goal of maximizing company value.

- *Content summary:* This module equips students with knowledge to help them understand the life cycle of a business and analyze signs to identify stages in the life cycle of a business and the risks associated with them. with financial decisions corresponding to each business life cycle. The module also provides basic principles of financial strategic planning and financial strategic planning content corresponding to each stage in the life cycle with the goal of maximizing company value.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

Specialization : Banking

12.43 Professional practice 1

Credit: 3

- ❖ Previous modules: Commercial banking; Business Finance; Stock market; Principles and practice of insurance
- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Help students apply theoretical knowledge into practice through researching and solving specific professional problems related to their major. Create conditions for students to have a training environment, the ability to self-research, and adapt to work after graduation.

- *Content summary:* Students fully participate in practical activities related to the field of finance and banking. Professional practice activity 1 is carried out according to the cooperation plan of the enterprise and school through many different forms such as: field

visit activities at the enterprise; or research published documents through observation, research and operations on some financial operations of the enterprise. At the end of this activity, students complete Professional Practice Report 1 to provide an overview and comments on issues such as position, role, organizational structure, products of the unit, etc. related to businesses/banks/insurance/securities or other units with activities related to the finance and banking industry.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.44 Professional practice 2

Credits: 3

- ❖ Previous module: Professional practice 1
- ❖ Summary of objectives and content of the module:

- *Objectives of the course* : After completing Professional Practice module 2, students will consolidate and evaluate their theoretical knowledge through practical activities related to the field of finance and banking: Consolidate and evaluate their knowledge. theoretical knowledge through practical activities related to the field of finance and banking; Apply the knowledge learned to be able to evaluate practical activities; Identify issues such as position, role, organizational structure, unit products, operating processes, new trends... related to the finance - banking industry.

- *Synopsis* : Professional practice 2 is a mandatory requirement in the bachelor's degree program in Finance and Banking to help students consolidate and evaluate theoretical knowledge through practical activities related to the field. finance – banking. In this module, students are required to fully participate in practical activities related to the field of finance and banking. Professional practice activity 2 is carried out according to the cooperation plan of the enterprise and school through many different forms such as: field visit activities at the enterprise; or research published documents through observation, research and operations on some financial operations of the enterprise. At the end of this activity, students are required to complete Professional Practice Report 2 to identify, evaluate and compare issues such as position, role, organizational structure, products of the unit , ... related to the Finance - Banking Industry.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.45 Credit appraisal Credits

: 3

- ❖ Previous module: Commercial banking
- ❖ Summary of objectives and content of the module:

- *Objectives of the module*: After completing this module, students working at banks can practice the content and techniques of credit analysis in practice at commercial banks. In addition, students can apply techniques to assess legal capacity and financial capacity for individual and corporate customers. From there, it is applied to complete credit appraisal reports for bank customers. In particular, students are also equipped with knowledge of soft skills in customer contact, and in-depth math and finance skills in appraising documents provided by customers.

- *Synopsis:* The module content will overview the components and characteristics of the banking market - credit sector. Apply the provided knowledge to calculate loan interest rates and credit limits. Appraise the authenticity and analyze the client's legal capacity . Verify the authenticity and analyze the customer's financial capacity . Evaluate the feasibility of the customer's production and business plan/project to borrow capital . Practice specific credit ratings for customers in the bank. Understand and analyze the risks that banks face when agreeing to grant credit to customers.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.46 International payment

Credits: 3

- ❖ Previous module: Commercial banking
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will be able to review sets of documents according to content, number of types, and different properties depending on the customer's international transaction needs and the characteristics of each payment method. The International Payments module aims to train students to become payment agents of International Payments departments at commercial banks. In addition, learners can undertake jobs related to import-export payments at domestic and foreign enterprises.

- *Synopsis:* The International Payments module will provide students with the necessary knowledge about transaction documents, international trade practices and current popular international payment methods such as: Money transfer methods, Payment methods. collection payment, Documentary credit payment method, Cross-border payment, Non-trade payment, Open account, CAD. The module helps students gain an overview of agent banking operations, classify financial documents, commercial documents, and risks in international payment activities. The content of each chapter will help students understand and flexibly apply international payment methods and how to review the validity of transaction documents according to each method.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.47 Bank administration

Credits: 3

- ❖ Previous module: Commercial banking
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will have knowledge related to operational management of a commercial bank. Specifically, students understand and grasp banking management techniques in areas such as capital management, debt, assets, liquidity, credit, investment, and business performance. Besides, students will develop the skills to recognize, analyze and evaluate business activities of commercial banks. Especially using advanced banking management techniques from developed countries in the reality of Vietnam's banking system.

- *Synopsis:* The module introduces an overview of modern banking operations, trends affecting banking business activities as well as models of organizational management and operations in the banking system. In addition, the module will also present the content of management methods in capital mobilization activities, equity capital management and capital safety, liquidity management, credit operations management, and operations management. investment, interest rate risk management.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.48 Risk management in banking and Basel Credits: 3

- ❖ Previous module: Commercial banking

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* Equipping students with knowledge about risk management in banking business activities. After completing this module, students will be able to identify, analyze, measure and control risks in commercial banking operations. Besides, equipping students with knowledge to know and comply with risk management regulations of law and commercial banks in work practice.

- *Synopsis:* This module provides students with the necessary knowledge and skills related to risk management content such as identifying, measuring, monitoring and controlling risks in commercial banking operations. . In addition to the techniques that commercial banks use to evaluate, as well as the risk measurement tools that the Risk Management in Banking and Basel module mentions, the module will also introduce methods Risk management according to the regulations and standards of the Basel Accord, especially the frameworks applicable to the Vietnamese banking system.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.49 Credit rating Credits : 3

- ❖ Previous module: Commercial banking

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will understand and apply professional knowledge in the field of credit rating operations: basic knowledge about the history of credit rating activities in the world. From there, students understand and analyze the process of developing credit rating activities and the process of implementing credit ratings in banks in Vietnam.

- *Synopsis:* Equipping students with basic knowledge about credit ratings in the world and being able to perform credit ratings for individual and corporate customers at Vietnamese commercial banks. Apply knowledge of soft skills in customer contact, in-depth math and finance skills in evaluating documents provided by customers. Students must be able to distinguish real records from fake records; Know how to get information from third parties and parties related to customers to increase the accuracy of credit rating records, thereby minimizing risks in granting credit at banks.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.50 Investment Banking Credits : 3

❖ Previous module: Commercial banking

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* The goal of the module is to help learners equip basic knowledge about investment banking and investment banking operations. Through this, you can work in positions related to operations at investment banks such as: capital mobilization support operations, business mergers and acquisitions operations, and financial management operations. assets, wholesale banking operations, business consulting operations, brokerage operations.

▪ *Synopsis:* Investment Banking is a module that covers the operations of investment banking. The main content of the module is to introduce an overview of investment banking and delve into the operations of investment banking. Professionals equipped for students include: capital mobilization support operations, business mergers and acquisitions operations, asset management operations, wholesale banking operations, business consulting operations , brokerage business.

❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.51 Central Bank Credits: 3

❖ Previous modules: Currency - Banking and Financial Markets; Commercial Bank

❖ Summary of objectives and content of the module:

▪ *Objectives of the module :* After completing this module, students working at the Central Bank can apply knowledge to perform Central Bank operations ; Participate in building and implementing monetary policy and inspecting and supervising banking activities to achieve monetary policy goals and stabilize banking system operations. When working at a commercial bank, students apply knowledge to carry out commercial banking activities to ensure that the operations of the Central Bank comply with the regulations of the Central Bank. .

▪ *Content summary:* The Central Banking module is an important specialized module in the banking industry training program; related to the modules Currency, banking and financial markets, and commercial banking. The module will focus on studying basic theories about the Central Bank ; monetary policy operations of the Central Bank as well as the operations of the State Bank of Vietnam and the practice of operating monetary policy of the State Bank of Vietnam.

❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.52 Foreign exchange trading Credits: 3

❖ Previous modules: Currency - Banking and Financial Markets; Commercial Bank

❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students working at banks can perform the following operations: Banks provide foreign currency buying/selling services for import and export customers. export, banks do their own business and earn profits. When working at businesses, especially import-export businesses, students can perform operations at the business: make correct financial decisions when buying/selling foreign currency; Borrow/deposit foreign currency as well as prevent exchange rate risks and choose payment currency in foreign trade transactions.

- *Content summary:* Foreign exchange trading is a module that will summarize the organization, operations, concepts, terminology, and trading practices used in the foreign exchange market. The module will focus on studying concepts, characteristics, trading practices and applying foreign exchange trading transactions in practice, including foreign exchange transactions: spot, forward, futures, and swaps. , choice.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.53 Bank accounting Credits

: 3

- ❖ Previous modules: Currency - Banking and Financial Markets; Commercial Bank

- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Present basic knowledge about concepts, characteristics, functions, tasks, roles, principles, organization of accounting work, legal environment and present information to the public. financial reporting in the field of banking accounting; Compare accounting objects in the field of banking accounting; Apply accounting principles and methods to implement basic accounting processes in banking; Check the basic process for handling accounting operations for hypothetical situations in the field of banking accounting.

- *Content summary:* This module provides learners with knowledge about handling common operations at commercial banks such as: cash receipts and payments, capital payments between banks, mobilization capital, credit granting, foreign currency trading, international payments and determining business results of commercial banks.

- ❖ Meet the training program output standards: PLO04(A), PLO08(A), PLO10(M)

12.54 International Bank

Credits: 3

- ❖ Previous module: Commercial banking

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students will understand and apply professional knowledge in the field of international banking operations: Foreign exchange business; International money transfer; Export and import foreign currency; International credit and international investment; Agent banking operations; International financial consulting.

- *Synopsis:* Equip students with knowledge about the organizational structure and operating principles of international banking institutions with a pivotal role in global trade

payments and international capital flows. Other related topics such as the international interbank foreign exchange market, derivatives used in international banking risk management, and country risk analysis in international banking activities will also be discussed. introduced in this module.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.55 Securities trading in financial institutions Credits: 3

- ❖ Previous module: Stock market

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* The goal of the module is to help learners equip with basic knowledge of securities trading operations in financial institutions. Learners have the skills to calculate profit and risk measurement criteria for each stock and portfolio. Have macroeconomic analysis skills, master the characteristics of economic sectors, analyze and select stocks and bonds. Have market positioning skills.

- *Synopsis:* This module provides learners with knowledge and skills about securities trading operations at financial institutions. In addition to equipping learners with knowledge about profit metrics, portfolio allocation and risk management, the module delves into macro analysis, industry analysis, company analysis and selection. stocks, technical analysis to determine market points.

- ❖ Meet the training program output standards: PLO 4(A) , PLO 8(A) , PLO 10(M)

12.56 Derivatives market Credits: 3

- ❖ Previous module: Stock market

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students can understand and analyze an overview of the world's derivatives market in general and Vietnam's derivatives market in particular. In addition, students can apply the knowledge of the module to participate in transactions in the derivatives market or work at financial institutions and securities companies.

- *Synopsis:* The content of the module is an overview of the derivatives market and some basic derivatives tools. The module focuses on studying the concepts, characteristics, trading techniques, valuation methods and applications of derivative securities contracts in practice. In addition, methods of combining individual derivatives to form a risk hedging or profit-making strategy are also mentioned in the module.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

Specialized : Customs - Import and Export

12.57 Professional practice 1 Credit: 3

- ❖ Previous module: Classification and origin of import and export goods ; Customs value

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* This module helps students gain practical experience and prepare for starting a future career. The goal of professional practice is to create conditions for students to have the opportunity to interact with reality and train their thinking ability to adapt to work in a real environment. Students will develop professional working skills, the ability to work independently, teamwork spirit, problem-solving skills and effective communication skills at work.

▪ *Content summary :* Professional practice 1 focuses on the following contents: General understanding of the unit; Observe, monitor and describe unit activities; Compare the actual operation of a unit with learned knowledge; Career orientation for yourself.

❖ Meet the training program output standards: PLO4(A), PLO (A), PLO10(M)

12.58 Professional practice 2

Credits: 3

❖ Previous module: Customs procedures

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* Professional practice 2 is a process of experiencing reality so that students, after learning a portion of specialized knowledge, will test it in a real environment. The goal of the professional practice module 2 is to create conditions for students to have the opportunity to interact with reality and train their thinking ability to adapt to work in a real environment. Students will develop professional working skills, the ability to work independently, teamwork spirit, problem-solving skills and effective communication skills at work.

▪ *Content summary: Professional practice* module 2 focuses on the following contents: Observe and describe professional operations/work in the department you are practicing; Simulate the process and procedures for performing those professional operations; Find out the necessary and sufficient conditions for knowledge, skills, and attitudes when performing professional work/professional work at agencies and units; Compare with learned knowledge, draw out what needs to be added.

❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.59 Classification and origin of import and export goods

Credits: 3

❖ Previous courses: No

❖ Summary of objectives and content of the module:

▪ *Objectives of the module:* This module equips students with basic knowledge about commodity classification operations. Equipped with basic knowledge about the harmonized commodity description and coding system, how to apply commodity codes according to the harmonized system (HS), goods classification rules of the World Customs Organization, methods Method of classifying goods according to Vietnam's Import-Export Tariff List and Tariff; Provide students with knowledge about the origin of goods. Introducing the concepts and roles of origin, non-preferential rules of origin according to Vietnamese law, rules of origin under the universal preferential tariff regime, export rules

of agreements The FTA that Vietnam is a member of is the initial foundation for research and study of specialized subjects.

- *Content summary* : The module includes: An overview of the HS convention, an introduction to the content of general rules explaining the classification of goods, Content regulating the classification of goods according to categories and tariffs Vietnam import and export ; Introducing general knowledge about the origin of goods, non-preferential rules of origin of goods, rules of origin of preferential goods in FTAs of which Vietnam is a member.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.60 Customs value

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module*: This module equips students with principles and methods for determining taxable value for exported and imported goods according to legal regulations ; Regulations on management of taxable prices of Customs authorities for imported and exported goods.

- *Content summary*: The module includes 7 chapters: Content includes principles for determining taxable prices for exported and imported goods. Content of 6 methods for determining taxable value for imported goods according to the provisions of the GATT value agreement and Vietnam's legal regulations .

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.61 Tariff policy

Credits: 3

- ❖ Previous modules: Classification and origin of import and export goods , Customs value

- ❖ Summary of objectives and content of the module:

- *Objective of the module*: Equip students with basic knowledge about taxes on exported and imported goods; Current tax management policies for Vietnam's export and import goods.

- *Content summary* : The module includes the following contents: Overview of taxes and other revenues in the customs industry ; Knowledge of export and import taxes, special income taxes , environmental protection taxes , value added taxes on imported and exported goods such as concepts, roles, taxable objects, and subjects . eligible for tax exemption, tax reduction, and tax refund.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.62 Customs management for import and export goods

Credits: 3

- ❖ Previous courses: Tariff policy

- ❖ Summary of objectives and content of the module:

- *Objectives of the course* : After completing this module, students have general to in-depth knowledge about customs procedures. Knowledge of customs declaration principles, responsibilities of customs declarants, as well as different customs declaration methods such as: paper customs declaration and electronic customs declaration for all types of import and export. The module also equips students to master customs procedures for export, import, processing, export production , temporary import - re-export, on-site import and export and other types of goods. other .

- *Content summary*: The module includes 5 chapters providing students with knowledge about risk management in the field of customs for import and export goods; In-depth knowledge of customs procedures. Knowledge of customs declaration principles, responsibilities of customs declarants, as well as different customs declaration methods such as: paper customs declaration and electronic customs declaration for all types of import and export. The module also equips students to master customs procedures for export, import, processing, export production , temporary import - re-export, on-site import and export and other types of goods. other.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.63 Protection of intellectual property rights Credits

: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module*: This module equips students with an overview of intellectual property rights, how to establish and protect intellectual property rights in general and in the field of customs, import and export .

- *Synopsis*: This module includes: general theory of intellectual property rights protection, concept of intellectual property rights, international legal basis regulating intellectual property rights, content of protecting property rights intelligence in the field of customs, handling violations of intellectual property rights.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.64 Import and export management

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module*: This module equips students with the main transaction methods in international trade; International trade conditions; International goods sales contracts and terms in international goods sales contracts; Negotiation methods are mainly used in negotiating international goods purchase and sale contracts; Process of organizing the implementation of international goods purchase and sale contracts. Students have the ability to apply the above knowledge to: Analyze and draft terms in international goods purchase and sale contracts; Analyze, explain, plan and forecast problems that arise during the negotiation process as well as organize the implementation of international goods purchase and sale contracts.

- *Synopsis:* The Import-Export Management module is related to other modules in the training major, providing basic and necessary knowledge about import-export, including: Main transaction methods in international trade ; International trade conditions; International goods sales contract; Basic knowledge of negotiating international goods purchase and sale contracts; Organizing the implementation of international goods purchase and sale contracts.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.65 Customs control

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the course :* This module equips students with basic knowledge about customs control activities in preventing smuggling and illegal transportation of goods across borders.

- *Content summary :* The module includes 05 chapters; Introduces students to basic knowledge of Customs control. The module helps students access and understand the control operations of the Customs agency with specific professional measures in preventing and combating smuggling and illegal transportation of goods across borders.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

12.66 Import-export goods management policy

Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* This module prepares students with the most general content, the most basic issues in import and export goods management policies in Vietnam and some international practices regulating technical barriers. Currently, in order to meet the requirements of international economic integration, creating openness for international trade.

- *Content summary:* The module includes 05 chapters introducing students to knowledge from general to in-depth about Vietnam's export and import goods management policies; principles for managing goods on the lists of goods banned from export and import and goods exported and imported under license or specialized management; International practices involve establishing a non-tariff barrier to manage imports and exports in member countries. The module helps students master and understand Vietnam's import and export goods management policies; Understand international regulations related to non-tariff barrier systems. Module knowledge will create a foundation for students to be aware of and have skills to comply with legal regulations on cross-border goods management policies.

- ❖ Meet the training program output standards: PLO4(A), PLO8(A), PLO10(M)

Industry supporting knowledge :

Group 1: Choose 1 of the following 3 modules

12.67 Behavioral Finance**Credits: 3**

- ❖ Previous modules: Corporate Finance, Advanced Corporate Finance
- ❖ Summary of objectives and content of the module:

- *Objective of the module:* Behavioral finance is an important module of the Finance and Banking industry. The content of the module summarizes theoretical and practical knowledge related to behavioral finance to help students apply psychology to explain investors' financial behavior and analyze investors' financial behavior. Deviations in investor decisions, behavioral finance analysis in corporate governance.

- *Content summary:* The module also introduces an overview of normative finance, analysis of psychological effects, expected utility theory, prospect theory and efficient markets to help students understand the theories of fundamental theory of behavioral finance. In addition, students will be able to read, understand, exchange and discuss many research articles published domestically and internationally in the field of behavioral finance, helping students consolidate the knowledge they have learned and develop their abilities. research skills in the field of behavioral finance.

- ❖ Meets training program output standards: PLO 3(R) , PLO 7(R) , PLO (M)

12.68 Analysis of banking business activities Credits**: 3**

- ❖ Previous module: Commercial banking
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students can apply qualitative and quantitative indicators that are widely used in evaluating banking operations; effectively use financial reports in the process of analyzing and evaluating banking business activities; Use financial reporting analysis tools to provide the most effective solutions for each area of the bank's operations .

- *Synopsis:* The Banking Business Analysis module provides learners with basic and in-depth knowledge of the banking industry's business activities: analyzing key product and service development strategies of the bank. ; financial reports of the bank's business activities; financial analysis and banking business results; Analyze risks in business activities and plan business strategies of the bank.

- ❖ Meet the training program output standards: PLO 3(R) , PLO 7(R) , PLO 9(M)

12.69 Import-export freight forwarding and transportation operations**Credits: 3**

- ❖ Previous courses: No
- ❖ Summary of objectives and content of the module:

- *Objectives of the course :* Students master the theoretical and practical knowledge of forwarding and transportation activities for import and export goods, and clearly understand the forms of forwarding import and export goods of businesses providing forwarding services . .

- *Synopsis:* The module introduces students to general to in-depth knowledge about forwarding and transporting export and import goods. The module helps students access forwarding and transportation of exported and imported goods by sea and air by learning about the characteristics of various types of sea, air and rail transport. At the same time, it also equips students with knowledge about consolidating and loading and unloading goods from containers in international forwarding services.

- ❖ Meet the training program output standards: PLO3 (R), PLO7 (R), PLO9 (M)

Group 2: Choose 1 of the following 3 modules

12.70 Financial Technology

Credits: 3

- ❖ Previous modules: Corporate Finance, Currency, Banking and Financial Markets

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* This module helps students understand basic content in the field of financial technology (blockchains , cryptocurrency , smart contracts , peer - to- peer lending , crowdfunding ...) . From there, it helps learners apply financial technology products to business practice in the 4.0 technology revolution. In addition, learners are also able to analyze the impact of technology finance on the financial performance of businesses.

- *Content summary :* Technology finance is a specialized module of the Finance and Banking industry. The 4.0 technology revolution and blockchain technology bring many modern financial services, using technology to optimize value for businesses and customers. Technology finance is increasingly popular and gradually replacing traditional financial models. The Finance and Technology subject includes basic knowledge about technology finance trends, the main products of technology finance and how businesses apply technology finance products to improve financial efficiency. .

- ❖ Meet the training program output standards: PLO3(R), PLO7(R), PLO9(M)

12.71 Digital Bank

Credits: 3

- ❖ Previous module: Commercial banking

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After completing this module, students understand the basic concepts of digital banking such as big data, blockchain, internet of things and strategies. Digital Bank; Understand the causes leading to the trend of digitalization of banking activities, opportunities and challenges for participants in providing banking services; Understand the causes, current situation and trends of digital banking in Vietnam and other countries around the world; Understand the components involved in the process of digitalizing banking operations, the challenges and opportunities of each, as well as the factors necessary for success and barriers to market entry.

- *Synopsis:* Digital banking is an inevitable trend and is within the strategic goals of most banks in the digital era . The three main causes of the trend of digitizing banking activities are (1) the increase in the number of customers using mobile devices to perform

banking services; (2) customers' increasing needs to experience seamless, convenient and low-cost financial services; (3) the emergence of financial technology companies (fintech) with advantages in price and convenience. This module provides students with knowledge about (1) the causes leading to the digital revolution and the necessity of digitizing banking activities; (2) digital technologies that banks are applying or will apply in the future; (3) actual application of digital technology in Vietnamese banks.

- ❖ Meet the training program output standards: PLO 3(R) , PLO 7(R) , PLO 9(M)

12.72 customs clearance inspection Credits: 3

- ❖ Previous courses: No

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* After finishing the module, learners have the most general content and the most basic issues in implementing post-customs clearance inspection activities in Vietnam today to meet the requirements of international economic integration. international trade, creating openness for international trade. Helps students master some post-customs clearance inspection methods and techniques.

- *Content summary:* The module introduces students to general to in-depth knowledge about auditing/post-customs clearance inspection. International practices related to post-customs clearance audit and post-customs clearance audit/inspection processes in some countries. The module helps students access post-customs clearance inspection operations of Vietnam Customs through the foundation of audit activities in compliance with Customs regulations for subjects with exported and imported goods; Techniques for collecting, analyzing, processing and managing information to minimize fraudulent commercial activities of businesses while still ensuring openness for international trade.

- ❖ Meet the training program output standards: PLO3(R), PLO7(R), PLO9(M)

Graduation: 6 credits

Specialized : Corporate Finance, Banking

12.73 Graduation thesis

Credits: 6

- ❖ Prerequisites: According to the regulations on conditions for conducting a graduation thesis of the University.

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* Create conditions for students to access real-life operations at an organization, thereby observing, comparing, learning and applying learned theory into practice. Students know how to apply theoretical knowledge into practice through research and solving specific professional problems. Train your self-research ability, and immediately adapt to real work after graduation.

- *Content summary :* students fully participate in practical activities related to the field of finance and banking. Internship activities are carried out according to the

cooperation plan of businesses and schools through many different forms such as: field visits to businesses; or research published documents through observation, research and operations on some financial operations of the enterprise. At the end of this activity, students complete a graduation thesis to determine an overview and comment on issues such as position, role, organizational structure, products of the unit,... related to N financial branches - N banking lines .

- ❖ Meet the training program output standards: PLO4(A); PLO8(A); PLO10(M)

12.74 Final internship Credits : 3

- ❖ Prerequisites: According to the University's regulations on final internship conditions.
- ❖ Previous modules: Commercial banking; Advanced corporate finance
- ❖ Summary of objectives and content of the module:
 - *Objective of the module:* Students can apply specialized knowledge to perform banking and finance operations. Students can analyze the advantages and limitations of processes and operations during the operation of the unit, and draw lessons for themselves after practice.
 - *Content summary:* The Graduation Internship module is conducted with the guidance of assigned lecturers. Students intern at a unit that is a business, bank, non-bank financial institution, state management agency in finance and currency... Students apply industry and specialized knowledge to participate in Practical activities, practicing operations in the field of finance and banking. From there, it helps students improve their skills in observing, synthesizing, evaluating information, applying learned knowledge to the operation of business activities and management of specific enterprises and solving development problems. born in practice. At the end of the internship process, students need to complete an internship report describing and analyzing the advantages and disadvantages of the unit's processes, operations, and activities that the student practiced, and at the same time summarize their experiences. about skills and knowledge to competently perform tasks and foster professional ethics in the future.

- ❖ Meet the training program output standards: PLO4(A); PLO8(A); PLO10(M)

12.75 Electronic Banking and Financial Investment Simulation Credits : 3

- ❖ Previous modules: Professional practice 1, 2,
- ❖ Summary of objectives and content of the Electronic Banking module:

- *Objectives of the module:* After completing this module, students can perform basic operations on software at banks such as deposits; Domestic money transfers; lending and other operations.

- *Synopsis:* The Electronic Banking module introduces the content and practical guidance process on Core - Banking banking simulation software for basic operations of commercial banks such as Deposits; Domestic money transfers; Lending and other operations. This module trains students' professional practice skills, thereby helping them be able to work at banks immediately after graduation, meeting the needs of employers in particular and of society in general. shared.

- ❖ Summary of objectives and content of the Financial Investment Simulation module:

- *Objectives of the module:* After completing this module, students will understand the process when performing financial investment operations. Apply securities analysis and evaluation methods to build and manage investment portfolios. Buy and sell valuable papers on virtual stock software.

- *Content summary:* *Financial* investment simulation is a specialized module of the Finance and Banking industry. The module equips students with methods and procedures to carry out the operations of buying and selling valuable papers in the short and long term. Helps students have the necessary skills in financial investment, so they can access jobs at today's financial investment organizations.

- ❖ Meet the training program output standards: PLO (A); PLO8(A); PLO10(M)

Specialization: Customs - Import-Export

12.76 Graduation thesis

Credits: 6

- ❖ Prerequisites: According to the regulations on conditions for conducting a graduation thesis of the University.

- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* Create conditions for students to access real-life operations at an organization, thereby observing, comparing, learning and applying learned theory into practice. Students know how to apply theoretical knowledge into practice through research and solving specific professional problems. Train your self-research ability, and immediately adapt to real work after graduation.

- *Content summary :* To carry out a graduation thesis, students must go through a process: choosing a research topic, developing a research outline and plan, evaluating and going through the thesis supervisor, Collect documents and data, process and write a complete thesis for evaluation .

- ❖ Meet the training program output standards: PLO4(A); PLO8(A); PLO10(M)

12.77 Final internship Credits : 3

- ❖ Prerequisites: According to the University's regulations on final internship conditions
- ❖ Previous courses: Complete all specialized courses
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* The internship at the end of the course aims to create conditions for students to penetrate into practice, consolidate the knowledge they have learned at school, and link learning with practice in the economy. Internships at the end of the course also create conditions for students to practice soft skills, meet the needs of specific professions and jobs at the internship agency to gain working style, as well as personal preferences. Be aware of responsibility at work, practice self-research ability, and adapt immediately to real work after graduation.

- *Content summary:* The final internship includes the following main contents: General overview of the internship agency; General operating situation of the internship agency; Internship diary; Learn about a specific professional job at a functional unit of the internship agency; Student self-assessment.

- ❖ Meet the training program output standards: PLO4(A); PLO8(A); PLO10(M)

12.78 Practice customs declaration Credits: 3

- ❖ Previous courses: Customs management for import and export goods
- ❖ Summary of objectives and content of the module:

- *Objectives of the module:* Students can present basic knowledge about Customs declaration such as: Registering Customs Declaration, declaring customs, submitting customs declaration documents; The process of preparing customs declaration documents on software; submit electronic customs declaration documents; pay taxes electronically. Thereby, learners can meet the practical requirements of businesses. In addition, students have skills in preparing and registering customs, declaring and paying customs taxes, and finalizing customs declarations in various types of processing and export production ; Apply customs policies into practice and make good use of VNACCS software; have the ability to think, calculate and synthesize problems, and know how to coordinate in groups to solve tasks; Able to search for documents, look up, update customs policies, update VNACCS application software to serve future studies and work.

- *Synopsis:* The Tax Declaration Instructions module has mentioned basic issues of customs procedures and declarations in customs declarations such as: Registering customs declarations for import and export goods of organizations. , individual; Fully and

correctly declare all factors related to VAT, export tax, import tax..., make additional declarations with the application.

- specific customs stubs; submit electronic customs declaration documents; Manually submit customs declarations and pay taxes electronically.

- ❖ Meet the training program output standards: PLO4 (A), PLO8 (A), PLO10 (M)