



<i>Degree</i>	: UNDERGRADUATE
<i>Major</i>	: INTERNATIONAL BUSINESS
<i>Major code</i>	: 52 34 01 20
<i>Concentration</i>	: FOREIGN TRADE
<i>Concentration Code</i>	: 52 34 01 20 01
<i>Training form</i>	: Full time
<i>Training</i>	: High Quality

1. Objectives

1.1. Overall Objectives

The Bachelor of International Business program, major in Foreign Trade, provides students with detailed knowledge and skills to participate in modern business world. After completing this program, learners have abilities and skills to work in international business firms, especially in foreign trade area; have professional ethical behaviors; have English proficiency, basic knowledge in software package for office work, communication skills so that they have capabilities for lifelong learning and working in rapid changing environment.

1.2. Outcomes

Learning outcomes of the bachelor of international business program are as follows:

1.2.1. Knowledge

Basic knowledge

Items	Outcome code	Description
1	CĐR1	Have basic knowledge of natural and social science
2	CĐR2	Have general knowledge of economics, business and management
3	CĐR3	Have knowledge of environment, market, and customers
4	CĐR4	Have knowledge of organisation and communication
5	CĐR5	Have knowledge on information management, accounting and finance



Professional knowledge

Items	Outcome code	Description
1	CĐR6	Have knowledge and are able to apply the knowledge to design strategy and manage operations in international business companies
2	CĐR7	Have specialized knowledge of cultural difference and communication in doing business internationally
3	CĐR8	Have knowledge of international trade theories and their implications on government's trade policies
4	CĐR9	Have specialized knowledge of import- export business
5	CĐR10	Have knowledge of doing business in companies that provides services for import-export companies such as forwarders, customs clearance institutions, insurance companies and banks

1.2.2. Skills

General skills

Items	Outcome code	Description
1	CĐR11	General communication skills
2	CĐR12	Skills in working in group: work with and through other persons.
3	CĐR13	Problem solving skills: analytical ability, critical thinking ability and solving problems creatively
4	CĐR14	Foreign language proficiency: able to communicate and negotiation in English (at least IELTS 5.0 or equivalent) Skills in software packages: able to use relevant software thoroughly for work

Professional skills

Items	Outcome code	Description
1	CĐR15	Have skills to identify and analyse environmental factors such as cultural factors, legal factors, political and economic factors and their effect on business and particularly on import and export business



2	CĐR16	Be able to assess the changing of environment to identify business opportunities efficiently and quickly
3	CĐR17	Have thorough skills and knowledge to be able to plan, implement and control operations in import and export business
4	CĐR18	Have skills to plan, implement and control operations in firms providing services for import and export businesses such as forwarding and transporting companies, banks, or insurance companies.
5	CĐR19	Be able to solve problems and provide solution creatively for business activities
5	CĐR20	Be able to communicate and negotiate cross culture
6	CĐR21	Be able to cooperate and work in groups to solve business problems
7	CĐR22	Be able to use English in work efficiently

1.2.3. Attitudes and behaviors

Items	Outcome code	Description
1	CĐR23	Be disciplinary and comply with the laws
2	CĐR24	Have personal and professional ethics; and be responsible in work Fullfill social responsibilities and participate community activities
3	CĐR25	Be confident and active in work and ambitious for further career development

Differences of learning outcomes between general training program and high quality training program:

General Training Program	High Quality Training Program
Have skills and knowledge to be able to plan, implement and control operations in import and export business	Have thorough skills and knowledge to be able to plan, implement and control operations in import and export business
Be able to assess the changing of environment to identify business opportunities	Be able to assess the changing of environment to identify business opportunities efficiently and quickly
Be able to use English in work	Be able to use English in work efficiently



	Problem solving skills: analytical ability, critical thinking ability and solving problems creatively
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1.3. Employment Opportunities

Job opportunities for graduates of International Business ranges from roles in manufacturing and service companies, government agencies and international institutions as follows:

- Import export companies
- Forwarding and transporting companies, financial companies, banks, and insurance companies
- Foreign direct investment companies
- Government agencies that control international business activities
- International institutions that promote international

2. Training Duration: The general training time is 4 years while the maximum learning period is 6 years. However, students are able to follow a fast tract to finish the program in three year.

3. Total credits: 135 credits excluding physical training and security national service training

4. Admission Requirements: High school graduates and professional high school graduates

5. Training type: According to Academic Credits System.

6. Grading scale: According to Academic Credits System.

7. Curriculum:

7.1. University-level Courses

Items	Module code	Module name	Credits
01	SMT1001	Principles of Marxism and Leninism (Part I)	2
02	SMT1002	Principles of Marxism and Leninism (Part II)	3
03	SMT1003	The Revolutionary road of the Communist Party of Vietnam	3
04	SMT1004	Ho Chi Minh ideology	2



05	LAW1001	Basic Law	2
06	TOU1001	Business Communication	3
07	ENG1011	PRE-IELTS 1	3
08	ENG1012	PRE-IELTS 2	2
09	ENG1013	IELTS BEGINNERS 1	3
10	ENG1014	IELTS BEGINNERS 2	2
11	ENG2011	IELTS PRE-INTERMEDIATE 1	3
12	ENG2012	IELTS PRE-INTERMEDIATE 2	2
13	ENG2013	IELTS INTERMEDIATE 1	3
14	ENG2014	IELTS INTERMEDIATE 2	2
15	MIS1001	Office informatics	3
16	MAT1001	Applied Mathematics in Economics	3
17	MGT1001	Microeconomics	3
18	ECO1001	Macroeconomics	3
19	MGT1002	Management	3
		Total	50
20		Physical Training	5
21		Defence Education	4 weeks

Students have been encouraged to take in the following English courses after getting all compulsory English credits.

Items	Module code	Module name	Credits
22	ENG3011	IELTS UPPER-INTERMEDIATE 1	2
23	ENG3012	IELTS UPPER-INTERMEDIATE 2	2
24	ENG3013	IELTS UPPER-INTERMEDIATE 3	2
25	ENG3014	IELTS UPPER-INTERMEDIATE 4	2



7.2. Program-level Courses

Items	Module code	Module name	Credits
26	ACC1001	Accounting Principles	3
27	MKT2001	Principles of Marketing	3
28	MIS2002	Management of Information System	3
29	HRM2001	Organisational Behavior	3
30	STA2002	Statistics for Business and Economics	3
31	FIN2001	Financial Markets and Institutions	3
32	MGT2002	Introduction to Business	3
33	IBS2001	International Business	3
34	LAW2001	Business Law	3
35	ENG3001	Business English	3
		Total	30

7.3. Major-level Courses

7.3.1. Compulsory Courses

Items	Module code	Module name	Credits
36	FIN3004	Business Finance	3
37	IBS3005	International Business Management	3
38	IBS2002	International Economics	3
39	IBS3007	Cross culture Management	3
40	IBS2003	International Trade Transactions	3
		Total	15

7.3.2. Elective courses

Select at least 6 credits in following elective courses:

Items	Module code	Module name	Credits
41	ACC2002	Managerial Accounting	3
42	IBS3003	International Investment	3
43	IBS3006	Global Strategy Management	3
44	COM3001	E-Commerce	3



45	COM3003	Customer Relation Management	3
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7.4. Concentration Courses

7.4.1. Compulsory Courses

Items	Module code	Module name	Credits
46	IBS3002	International Trade and Logistics	3
47	IBS3004	Import-Export Business	3
48	IBS3009	Finance in International Trade	3
49	IBS3013	Business Negotiation	3
50	IBS3014	Multimodal Transport	3
		Total	15

7.4.2. Elective Courses

Select at least 7 credits in following elective courses:

Items	Module code	Module name	Credits
51	HOS3001	Service Marketing	3
52	MKT3003	Consumer Behavior	3
53	MKT3012	B2B Marketing	3
54	IBS3001	Business Ethics	3
55	IBS3008	International Finance Management	3
56	IBS3010	International Marketing	3
57	IBS3011	Global Trading Rules and Institutions	3
58	IBS3012	Intellectual Property Management	3
59	IBS3015	Doing Business in Asia Pacific	3
60	RMD3001	Scientific Research Method	2
61	IBS3095	Project in International Business	2



7.5. Extra Curriculum Activities

Items	Extracurricular Activities	Notes
62	- Inviting guest speakers who have experience in import and export and other relevant areas - Short field trip to relevant companies (import export companies, forwarding companies, banks or transporting companies...)	

7.6. Graduate Internship

Items	Module code	Module name	Credits
		Choice 1	
63	IBS4001	Graduation internship report	4
64		Take at least 6 credits from elective courses	6
		Choice 2	
65	IBS4002	Graduate Thesis (*)	10

* To be able to do the graduation thesis, students have to:

- Take the Course "Scientific Research Methodology";
- Have a cumulative GPA greater than the level prescribed by the University;
- Be approved by the Faculty.

8. Sources of Reference

Items	Programs	Websites
1	Bachelor of Foreign Trade – University of Economics Ho Chi Minh City	http://online.ueh.edu.vn/Default.aspx
2	Bachelor of International Business and Mangement – Aston University	http://www.aston.ac.uk/study/undergraduate/courses/school/aston-business-school/international-business-management/