



THE UNIVERSITY OF DANANG
UNIVERSITY OF ECONOMICS
FACULTY OF FINANCE AND BANKING

**PROGRAMME SPECIFICATION
2012-2013**

**UNDERGRADUATE
PROGRAMME
IN BANKING**

DANANG, 2012

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1. PROGRAMME

1.1. Undergraduate programme in Banking

Undergraduate programme in Banking established in 1987 has equipped students with a wide range of knowledge and skills. This enables students quickly integrate with the modern business world.

The programme has been applied credit-based system, comprising 125 credits including general knowledge, basic knowledge, specialized knowledge and supplementary knowledge. Moreover, the curriculum is designed according to a flexible route that allows students to self-arrange their study schedule to complete the programme between 3 and 6 years.

The Bachelor of Banking programme builds a solid foundation for learners, which helps them to do in the field of banking and finance, become conscious of professional ethics, have skills in informatics, foreign languages and business communication. This prepares students skills and education needed to adapt to a changing business environment, engage in lifelong learning and contribute value to their workplace and community.

1.2. General information

General information about The Faculty of Finance and Banking shown in **Table 1.1**.

Table 1.1 General information about the programme

Programme title	Banking
Level	Undergraduate
Degree	The Degree of Bachelor in Banking
Mode of study	Full-time
Programme duration	3-6 years
Number of credits	125 (Physical Education and National Defense Education is not included)
Faculty	Finance and Banking
Language	Vietnamese

1.3. General Objective

This programme is to equip students with basic issues of Economics, knowledge and specialized capability in the field of Banking and Finance within good political qualities, morality and health for developing their future career and promoting community prosperity.

1.4. Learning Outcomes

1.4.1. Knowledge

- Have the basic socioeconomic knowledge and knowledge of Banking in global business environment.

- Have in-depth knowledge of planning, organization and implementation of activities related to Banking.

- Understand politics and defense education following to the guidelines and policies of the Party and State.

1.4.2. Skills

- Be able to analyze and make independent and creative decisions in a dynamic Banking environment.

- Communicate and work in the international environment with English proficiency of TOEIC 500 or French DELF A2 or an equivalent certificate of B1 level - Common European Framework (CEF).

- Collaborate and work in teams to tackle tasks in the organization.

- Organize, implement and evaluate activities in a bank or other financial institutions.

- Use information technology in tackling tasks and in performing business activities.

1.4.3. Attitude and behaviors

- Respect and obey the State laws, rules and regulations of the organization.

- Work and study with a high sense of discipline.

- Have good morality and professional ethics and have a responsible attitude to work.

- Have a good relationship with the community and have a community spirit.

- Be cooperative, friendly and helpful.

- Be active and confident at work; have a strong will to assert themselves and develop their careers.

1.5. Career opportunities

Graduates from UD-DUE's banking programme can work in different types of organisations and sectors. Their careers are not limited to banking area, but also include financial analysis, insurance, and taxation. Banking graduates may work as bank staffs in Central bank or commercial banks, or consultants in firms providing consulting service in banking, finance, insurance, and taxation. They work not only for local banks, but also for foreign banks such as HSBC, ANZ, etc.

1.6. Double degree

Double Degree: students obtaining accumulated GPA at least 2.0 could apply for second Bachelor's degree at Academic Affairs Department. Each semester, students learning Double Bachelor's Degree must apply at least 3 credits for second programme along with minimum quantity of 14 credits of the first programme.

1.7. Admission, Training process and Assessment of graduation

1.7.1. Admission Requirements

Applicants should meet the following requirements: Applicants are high school students. Total mark of Mathematics, Physics and Chemistry in national exam exceeds the minimum level required by MOET.

1.7.2. Training process

The training process complies the legislations of the Ministry of Education and Training (specifically Decision No.43/2007/QĐ-BGDĐT). The curriculum built on the credit unit system allows students to be flexible in their individual study plans. According to the 4 - year programme, depending on ability and study environment, students can shorten to 3 years or extend the maximum study period to 6 years.

The 125-credit training programme excludes credits from physical education or national defense education. Each academic year has two main semesters (starting from mid- August to the end of June) and one Summer semester (starting from early July to mid- August) According to the training schedule, students will study the general knowledge in the first 3 semesters, the business core knowledge for the second year and some modules may be taken at the beginning of the 3rd year, the major and specialized knowledge will be learned by the end of the 2nd year onwards. In the final semester of the programme, graduation internship will be commenced.

1.7.3. Assessment of graduation

Student graduation are considered and recognized by the university when they meet the following requirements:

1. Until the time of graduation consideration, not being examined for penal liability or not being disciplined at the suspension level,
2. Accumulating sufficient number of modules and volume of training programmes,
3. The cumulative average score of the entire course reaches 2.00 or more,
4. Satisfying a number of academic performance requirements for the module group in the main training programme and other conditions prescribed by the principal,
5. Having a certificate of defense education and completing the physical education module,
6. Foreign language certificate (e.g. either English certificate TOEIC within at least 500 points or equivalents)
7. Informatics certificate (e.g. either type-B1 or equivalents),
8. There is an application to Training Affairs to request for graduation consideration in case of graduation sooner or later than the designed time of the programme.

1.8. Marking scale

Components scores and Grade point is calculated as follows:

- Component and final exam scores is marked with scale of 10, rounded to the first decimal,
- Grade point is the total score of all parts of the module's assessment multiplied by the corresponding weight. The grade point is rounded up to the first decimal, then converted to the letter scale shown in **Table 1.2**:

Table 1.2 Description of marking scale

			Scale of 10	Letter scale	Scale of 4
Grade	Pass	Very good	8.5-10	A	4
		Good	7.0-8.4	B	3
		Ordinary	5.5-6.9	C	2
		Below average	4.0-5.4	D	1
	Fail	Deficient	< 4.0	F	0

2 CURRICULUM DESCRIPTION

2.1. Curriculum structure

The courses provided in the curriculum are divided into 4 knowledge parts, including compulsory and optional modules, with the number of credits shown in **Table 2.1**.

Table 2.1 Knowledge Module within number of credits

No.	Modules	Number of credits	
		Compulsory	Optional
1	General knowledge	41	
2	Business core knowledge	20	
3	Major knowledge	15	
4	Specialised knowledge	32	7
5	Graduation internship	10	
Total		125	

General knowledge that assists students to develop their soft skills and basic knowledge of economics, politics and society.

Business core knowledge that adds knowledge of the business, law and statistics and basic perception in organizations.

Major knowledge that assist students to develop the Banking competency.

Specialised knowledge is to provide students with assistant information supporting their future careers.

Graduation internship includes two options for students to accomplish final thesis, namely Final Internship Report and Final Thesis.

2.2. Course

Table 2.2 Courses within number of credits

No.	Course code	Name	Time Allocation		Credit No.
			Theory (%)	Practice/ Discussion (%)	
General knowledge					
1	2120201	Basic principles of Marxism - Leninism 1	70	30	2
2	2120251	Basic principles of Marxism - Leninism 2	60	40	3
3	2120211	Revolutionary Policy of Communist Party of Vietnam	70	30	3
4	2120061	Ho Chi Minh’s Ideology	70	30	2
5	2160082	Principles of Marketing	70	30	3
6	2110011	General Law	60	40	2
7	2130032	Management	50	50	3
8	2110051	Sociology	90	10	2
9	4270011	General English 1	50	50	3
10	4270021	General English 2	80	20	2
11	4270031	General English 3	80	20	2
12	2110061	Quantitative Methods in Economics	80	20	3
13	2150011	General Informatics	60	40	3
14	3250041	Theory of Statistics and Probability	-	-	3
15	3250011	Advanced Mathematics 1	-	-	3
16	3250021	Advanced Mathematics 2	-	-	2
Business core knowledge					
17	2130851	Microeconomics	100	0	3
18	2111221	Macroeconomics	50	50	3
19	2150022	Econometrics	70	30	3
20	2110042	Economic Law	60	40	2
21	2100012	Principles of Accounting	75	25	3
22	2150042	Principles of Economic Statistics	70	30	3
23	2140582	Financial Mathematics	50	50	3

<i>Major knowledge</i>					
25	2140593	Central Bank	70	30	3
26	2140012	Finance- Monetary	70	30	3
27	2140122	Corporate Finance	70	30	3
28	2140132	International Finance	70	30	3
29	2140142	Financial Markets and Institutions	70	30	3
<i>Specialised knowledge</i>					
30	2140503	Derivatives	50	50	3
31	2140293	Financial Investment	50	50	3
32	2140203	Accounting for Banking	75	25	3
33	2140613	Credit Analysis and Lending	50	50	3
34	2140562	Bank Management	70	30	3
35	2140573	Bank Management (Advanced)	70	30	3
36	2140602	International Payment	70	30	3
37	2140622	Asset Valuation	70	30	3
38	2100022	Financial Accounting	75	25	3
39	2130072	Strategic Management	70	30	3
40	2140263	Finance Monetary Project	-	-	2
41	2150062	Management Information Systems	60	40	3
42	2160032	Import-Export Business	50	50	3
43	2140222	Insurance Economics	50	50	3
44	2160263	Service Marketing	50	50	3
45	2130092	Marketing Research	30	70	3
46	2100532	Financial Report Analysis	50	50	2
47	2010011	Research Methodology	20	80	2
48	2140232	Public Finance	70	30	3
49	2140283	Corporate Finance (Advanced)	70	30	3
50	2140363	Taxation	70	30	3
51	2140483	Final Internship Report *	-	-	4
	2140543	Final thesis **	-	-	10
(*) Together with 6 credits from optional courses. (**) Together with “Research Methodology”.					

2.3. Roadmap

Step 1	Step 2	Step 3	Step 4	Step 5	Step 6
[3250011] Advanced Mathematics (3)	[2150011] General Informatics (3)	[2110061] Quantitative Methods in Economics (3)			Internship Graduation (10): Choose 01
[3250021] Advanced Mathematics (2)	[3250041] Theory of Statistics and Probability (3)	[2150042] Principles of Economic Statistic (3) [2150022] Econometrics (3)	[2150062] E: Management Information Systems (3) [2100532] E: Financial Report Analysis (2)		
[2111221] Macroeconomics (3)		[2160032] E: Import-Export Business (3)			[2140483] Final Internship Report (4) {2140573}, {2140613}, {2140602}, {2140203} and elective courses (6) [2140543] Final Thesis (10) {2010011}
[2130851] Microeconomics (3)	[2140112] Finance- Monetary (3)	[2140582] Financial Mathematics (3)	[2140562] Bank Management (3)	[2140573] Bank Management (Advanced) (3)	
				[2140283] E: Corporate Finance (Advanced) (3)	
				[2140622] Asset Valuation (3)	
				[2010011] E: Research Methodology (2)	
				[2140213] Derivatives (3)	
		[2140613] Credit Analysis and Lending (3)			
		[2140593] Central Bank (3)			
		[2140122] Corporate Finance (3)	[2140203] Accounting for Banking (3)		
		[2140142] Financial Markets and Institutions (3)			
		[2140222] E: Insurance Economics (2)			
		[2100022] Financial Accounting (3)			
		[2100012]			
		[2140263] Finance Monetary Project (2)			
		[2140132] International Finance (3)			
		[2140602] International Payment (3)	[2130092] E: Marketing Research (3)		
	[2130032] Management (3)	[2130072] Strategic Management (3)			
	[2100012] Principles of Accounting (3)	[2140293] Financial Investment (3)	[2160263] E: Service Marketing (3)	[2140232] E: Public Finance (3)	
	[2160082] Principles of Marketing (3)			[2140363] E: Taxation (3)	
[2120201] Basic principles of Marxism - Leninism 1 (2)	[2120251] Basic principles of Marxism - Leninism 2 (3)	[2120061] Ho Chi Minh's Ideology (2)	[2120211] Revolutionary Policy of Communist Party of Vietnam (3)		
[2110011] General Law (2)	[2110051] Sociology (2)				
	[2110042] Economic Law (2)				
[4270011] General English 1 (3)	[4270021] General English 2 (2)	[4270031] General English 3 (2)			



General knowledge
Business core knowledge
Major knowledge
Specialised knowledge

E: Elective

2.4. Course Description

2.4.1. General knowledge

[2120201] BASIC PRINCIPLES OF MARXISM - LENINISM 1 (2)

This course comprises of:

- General Outline of Philosophy
- Dialectical Materialism
- Dialectic materialism
- Historical Materialism

[2120251] BASIC PRINCIPLES OF MARXISM – LENINISM 2 (3)

This course consists of 2 main parts, which are:

- The Marxism-Leninism theory on mode of capitalist production. This part investigates political economy aspects of capitalist mode of production in both phases of free competition and monopoly.
- The Marxism

[2120211] REVOLUTIONARY POLICY OF COMMUNIST PARTY OF VIETNAM (3)

- The birth of the Communist Party of Vietnam
- The way governments struggle of the Party
- The way struggle for national liberation, reunification
- The Doi Moi policy and the results of the innovation under the leadership of the Party.

[2120061] HO CHI MINH'S IDEOLOGY (2)

Subject Ho Chi Minh Ideology includes 7 chapters represents a complete and systematic from the basic of ideas and development of Ho Chi Minh, the basic content of Ho Chi Minh ideology with innovative theoretical and Ho Chi Minh practices about the national revolution and the people's democratic revolutionary socialism in Viet Nam.

[2160082] PRINCIPLES OF MARKETING (3)

This course focuses on core concepts, philosophies, scope of marketing, marketing-mix; developing an understanding the marketplace and consumers, process of market segmentation, market targeting, differentiation and market positioning; designing a customer-driven marketing strategy based on value creation for target customers and capture value from them in return ethically and responsibly. The course also guides and helps students gradually applying principles of marketing in solving practical problems and situations of business.

[2110011] GENERAL LAW (2)

General Law is considered a subject with profound content putting an emphasis on basic concepts of the state and law. It supplies students with a sound basis of state and law knowledge, an overall perception of radical laws such as Administrative Law, Civil Law, or Criminal. Therefore, students may improve their understanding on the importance as well as various roles

of states and law in daily life, which consequently builds up both awareness of one's responsibilities to his countries and serious attitude not only in law abiding but also in law application in daily life and future careers.

[2130032] MANAGEMENT (3)

The course analyzes the major functions of management, which are planning, organizing, leading, and controlling. Emphasis is placed on learning how to manage organizations for excellence in both performance and employee satisfaction. Major topics include goal setting and goal achievement, strategic planning, decision making, designing organizational structure, motivating and leading, managerial control techniques and applications, managerial ethics, and stress management skill. Case studies and other learning activities will be used to give students an opportunity to make management decisions and get feedback on their effectiveness.

[2110051] SOCIOLOGY (2)

This course equips student with basic knowledge about sociology. The content comprises of basic notions in sociology, structure - organization, implicit institution in society, socialization, social culture and society adjustment.

[4270011] GENERAL ENGLISH 1 (3)

Proficiency in spoken English is a major advantage in an ever-globalizing world. No other environment relies more on the use of English than in business. This course targets listening and speaking skills in business related scenarios where proficient use of spoken English is required. Such subjects will include how to use appropriate English language and sentiment while socializing, telephoning, participating in meetings, as well as how to extract and present given information and to relate that information to larger trends. Thus, this course will make a great difference in how you effectively communicate business scenarios and will improve overall comfort and confidence with the English language.

[4270021] GENERAL ENGLISH 2 (2)

General English II is an English course for students at pre-intermediate level of English, who want to learn and practice listening skills in order to become effectively in communication. The lessons in the course focus on the functional and situational language students' use in business life. The topics presented in listening practice activities include company profile and structure, working environment, cross culture, products and services, sales and so on.

[4270031] GENERAL ENGLISH 3 (2)

General English III is the course for students at pre-intermediate level of English. It introduces students to basic reading skills such as skimming and scanning, recognizing references, dealing with unknown words, inferencing. Students are also exposed to a variety of reading types of exercises including headings, short-answer questions, true- false-not given, sentence completion, multiple choice, summarizing. Especially, helpful hints are presented to assist students in successfully dealing with each kind of reading task.

[2110061] QUANTITATIVE METHODS IN ECONOMICS (3)

This subject is concerning the use of quantitative methods to assist in decision making. It emphasizes not the methods themselves, but rather how they can contribute to better decisions.

Major topics include real - world situations abstracted successfully by mathematical models. In addition, several of helpful tools and techniques of quantitative methods are represented to assist in searching for an optimal solution to the problem.

[2150011] GENERAL INFORMATICS (3)

The aim of the course is to acquaint students with the basic concepts of communication and information technology. Students will obtain knowledge and skills needed for the new, future way of communication with users of the public administrative services. They will be provided with background knowledge of information technology as well as insight into the hardware elements of computer. At the same time, they will have an overview of the role of the communication and information technology in the business systems. At the end of the course, students will be able to prepare professional reports using text processors and spreadsheet applications. These knowledge and skills, thus, represents starting point for several courses dealing with information systems, computers, and information such as Information System Development, Information and Business Process Reform. In the overall curriculum, this course gives student an overview over the meaning of the information and communication technology for the work in administration.

[3250041] THEORY OF STATISTICS AND PROBABILITY (3)

- Probability section: supplementary analysis of complex, definition of probability, random variables. Characteristic function and law of large numbers.

Statistic section: Form basis theory, statistical parameter estimation. Statistical

- Hypothesis testing. Linear Correlation and Regression.

[3250011] ADVANCED MATHEMATICS 1 (3)

Upon completion of this course, students will be able to:

- Studying Applications of Differentiation
- The Fundamental Theorem of Calculus
- Improper Integrals
- Further Applications of Integration
- Partial Derivatives of Functions of Several Variables
- Multiple Integrals

[3250021] ADVANCED MATHEMATICS 2 (2)

Upon completion of this course, students will be able to:

- Studying Applications of Differentiation
- The Fundamental Theorem of Calculus
- Improper Integrals
- Further Applications of Integration
- Partial Derivatives of Functions of Several Variables
- Multiple Integrals

2.4.2. Business core knowledge

[2130851] MICROECONOMICS (3)

This course provides an introduction to theory and practice on how individuals and societies deal with the fundamental economic problem of scarcity. Students will study topics on supply, demand, revenue, and profit in various market structures. Other topics also cover resource market, market failure, externalities, and government intervention. Besides this, students will analyze articles on contemporary microeconomics. The ultimate goal of this course is the ability to apply this knowledge to better understand and critically evaluate real world circumstances and events.

[2111221] MACROECONOMICS (3)

This subject is to introduce the basic principles of macroeconomics, in which firstly clarify the terminology, then the macro-economic model to help students with basic understanding of the operation of the overall economy. Students will be introduced to the basic principles of national income accounting, the determinant of output, inflation and unemployment, interest rates, exchange rates, as well as the original principles of the macroeconomic policy.

[2150022] ECONOMETRICS

The course provides knowledge and cultivates skills on econometric techniques that learners can use to answer economic questions using data on individuals, firms, municipalities, states or countries observed at one or multiple points in time.

[2110042] ECONOMIC LAW (2)

An introduction to the basic principles of economic law will provide knowledge for student in enterprise law which is to establish a legal framework within all types of enterprise and the role of law to meet the requirements of the domestic business environment and Vietnam 's international commitment. Moreover, student will have fundamental background in civil contract, and commercial arbitration law, etc. Therefore, they improve their understanding on the important of economic law in commercial activities.

[2100012] PRINCIPLES OF ACCOUNTING (3)

This course will provide a conceptual framework for accounting, with a primary focus on financial accounting for companies. It introduces the students' definitions and recognition criteria for assets, liabilities, equity, revenues, and expenses as well as how above accounting objects are classified. It seeks to help students get insights on fundamental aspects of alternative measurement systems (historical cost, replacement cost, realizable cost, and present value). The course also covers accounting process, involved in analyzing and recording economic transactions and events, implementing double accounting principle to accounting for some main business processes. It also introduces to forms and how to prepare main financial statements.

[2150042] PRINCIPLES OF ECONOMIC STATISTICS (3)

The course provides knowledge and cultivates skills on statistical methods for collecting, organizing, presenting, analysing and interpreting data on phenomena in business and economics, thereby supporting to make decisions. Subjects of the course include: introducing applications and terms of statistics, descriptive statistics, random variables and probability

distribution, sampling and estimating parameters from sample data, testing hypotheses, analysing the relationship between variables, analysing time data, methods calculating index, forecasting the future of phenomena, analysis of variance on the experimental design models.

[2140582] FINANCIAL MATHEMATICS

This is an introductory course in Mathematics of Finance. Students will be introduced mathematic knowledge and its application in short-term and long-term operations such as: different types of interest calculation methods, analysing and pricing loans from the cash flow, insurance contracts, bonds and other securities, how to calculate loan repayment schedule and pricing derivatives.

2.4.3. Major Knowledge

[2140593] CENTRAL BANK

This course studies the purpose and the functions of central banks and monetary policies and how they have evolved over time. Students are introduced to the tools of monetary policy and to the rules that central banks follow, with special attention to inflation targets. At the end of the course students know the effects of the main policy tools and understand how central banks affect the financial system and the economy more generally and the role they have played in the recent financial crisis.

[2140012] FINANCE- MONETARY

The course aims to provide the student with an introduction to the role of money, financial markets, financial institutions and monetary policy in the economy, thus providing a solid foundation for further study or employment in the financial services industry. There are three main components of the course. First, the role of financial markets in the economy will be considered with a particular emphasis on bond markets and interest rate determination. The course will then cover the main aspects of banks and other financial institutions before turning to an investigation of the role of money, central banking and monetary policy.

[2140122] CORPORATE FINANCE

This course provides a theoretical framework for understanding and analysing major financial problems of firms. The main contents of the course are associated with investment decisions, financing decisions and dividend pay-out decisions. The module also covers basic concepts of time value of money, discounted cash flows, the relationship between risk and benefit, and provides an introduction to financial statements and corporate financial statement analysis.

[2140132] INTERNATIONAL FINANCE

This course aims to provide a through understanding of international finance in terms of microfinance and macrofinance. Regarding to microfinance, this module focuses on the effects of foreign exchange rate movement on the activity of multinational corporates and hedging strategies to avoid and eliminate foreign exchange risk. Additionally, the theories about foreign investment and multinational working capital management are also deeply analyzed. Case studies and other learning activities will be used to give students an in-deep knowledge and ability in thinking, analysing and tackling a wide range of practical issues in business

management and operations of corporates. According to macro-finance, this module also explains the relationship between macroeconomics policies and monetary issues among countries, such as the relationship between inflation, interest rate, foreign exchange rate, balance of payment and international cooperation in banking and finance.

[2140142] FINANCIAL MARKETS AND INSTITUTIONS

The course provides a basic knowledge of the structure of financial systems including financial markets, financial institutions and key market participants. Specifically, students will be equipped with knowledge of financial markets focusing on debt, equity and derivatives markets. This module also introduces students to financial institutions, including commercial banks and non-bank operations. In addition, students will be able to explore interest rates - a fundamental element of financial markets - and the activities of central banks.

2.4.4. Specialised Knowledge

[2140503] DERIVATIVES

The course provides students with knowledge on financial derivative instruments (forwards, futures, options, and swaps) and derivatives markets. The course focuses on the application and valuation of derivative securities. The emphasis will be on arbitrage relations, valuation, and hedging with derivatives.

[2140293] FINANCIAL INVESTMENT

The Investments course aims to provide a comprehensive understanding of investments from a finance viewpoint. Based on the theoretical background on investments, students can approach the modern investment management. This course will provide a fundamental knowledge of investment theory, a comprehensive understanding of risk-return and the financial asset pricing model. It will also equip students with knowledge of financial instruments used for the investment analysis and risk management.

[2140203] ACCOUNTING FOR BANKING

Accounting for banking module helps students to have a good understanding of: Accounting system structure in a for-profit bank; Accounting for main banking operations such as Treasury, Deposit, Financial investment, Credit and Capital mobilization. The module also equips the students with knowledge about the nature, mechanism, procedure and accounting content of banking payment operations in two aspects: (1) the relationship between customers and bank, and (2) the relationship among different banks. In addition, the module also equips students with knowledge about: Principles, methods and content of accounting for foreign currency-related operations in banks as well as the mechanism and accounting for business results, profit distribution, capital of the bank. Financial statements and methods of making financial statements in commercial banks are also introduced in the module.

[2140613] CREDIT ANALYSIS AND LENDING

The module provides students with knowledge of credit analysis techniques and how to handle problematic loans of commercial banks including processes, the content of credit analysis, techniques of evaluating credit risk, and how to recognize and handle problematic loans. In addition, in-depth topics such as analysis of financial statements, the financial

performance of projects, borrowers' status, and the content regarding credit analysis in specific areas of import-export lending, financial leasing, guarantee, or consumer lending are also studied. This module also focuses on training students in teamwork skills, presentation skills, and lending ethics.

[2140562]BANK MANAGEMENT

This course refers to the knowledge and practices of banking management, organization and administration of banking activities. The content of the module emphasizes on the core issues of banking operation management with a focus on the scientific basis of decisions in governance activities including interest rate risk management, capital management; liquidity management and credit risk management.

[2140573]BANK MANAGEMENT (Advanced)

The course provides learners with skills of analyzing and assessing income, expenses, profitability and risks in banking business. This module also focuses on training students in teamwork skills and presentation skills.

[2140602] INTERNATIONAL PAYMENT

International Payments module aims to provide students a good understanding of international trade and finance of international trade in banking. These include international trade and international payments; understanding the foreign exchange rates; documents used in foreign trade contracts as well as common risks, incompliances of documents and suggested solutions to mitigate these issues; Legal documents and payment instruments for international trade such as Bill of Exchanges, Promissory Notes, Cheques, and Payment cards; Methods of payments together with advantages, disadvantages and their applications in international trade.

[2140622]ASSET VALUATION

This course provides students with fundamental knowledge on asset valuation such as the nature and basis of the value of asset, or the characteristics and types of assets. The module also provides knowledge on the characteristics, principles and content of fundamental valuation approaches and typical methods for valuing each typer of asset. It will equip students with knowledge and skills to practice the professional asset valuation under legal regulations and conduct on professional valuation in Vietnam (Vietnam valuation standards, valuation procedure, registration as a professional valuer, etc).

[2100022] FINANCIAL ACCOUNTING

This course provides students with the fundamentals of financial accounting applied in business entities. Specifically, this course aims to equip students with necessary background knowledge to understand the measurement, recording and presentation of main items in financial statements, which includes basic concepts, principles and accounting methods, as used in practice in Vietnam for different types of business entities.

[2130072]STRATEGIC MANAGEMENT

All business leaders must know how to run a project or at least understand the importance and significance of project management. A project can be defined as a single, finite time operation. The project may be as small as the implementation of a software or on a large scale

such as the design and construction of an oil refinery. Project management is a method for organizations to cope with changes when a new system, product or process must be applied or any changes differentiating from the operation. daily production. This core capability is the key to the survival of almost every business. This course shall present all the qualitative and quantitative aspects of project management with many useful examples in the field of engineering as well as business.

[2150062] MANAGEMENT INFORMATION SYSTEM

The course introduces students to the role of information systems in supporting business operations, managing decision making and building organizational strategy; the importance of management information systems in global business trends; information technology infrastructure and the application of information systems in the digital age; the process of information system development; ethical and social issues in information systems; security issues and securing information systems; building and implementing information system projects.

[2160032] IMPORT EXPORT BUSINESS

This course covers the major aspects of the import-export transactions and procedures required to do business overseas successfully. Topics include developing an import/export plan, negotiating and drafting the international sale contract, import/export procedures and techniques such as customs clearance of import and export cargo, arranging process of transporting goods and insuring goods, as well as import/export documentation. The international legal and regulatory framework such as INCOTERMS 2010 and UCP 600 governing import/export are also analyzed in addition to the domestic regulation and policies that affects import and export. Furthermore, this course also provides knowledge on transaction methods in import/export business.

[2140222]INSURANCE ECONOMICS

Insurance Economics module aims to provide students a good understanding of insurance including its nature, its functions, its roles, and its fundamentals. In addition, the course gives in-depth information on specific types of insurance such as property insurance, life insurance or personal insurance, liability insurance, etc... This module also develops student teamwork and improves students' presentation skills.

[2160263] SERVICE MARKETING

The course is structured into 5 chapters. Chapter 1 equips students with the most basic issues of service and the application of Marketing theory in the service sector. Chapter 2 systematizes the marketing strategies that are often applied in the service sector and note the positioning decisions in the service sector. Chapter 3 helps learners to think systematically in designing a business model of marketing services with tools that aim to create value for customers, attract them to use the service. Chapter 4 addresses issues that need to be controlled when customers have contact with the service provider system during the use of the service so that they have the utmost satisfaction. Chapter 5 deals with the principle of getting customers back even when they are satisfied with the service and when something goes inaccurately perhaps.

[2130092]MARKETING RESEARCH

This course provides fundamental knowledge of Marketing research and gives an overview of how to do a marketing research project. After the introduction of Marketing research definition and the role of Marketing research, this course helps students to understand the process of marketing research, from establishing the research objectives, data collecting methods, design data collecting tools, data analyzing, data interpreting to research result report writing. During the course, students participate in the teamwork of marketing research project (4-5 students/team). According to the project, students have the opportunity to apply theoretical knowledge in a practical project.

[2100532]FINANCIAL REPORT ANALYSIS

The course provides students with knowledge about using information in financial statements and other related sources to evaluate enterprise's financial health and enterprise's valuation. In detail, the course supports students' knowledge about information of financial statements and other related sources as well as financial analysis techniques and business valuation techniques. Consequently, students can analyze the financial structure, performance, risk and business valuation of particular enterprise. Finally, based on the financial analysis result, students can give reasonable suggestion for people who concern about the company.

In addition, the course helps students flexibly apply financial analysis technique in specific scenario and build necessary skills such as teamwork, judgement skill to give reasonable suggestions based on financial analysis result.

[2010011]RESEARCH METHODOLOGY

This course provides the fundamentals of research process including: problems definitions, research design, sample selection, data processing, and writing skills for research papers. The academic articles will be discussed during the course so that students can understand how to define problems, how to generalize concepts, theories from different perspectives and argue the research gaps in each paper.

[2140232]PUBLIC FINANCE

The course focuses on studying the role of the public sector in general and the role of public finance in particular in creating a competitive market and overcoming the defects of the market; thereby allocate and use the economy resources to create economic efficiency, while ensuring equality in society. Key contents include: efficiency and equity, externalities, public goods and public spending, cost – benefit analysis of the project and the impact of taxes on the economy.

[2140283]CORPORATE FINANCE (Advanced)

The course covers the concepts and tools in finance, including time value of money, cost of money (interest rates), financial statement analysis, forecasting financial statement, working capital management and capital budgeting. The emphasis is that students would understand the concepts and acquire the tools to make informed financial decisions. If your plan includes additional finance courses, this introduction would also prepare for the advanced materials covered in those courses.

[2140363]TAXATION

The module provides students with knowledges and intuitions to help students understand why tax is necessary; the development of Vietnamese tax system and especially the specific contents of the current major tax laws such as value added tax, excise tax, corporate income tax, personal income tax ... The module also helps students identify the financial obligations of citizens. In addition, the course also equips students to research and understand tax documents.

2.4.5. Graduation Internship

To fulfill the curriculum, students are to accomplish final thesis. They have two options for implementing graduation internship as follows:

[2140483] FINAL INTERNSHIP REPORT (4)*

[2140543] FINAL THESIS (10)**

Note: (*) Together with 6 credits from optional courses. (**) Together with “Research Methodology”.

3. GUIDELINES FOR THE PROGRAMME

The training programme in the field of Finance- Banking (major in Banking) has been applied since 2010.

The teaching process is designed based on the structure of the programme, lecturers in the Faculty and specific requirements for each module. For optional courses, the faculty of Finance and Banking guides students to choose the most appropriate modules to adapt to real cases and social requirements.

The Dean is responsible for organizing and guiding the process of building and developing the syllabuses in detail to match the objectives, content, admission standards and the needs of students and society.

Programme structure is always reviewed and updated annually to be suitable for changes (such as teaching and learning tools). Every five years, this structure will be reviewed and there may be changes to suit the needs of stakeholders.

Danang, 2012

Dean of The Faculty of Finance and Banking

PhD. Nguyen Hoa Nhan