A. Curriculum and Courses Description

1. Bachelor in Accounting

a) Courses Structure

<table>
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<tr>
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<td>Human Life Societal Course</td>
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Amount of Minimum (SKS) Accounting Major **144 100.00**

b) List of Courses

**Odd Semester**

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**Total** | **21**
### 3rd Semester

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<td>B1A221</td>
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B1B213 Macroeconomics  
B1B492 Indonesian Economy  
B1C453 Organizational Behaviour

**Total** 21

### 5th Semester

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B1A417 Enterprise Risk Management  
B1A328 Sharia Accounting  
B1C464 Risk Management

**Total** 24

### 7th Semester

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Fakultas Ekonomi | 98
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**6th Semester**

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<td>B1A415</td>
<td>Internal Audit</td>
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<td>B1A361</td>
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<td>B1A451</td>
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<td>B1A362</td>
<td>Financial Statement Analysis</td>
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**8th Semester**

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**Total**

**Total Credits** 144
Annotate:
Since Academic year 2008/09 International Class are offered for every course above. Students do every course since 1st semester until final thesis in English.

c) Course Description

AUDITING

B1A.341 AUDITING 2 3(3-0)
This course aims to provide knowledge, understanding and comprehension of scope of the public accountant profession, especially that is related to basic concept of financial report review, relation between internal control structures with the financial report.
Materials given including the function and audit of guidebook review by public accountant, Indonesian Financial Accounting Standard, Professional Public Accountant Standard also PDE investigation (in technology-based environment – IS Audit)

Prerequisite:
Passed the Financial Accounting 2 course (B1A.224).

B1A.341 AUDITING 2 3(2-3)
This course aims to provide knowledge, understanding and comprehension about the drafting of audit program, implementation of audit program for various transactions related to financial report and reporting of audit results.
Material is included the substantive test sample of the balance amount in the cycle of income & outcome, treasury (cash), production, capital, calculation of profit-loss, and reporting of audit results supported by lab work class.

Prerequisite:
Passed the Auditing 1 course (B1A.341).

B1A.414 INFORMATION SYSTEM AUDIT 3(3-0)
This course aims to provide knowledge, understanding and comprehension about business cycle, the process of control and audit on computer technology-based entity.
Material given is supported by lab work class.

Prerequisite:
Passed the Auditing 2 (B1A.341) and Accounting Information System (B1A.331) course.

B1A.415 INTERNAL AUDITING 3(3-0)
This course aims to provide knowledge, understanding and comprehension about planning process, audit procedures, and drafting of internal audit reporting.

Material is included the function and audit conducted by internal auditor, Internal Audit Examination Standard, Government Financial Examination Standard.

**Prerequisite:**
Passed the Auditing 1 (B1A.341).

**FINANCIAL ACCOUNTING**

**B1A.121 ACCOUNTING PRINCIPLES 1**
This course aims to provide knowledge, understanding and comprehension about the basic of financial accounting, accounting equation, accounting data processing technic including journal, ledger, worksheet and basic of making financial report on trading, service, and manufacture company.

Material given is supported by lab work class.

**B1A.122 ACCOUNTING PRINCIPLES 2**
This course aims to provide knowledge, understanding and comprehension about of the accounts in the financial statements

The material given in lectures supported by lab work class.

**Prerequisite:**
Passed the subject of Accounting Principle 1 (B1A.121).

**B1A.223 FINANCIAL ACCOUNTING 1**
This course aims to provide knowledge, understanding and comprehension of the concepts and principles of accounting, the accounting process, the company's financial statements and transactions related to property or assets. This subject is more focused on existing concepts in financial accounting.

Materials including accounting standards, accounting processes, financial reports (balance sheet, income statement and statement of cash flows), the time value of money, the transactions related to assets and other special problems or trends related to the those transactions.

**Prerequisite:**
Passed the course of Accounting Principle 2 (B1A.122)

**B1A.224 FINANCIAL ACCOUNTING 2**
This course aims to provide knowledge, understanding and comprehension about corporate transactions relating to the obligations / liabilities and capital. This subject is more focused on financial accounting. Materials including the transactions relating to current liabilities and long term, stocks, residual income, earnings per share, investments, accounting for taxation, pension and long-term leases, revenue recognition, accounting changes and error analysis of the records, statements of cash flow, financial statement analysis and financial disclosure. The class will also discuss specific issues and trends related to those transactions.

**Prerequisite:**
Passed the course of **Financial Accounting 1 (B1A.223)**

**B1A.324 ADVANCED ACCOUNTING**
3(2-3)

This course aims to provide knowledge, understanding and comprehension of transactions recording, preparing reports and analysis related to the consolidation and investment transactions.

The materials given in lectures are associated with the combination transaction, investment operations, techniques and procedures statements, inventories, fixed assets and long-term debt between parent companies and subsidiaries, changes in the ownership of a company in another company, the merger of business ownership (pooling of interest,) and the relationship between parent company and other subsidiaries which are more complex.

**Prerequisite:**
Passed the course of **Financial Accounting 2 (B1A.224)**

**B1A.362 FINANCIAL STATEMENT ANALYSIS**
3(3-0)

This course aims to provide knowledge, understanding and comprehension of methods used for comprehensively analyzing company by using financial statement.

**Prerequisite:**
Passed the course of **Advanced Accounting (B1A.324)**

**B1A.405 ACCOUNTING THEORY**
3(3-0)

This course aims to provide knowledge, understanding and comprehension of theoretical approaches to various accounting problems that allow for the profession and practitioners to solve new problems that arise in the future.

The materials given in lectures covering the basic concepts of accounting, financial accounting and reporting purposes, the properties of accounting information, financial statements and financial statement elements, the
concept of revenue and expense recognition, understanding, recognition and reporting of assets, liabilities, and capital.

**Prerequisite:**
Passed the course of Financial Accounting (B1A.224)

**B1A.225  PUBLIC SECTOR ACCOUNTING  3(3-0)**

This course aims to provide knowledge, understanding and comprehension for students of degree program an approach that focuses on the process of recording and financial reporting in government, referring to the accounting standards applicable in Indonesia, namely SAP and IPSAS.

**Prerequisite:**
Passed the course of Governmental Accounting (B1A.361) and Management Accounting (B1C.461).

**B1A.311  TAXATION/TAX LAW  3(3-0)**

This course aims to provide knowledge, understanding and comprehension of the rights and obligations of taxpayers and fiskus rights and obligations and procedures and sanctions in relation to the taxes which are treated in Indonesia in accordance with the provisions of legislation.

**Prerequisite:**
Passed the course of Accounting Principles 1 (B1A.121) & 2 (B1A.122).

**B1A.364  INTERNATIONAL ACCOUNTING  3(3-0)**

This course aims to provide knowledge, understanding and comprehension of accounting processes of companies that conduct international transactions. International Accounting provide accurate information for decision makers in order to help the global economy in the allocation of economic resources.

**Prerequisite:**
Passed the course of Financial Accounting 2 (B1A.224).

**B1A.363  SPECIAL TOPICS in ACCOUNTING  3(3-0)**

This course aims to learn the financial accounting standards that are current issues. Among them include Accounting for Leasing (PSAK No. 30), Accounting and Financial Reporting for Pension Funds (PSAK No. 24), Accounting for Derivative Instruments and Hedging Activities (PSAK No. 55),
Accounting for Income Taxes (PSAK No. 46), Accounting Foreign Exchange and Financial Reporting (PSAK No. 10 & 11), Public Bank Accounting and Financial Reporting (PSAK No. 31), Syariah Banks Accounting and Financial Reporting and Non-Profit Organizations Accounting Reporting (PSAK No. 45) and Accounting for Debt Restructuring.

**Prerequisite:**
Passed the course of Financial Accounting 2 (B1A.224).

**B1C.221 FINANCIAL MANAGEMENT 1** 3(3-0)
This course aims to provide knowledge, understanding and comprehension of scope and the purpose of financial decisions and their implementation in the enterprise.

**Prerequisite:**
Passed the course of Accounting Principles 2 (B1A.122).

**B1A.417 ENTERPRISE RISK MANAGEMENT** 3(3-0)
This course aims to provide basic knowledge in business risk overall also its elements and relations between those elements.

**Prerequisite:**
Passed the course of Management Accounting (BIA269).

**B1A.327 SOCIAL ACCOUNTING** 3(3-0)
This course provides the concepts of social accounting in order to distribute accounting information in the social aspect and form a statement of social responsibility.

**Prerequisite:**
Passed the course of Financial Accounting 2 (B1A.224).

**B1A.328 SYARIA ACCOUNTING** 3(3-0)
This course aims to provide insight of syaria accounting concept and basic theoretically and practically in daily life.

**Prerequisite:**
Passed the course of Financial Accounting 2 (B1A.224).

**B1A.312 FINANCIAL MANAGEMENT 2** 3(3-0)
This course aims to provide the insight of capital structure, introduction of portfolio, and others that are related to enterprise financing activity.

Prerequisite:
Passed the course of Financial Management (B1A.221).

B1A.361 GOVERNMENTAL ACCOUNTING 3(3-0)
 Provides knowledge and comprehension for bachelor degree students an integrated approach about public sector accounting in macro framework.

Prerequisite:
Passed the course of Financial Accounting 1 (B1A.223).

B1A.463 ADVANCED TAXATION 3(3-0)
The subject aims to provide knowledge and a deeper understanding about the taxes that applied in Indonesia, and able to perform the calculation, recording and reporting of payments and tax returns.

Prerequisite:
Passed the course of Taxation Law (B1A.311) and Financial Accounting 1 (B1A.223).

COST AND MANAGEMENT ACCOUNTING
B1A.351 COST ACCOUNTING 3(2-3)
This subject aims to give students the ability to explain the role of an ethical cost accountant in the organization, various types of costs and benefits to the organization, to calculate product costs using the approach to job costing, process costing and activity based costing, presents data and information cost in the context of planning, control, and managerial decision making.

The material given in lectures supported by lab work classes.

Prerequisite:
Passed the course of Accounting Principles 2 (B1A.122)

B1A.416 MANAGEMENT CONTROL SYSTEM 3(3-0)
This subject provides the knowledge, deepening, and analytical skills related to designing, implementing, and using planning and management control systems to be able to implement the organizational strategy.

**Prerequisite:**
Passed the course of **Strategic Management (B1A.365)**.

**B1A.461 MANAGEMENT ACCOUNTING** 3(2-3)  
This subject aims to give students the ability to explain the role, history and objectives of management accounting and the concept of management accounting information, supporting the enforcement of ethics within the scope of managerial, explaining the cost behavior and activity-based costing calculations, to explain the responsibility accounting based strategies and activities, to arrange and analyze the planning and controlling quality costs and productivity, to arrange and analyze the environmental costs, performance evaluation in a decentralized company, segment reporting and performance evaluation for decision making, to explain the systems and methods of tactical decision making, to explain the system and method of strategic decision making, to explain the differences in traditional inventory management Vs just in time, to explain international issues in management accounting.

The material given in lectures supported by practical classes.

**Prerequisite:**
Passed the course of **Cost Accounting (B1A.351)**

**B1C.365 STRATEGIC MANAGEMENT** 3(3-0)  
This subject provides an understanding and an integrated approach to the concept of theory and practice of strategic management, strategic formulation, and implementation of business strategies that are equipped with a case seminar by the students to train their capability of self-study.

**Prerequisite:**
Passed the course of **Management Accounting (B1C.461)**.
SYSTEM
B10A.111 INTRODUCTION TO COMPUTER APPLICATION 3(2-3)
After attending the lecture with the topic of computers in various fields of life, students are expected to explain how the use of computers in various fields of life. Teaching is given in the form of lectures, discussions and practical works. Each student will be guided to master a specific topic related to computer use in various fields of life. Some sessions will be conducted in the computer lab.

B10A.465 MANAGEMENT INFORMATION SYSTEM 3(2-3)
This subject is designed to provide basic knowledge for students about the philosophy and skills required for the development and utilization of computer-based information systems. Emphasis will be emphasized in the discussion of compatibility of information systems on organizational activities. - The topic to be discussed in this subject including mastery of basic concepts of database, decision support systems (decision support system), and expert systems. The purpose of this subject is to provide insight to students about how to use information systems as a decision tool with applications in the field - the main areas of the company. Teaching is given in the form of lectures and lab work. Each student will be guided to master a particular subject by solving a case. Some sessions will be conducted in the computer lab.

Prerequisite:
Passed the course of Introduction to Computer Application (B10A.111)

B101.451 ANALYSIS AND DESIGN SYSTEM METHOD
After attending the subject, students will be able to explain the material of this subject in accordance with the concept have been provided. It is expected that students be able to, analyzing, designing and developing computer-based accounting information systems with various tools and methods. Teaching is given in the form of seminars and development analysis of computer-based accounting information system, field company project finished by the students.
Prerequisite:
Passed the course of Accounting Information System (B10A.331) and Database Management System (B10A.333)

B10A.331 ACCOUNTING INFORMATION SYSTEM 3(2-3)
This subject discusses the concepts of Accounting Information Systems by structured, what are the components, how to develop it in order to support the activities of companies operating in days. After attending this subject the student is expected to be able to understand the concepts - which underlies the concept of structured computer-based accounting information system, describes internal controls and the support components, explains the synergy between the components in the form of accounting information systems, cycles, methods and techniques used in build information systems, such as cycle and SDLC methods, are able to apply methods of prototyping, and Rapid Application Development (RAD) and how to documented them.

Prerequisite:
Passed the course of Management Information System (B10A.465)

B10A.333 DATABASE MANAGEMENT SYSTEM 3(2-3)
This subject provides theoretical and practical knowledge to students about what database is and how the database management system that is widely used today to collect data from various sources so that ready to be processed to meet the interests of various parties on the quality of information. It is expected that students are able to explain about the database to accommodate data from various sources ready to be processed to meet the interests of various parties.

Prerequisite:
Passed the course of Management Information System (B10A.465).
**Specialization in Islamic (Syariah) Accounting**

Each student majoring in Accounting S1 FE UNPAD offered and provided a facility to retrieve the Syariah accounting specialization with pattern following:

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<thead>
<tr>
<th>Semester</th>
<th>Subject Option 1</th>
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<tbody>
<tr>
<td>3rd</td>
<td>Islamic (Syariah) Economics (3 SKS)</td>
</tr>
<tr>
<td>4th</td>
<td>Financial of Management and Islamic (Syariah) Banking (3 SKS)</td>
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<td>5th</td>
<td>Islamic (Syariah) Accounting (3 SKS)</td>
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<tr>
<td>7th</td>
<td>For three-month internship at the partner company of FE UNPAD based Syariah (3 SKS)</td>
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**Summary:**

1. Islamic (Syariah) Economics 3 sks
2. Banking of Management and Financial of Islamic (Syariah) 3 sks
3. Islamic (Syariah) Accounting 3 sks
4. Internship 3 sks
5. Thesis 6 sks

Total 18 sks (of the total 144 credits S1 Accounting curriculum)
Bachelor in Economics and Development Studies

a) Course Structure

Competency Based Education Expense Recapitulation Course

<table>
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<tr>
<th>No.</th>
<th>Type of Course</th>
<th>Credit (SKS)</th>
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<td>Personality Development Course (PDC)</td>
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<td>Scientific and Skill Course (SSC)</td>
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<td>Human Life Societal Course</td>
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Amount of Minimum SKS Economic Development Major 144 100,00

b) Daftar Mata Kuliah

Odd Semester

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Passed the comprehensive test and colloquia

*Information:
- After passed the English Course, students are advised to take Institutional TOEFL test. TOEFL score must be AT LEAST 500, as a requirement to take bachelor defence.
- Bachelor Thesis Defence could be followed by students who have passed the comprehensive test and colloquia.
- SC = Specialization Course
- EC = Elective Course
## Even Semester

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<td>3</td>
<td>B1B231</td>
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## 6th Semester
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**8th Semester**

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**Annotate:**
- SC = Specialization Course
- EC = Elective Course
- O = Optional
- Starting from Academic year 2008/09 International Class are offered for every course above. Students do every course since 1st semester until the preparation of final thesis in English.
- Specialization class will be available if minimum 5 students concerned.
- The above curriculum is applicable for students class of 2007 / 2008 onward and students who are going to submit their thesis.

**c) Course Description**

**Compulsory Courses**

B1B.101  INTRODUCTION TO MATHEMATICAL ECONOMICS AND BUSINESS *(M KK)*  
(3-0)
This subject aims to teach concepts and techniques in mathematics used to analyze economics, business and financial problems. The advantage of mathematics approach is an ability to analyze problems involving lots of variables and to assess the changes of a variable. The topic to be discussed in this subject including: relation and function, types of function and graphs, function of two variables or more, differential, limit function, integral, introduction to matrix; linear programming; static analysis; as well as various examples of mathematical applications in economics such as: the concept of market equilibrium, taxes and subsidies, consumption function, national income and savings, break-even analysis, price elasticity, and the concept of income (revenue). After attending this course students are expected to perform a static analysis (to find an equilibrium, completing the system of linear equations) and solve linear optimization problem, both constraint and unconstraint.

Prerequisite: NONE

**B1B.102 INTRODUCTION TO EKONOMICS AND BUSINESS STATISTICS (MKK) 3(2-3)**

This course aims to teach basic statistics method in data processing. Introducing the definition and scope of statistics as one of tools for learning the economics, especially relating to empirical data. Explains the data characteristics that are relevant with the economic development, including aspects namely descriptive statistics which this course more focused on. Some of discussed topics such as: definition and method of statistics; data; mean; deviation, variance, index numbers; periodic sequences; definition of regression and correlation; probability; theoretical probability distribution, and normal distribution. After attending this course, student is expected to be capable of using statistics methods for data analyzing descriptively and calculating probability of the occurrence of an event.

**Tutorial:**
The application of descriptive statistics method by giving the theory application training for problem solving in descriptive statistics. Training materials that given in tutorial including: the calculation of mean, deviation, variance, index numbers, periodic sequences, theoretical probability distribution and normal distribution.
Prerequisite: NONE

**B1B.111  INTRODUCTION TO MACROECONOMICS  3 (2-3)**

This course aims to give the preliminary outlook of economics theory and overall outlook about macroeconomics basic. It explains the basic concepts of macroeconomics, including basic concepts about issues faced by economic organization, market and government in modern economy. The topics consist of definition, principles, and macro economics organization; forming and calculation of Gross Domestic Product (GDP); calculation of living cost; long-term economy; saving and loan; unemployment and inflation; basic concept of open macro economics; trade balance and exchange rate; influence of monetary and fiscal policy on short-term aggregate demand; also five important topics in macroeconomics. After attending this class, student is expected to be able to understand the role of macroeconomics in national economy and comprehend various of macroeconomics phenomenon.

**Tutorial:**
Application of macroeconomics basic concepts in the problem solving training for economic organization, market, and government in modern economy. Training is including the forming and calculation of GDP; living cost calculation; long-term economy; saving and loan; unemployment and inflation; basic concept of open macro economics;

Prerequisite: NONE

**B1B.112  INTRODUCTION TO MICROECONOMICS (MKB)  3 (2-3)**

The aim of this course is to give the preliminary outlook of economics theory and overall outlook about the basic of microeconomics particularly concerning of how consumer and producer behave in the market economy. This course discuss the basic concepts of microeconomics, demand and supply concepts, also how the market interacts (balance geometric analysis); production and cost theory, elasticity and its application; market competition system; consumer issues, producer and market efficiency; also production input market and income distribution. After this study, student is expected to comprehend the role of microeconomics in corporate and willing to explain microeconomics in general through diagram and simple formula.

**Tutorial:**
The implementation of the basic concepts of microeconomics in problem solving training for microeconomics issues that cover demand and supply; how market interact; elasticity and its application; consumer issues, producer and market efficiency; also many of government policies such as in taxation, subsidy, industry organization, and labour market.

**Prerequisite: NONE**

**B1B.204 STATISTICS OF ECONOMICS AND BUSINESS (M KK) 3(2-3)**

This course aims to provide the concepts and techniques in statistics. Economics and business statistics is a continuation of the introduction to economics and business statistics that must be followed by students of Faculty of Economics. This course discusses the system, the usefulness and scope of the statistical inferences in economics. Topics to be discussed including: sampling and sampling distributions, estimation, hypothesis testing, Chi distribution, ANOVA, several methods of non-parametric, and regression and correlation. After attending this course students are expected to make a calculation of statistical inferences with various calculation methods.

**Tutorial:**

Practice on the application of statistical methods to solve statistical inferences problems. The material given in the practical exercises including: sampling and sampling distributions, estimation, hypothesis testing, non-parametric statistics, the distribution of Chi and regression and correlation.

**Prerequisite:**

Passed the course of **Introduction of Economics and Business Statistics (B1B.102)**

**B1B.206 MATHEMATICAL ECONOMICS AND BUSINESS (M KK) 3 (3-0)**

This course aims to provide the concepts and techniques in mathematics being often used for economic analysis, business and finance. The course is a
deepening and continuation of the introductory discussion of mathematical economics and the materials include: the derivative function of n variables, non-linear programming, dynamic analysis, and non-linear optimization with constraint problem, differential equations and difference equations. After attending the course, students are expected to conduct comparative equilibrium (comparative static analysis) and dynamic analysis, that is finding the time path or a time variant variable pattern and can solve non-linear optimization with constraint problem.

**Prerequisite:**
Passed the subject of *Introduction to Mathematical of Economic and Business (B1B.101)*

**B1B.213 MACROECONOMICS I (MKB) 3 (2-3)**

This course aims to provide a deepening of macroeconomics that previously obtained from the introduction to macroeconomics. The course discusses the topics in conjunction with macroeconomic theories through graphical, mathematical, or empirical discussions. Topic to be discussed including the measurement and definition of macro economics variables or indicators, the concept of national income, unemployment, money and inflation, the concepts of aggregate supply and demand in the open and closed economy, function and role of money in the economy, IS-LM approach in a closed economy, new macroeconomics, consumption and savings, investment, fiscal and monetary policies and debt, stabilization policy and macroeconomic policy implications. After attending this course student are expected to explain in greater depth of macroeconomic concepts and be able to analyze recent economic phenomena with the use of macroeconomic concepts either through graphical, mathematical, and empirical analysis.

**Tutorial:**
It focuses on applying theoretical and analytical skills of students on topics of macroeconomic theory in various economic problems. The topics including: basic concepts of aggregate supply and demand in the open and closed
economy, function and role of money in the economy, open economy, the IS-LM and macroeconomic policy.

**Prerequisite:**
Passed the course of _Introduction to Macroeconomics (B1B.111)_

**B1B.214 MICROECONOMICS I (MKB) 3 (2-3)**
This course aims to provide a deepening of microeconomic fundamentals in determining prices and the role of price in the economy. It will discuss how economic models can be built from the study of supply and demand theory, production theory and market power. Topics to be discussed including: economic modeling and optimization in mathematics, consumer’s choice, the theory of demand (income effect, substitution effect, individuals as well as market demand, and the concept of elasticity), the production and costs functions, profit maximization, and market competition system (Partial competitive equilibrium model, general equilibrium and welfare economy). Furthermore, it discusses concrete examples of empirical applications of each theory. After attending the course, students are expected to analyze and solve microeconomic problems that occurred primarily related to pricing and the role of prices in the economy.

**Tutorial:**
It is designed to apply students’ knowledge and analytical skills on topics of microeconomic theory in a variety of problems/cases. Topics materials including: consumer's choice, producers and their interaction in the market, demand theory, production and profit maximization, a general equilibrium model under perfect competition.

**Prerequisite:**
Passed the course of _Introduction to Microeconomics. (B1B.112)_

**B1B.221 BANK AND OTHER FINANCIAL INSTITUTIONS (MPB) 3 (3-0)**
This course aims to provide a basic in the monetary economics. It provides basic knowledge for definition and function of the financial system. The topic
to be discussed including: financial markets and financial institutions in the economy, and the introduction of financial sector instruments, both in developed and developing countries. The function and role of central banks as monetary authorities will also be briefly discussed. After attending this course students are expected to know and understand the types of instruments that are circulating in the financial system and the role and functions of financial institutions (commercial banks and non-bank financial institutions) in the economy.

**Prerequisite:**

Passed the course of *Introduction to Microeconomics (B1B.112) and Introduction to Macroeconomics (B1B.111)*

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**B1B.23 INTERNATIONAL TRADE (MPB) 3 (3-0)**

This course aims to provide a basic understanding of international finance and trade by emphasizing the basic understanding of international trade. The course discusses the technical concepts and benefit from trade, the causes and consequences of trade and trade policy, through the discussion on: the Ricardian theory, Heckser-Ohlin theory, the theory of specific factors, distortion caused by government policy, terms of trade due to differences in preferences, trade due to increasing in returns to scales and intra-industry trade. Discussion on aspects of international policy will be limited to the aspects of tariff and non-tariff, and the trend of globalization and regionalization of world trade. Then the course will discuss the relationship between international trade with economic development and the movement of international resources and multinational companies. After attending this course students are expected to have basic knowledge of international economics, especially regarding international trade.

**Prerequisite:**

Passed the course of *Microeconomics I (B1B.214)*

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**B1B.241 ECONOMIC DEVELOPMENT (MPB) 3 (3-0)**
This course aims to provide knowledge to the students about various issues that taken place in the current development that is faced and found mainly in developing countries including issues and policies on development, both from the theoretical side or actual facts that occurred in some developing and transition countries in different parts of the world (especially Asia, Africa, Latin America, Middle East and other transition countries in Europe). The discussion covers the definition of economic development, development theories, and issues discussed in the development of the developing countries, which would then be distinguished from the perspective of macro- and micro-economics. Some material will be taught, among others, are the theory of structural transformation in the development process, the process of growth, the basic theories of development, international trade, foreign aid, poverty and income inequality, the problems of agriculture, industry and rural development, labor market, migration and economic growth, education, health, nutrition, and government policies. In addition the course also described a variety of data about the condition and progress of the construction progress for developing countries, such as data from World Development Report (WDR), International Financial Statistics (IFS), World Development Indicators (WDI), and some data for the case of Indonesia. After attending this course students are expected to formulate the development problem in developing countries with policy solutions that follow.

Prerequisite:
Passed the subjects of Introduction to Microeconomics (B1B.112) and Introduction to Macroeconomics (B1B.111)

B1B.283 INTRODUCTION TO COMPUTER APPLICATION (MPB) 3(3-0)
This course aims to provide knowledge about computer hardware (PCs, micro, a glimpse on the mini and mainframe computers) and computer software used in corporate activities (word processing and spreadsheet). This course emphasizes the discussion of the basics of computer software and information systems, human aspects in computer,
problems relating to the business and computers (such as computer crime and efforts to improve the quality of work with computers, etc.) as well as the future of computers and information systems. This course studies the operation of MS Office, Eviews, SPSS, and Mathcad as softwares that are often used in economic analysis and mathematics. The course is followed by a tutorial. After attending this course students are expected to understand the computer hardware and software and be able to use it to help the task of scientific writing.

**Tutorial:**

It includes introduction to operating systems and spreadsheet packages and word processing applications specifically at the firm level.

**B1B.291  HISTORY OF ECONOMIC THOUGHT (MBB)  3 (3-0)**

This course aims to enable the students to understand the process of the development of various theories, concepts, and analytical methods of economics since the days of Adam Smith to the present time. The course will discuss the main points of economic thought and analysis that has been developed by a number of economic experts for more than four centuries ago comprehensively. The topics discussed including (1) Pre-classical, (2) Classical (3) Marxism / Socialism, (4) Neoclassical (marginalism), (5) Chamberlin and Robinson, (6) Keynes, (7) Institutionalism, (8) Monetarism and Rational Expectations, and (9) Economics of mathematics and empiricism. After attending this course students are expected to have a mind frame on the establishment of an economic thought.

**Prerequisites: NONE**

**B1B.293  ECONOMIC COOPERATIVES AND SMES (MPB)  3 (3-0)**

This course aims to provide an understanding on cooperatives and SMEs as an alternative of economic institutions, in addition to state-owned enterprises and private enterprises. The course discusses the Cooperative on the economic system and its institutional aspects; analysis using
microeconomics, economic principles and their application in economics of cooperative; types of business entities; the principles of cooperatives and other forms of cooperative activities; arrangements and government policies pertaining to cooperatives. After attending this course students are expected to understand and provide another alternative economic institution—cooperatives and SMEs—to support national development.

**Prerequisite:**
Passed the subject of **Microeconomics I (B1B.214)**

**B1B.295  SOCIOLOGY AND POLITICS (MKK)  3 (3-0)**

This course aims to provide basic knowledge of sociology and political science related to the economic behavior of individuals and groups in a society like Indonesia. The course will discuss the understanding of institutions and social institutions, while in the subject of politics will be studied about political background of the changes/ economic phenomenon which occurs in developing countries, especially the examples in Indonesia. The discussion is carried on the premise that economic systems and institutions of a society influenced by the behavior of society as individuals and group members. After attending this course students are expected to understand the behavior of people as individuals and group members in an economic system and institutions.

**Prerequisite:** NONE

**B1B.310  EKONOMETRICS I (MKK)  3 (2-3)**

This course aims to provide knowledge and basic on econometric methods in terms of testing the model and economic analysis. The course discusses the concepts and applications of econometric methods that including: the definition and scope of econometrics; simple OLS regression, the assumptions of classical regression, multiple regression, estimation and inference, hypothesis testing, regression and variance analysis, and regression with dummy variables. In addition, students are trained to be able to use computer software for econometrics—the Eviews. After attending the course students are expected to conduct an econometric testing of various
econometric models and forecasting equation with a linear regression model.

**Tutorial:**

It is designed as a room for implementation and practice using a computer to support the material given in class. The material given in the practical exercises include: software handling, such as Eviews to enter data and estimate a model with Ordinary Least Square Method; multiple regression, partial correlation coefficient; test the overall significance of the variables; detecting the multicolinearity, autocorrelation, and heteroscedasticity symptoms, forecasting, and the use of dummy variables.

**Prerequisite:**

Passed the subjects of *Statistics of Economics and Business Statistics (B1B.204), Mathematical Economic and Business (B1B.206), Microeconomics I (B1B.213) and Macroeconomics I (B1B.214)*

**B1B.311 FINANCIAL ECONOMICS (MPB) 3**

This course aims to provide a deepening and expansion on financial management subjects. The course discusses the financial aspects and their implications for the continuation of corporate operations. Material covered include materials specifically related to financial management and financial risk in companies such as: time value of money, interest rate structure, risk and asset, bonds, shares, capital market theory, efficient market hypothesis, derivatives and capital markets, as well as financial and corporate strategy. After attending this course students are expected to have the ability to analyze financial performance by taking into account various factors and risks and to make a logical thinking about financial issues and risks faced by investors and companies.

**Prerequisite:**

Passed the subjects of *Introduction to Accounting (B1A.121) and Microeconomics I (B1B.214)*
B1B. 322  MONETARY ECONOMICS (MPB)  
This course aims to give deepening and expansion of the monetary system which was obtained from subject of Banks and Financial Institutions with an emphasis on policy issues and the implications for the macro economy. Topics to be discussed including: theories of supply and demand in the money market, monetary policies as well as their impact and effectiveness, money & inflation, rational expectations, and monetary policy transmission. At the end of the course students are expected to analyze the relationship of money to various macroeconomic variables.

Prerequisite:
Passed the subject of Bank and Other Financial Institutions (B1B.221)

B1B.330  SCIENTIFIC WRITING AND PRESENTATION TECHNIQUES  
This course aims to enhance the ability of students on Indonesian effectively. This course discusses the basics for various types of writing both scientific and popular papers such as seminars, scientific journals, thesis and how to present / communicate them effectively. It includes discussion of various writing system. The emphasize is to formulate and express the ideas and presentation, not the research design. After attending the course students are expected to make a systematic scientific paper, in accordance with the standards of good and correct writing.

Prerequisite:
Passed the subject of Indonesian Language (UNX10.103)

B1B.351  PUBLIC ECONOMICS  (MPB)  
This course aims to introduce the public goods, in terms of benefits and financing aspects. This course discusses the definition and function of public goods, a process of public goods, the benefits of public goods, and the management of public goods, including the role of the government sector in the economy, positive or normative analysis tools that can be used in public economic analysis, government expenditure and revenue analysis government. Furthermore, an analysis of government expenditure which
includes the causes of market failures and public goods provision, externalities, voting theory, conceptual issues of income redistribution. The analysis covers various aspects of government income taxation such as taxation and income distribution, efficient and fair taxation. After participating in this course, students are expected to distinguish the public and private goods, knowing the definition and function of public goods, benefits and management of public goods, financing public goods, as well as policy analysis to government on these public goods.

**Prerequisite:**
Passed the subject of **Microeconomics I (B1B.214)**

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**B1B.374  INDUSTRIAL ECONOMICS (MPB)  3 (3-0)**

This course aims to provide knowledge about the economic value and impact of an activity and the development of industries and companies within the industry and a highlight on the discussion that the real world is not perfectly competitive. The course discusses the theoretical analysis using microeconomic theory and the empirical analysis uses the example of industrial activities in advanced countries and Indonesia. The discussion including the structure, behavior and performance of the industry, the concept of corporate operations, measures of market structure and identification its determinant, the theory and practice of oligopoly, product differentiation and government policies in influencing industry policy. Furthermore, the understanding given also including: the forms of the market, analyze the influence perfectly competitive market structure and not perfect competition, non-price competition, collusion and mergers, the issue of patent, copyright and R & D, regulatory and Anti-Trust Act and the application in Indonesia. After attending this course students are expected to understand more deeply the behavior of firms and industry in an organization and industrial markets where the market has imperfect competition.

**Prerequisite:**
Passed the subject of **Microeconomics I (B1B.214)**
B1B.383  HUMAN RESOURCES AND LABOUR ECONOMICS (MPB)  
3 (3-0)
This course aims to provide insight and qualitative and quantitative analysis used in labor economics. The course discussed the role of population as a factor of production, as workers in the development process. Topics covered including: human capital (education), labor market discrimination, inequality in income, and labor mobility (immigration). At the end of the course students are expected to explain and analyze the problems of population in Indonesia theoretically and empirically using data both in terms of history (historical), microeconomics and macroeconomics.

Prerequisite:
Passed the subject of Microeconomics I (B1B.214)

B1B.394  COMPARATIVE ECONOMIC SYSTEM (MBB)  
3 (3-0)
This course aims to compare two extreme forms of economic system, capitalism and socialism. This course discusses the special characteristics of some forms of contemporary economic systems like capitalism system of the United States, Japan and newly industrialized countries, System of Russian Socialism, Hungary, China, Yugoslavia, and the countries of Western Europe such as the Welfare State: Danish, Sweden and Norway. The course will also teach economic analysis of the market system, planning system and some form of government intervention systems. After attending this course the students are expected to draw a conclusion with their analysis of the advantages and disadvantages of the existing economic system in the world.

Prerequisites: NONE

B1B.415  MACROECONOMICS II (MKB)  
3(3-0)
This course aims to provide a more extensive analysis than has been given on the Macroeconomics Theory I by using various mathematical and econometric models. This course discusses more about problems occurred in Macroeconomics and its measurement, economic growth (including the factors that influence it), Aggregate Supply (Labor Market, AS Curve, Wages,
Prices and Output, Philips Curve to the Aggregate Supply and Supply Shock), the anatomy of inflation and unemployment, money supply and demand, financial markets, macroeconomic policy in open markets, as well as advanced business cycle theory. This course relies on the mathematical analysis and econometric models. After attending this course, students are expected to understand and be able to test various macroeconomic theories with mathematical analysis approach and econometric model.

**Prerequisite:**

Passed the subject of **Macroeconomics I (B1B.213)**

**B1B.416 MICROECONOMICS II (MKB) 3(3-0)**

This course aims to provide a deepening and expansion of various kinds of microeconomic analysis, which has been obtained in Microeconomic Theory I. The course discusses the models of imperfect market competition which realistically can be found more in everyday life. The course provides further opportunity for students to directly study the microeconomics theory with the theoretical tools, the current situation of economic reality, and the recent development of microeconomics. The topics covered including: models of imperfect competition (monopoly, the traditional model, and game theory), market pricing of inputs in production (labor markets, capital markets, and interest rates), uncertainty, economic of Information, and market failure (externalities, public goods, and political economy). As an additional element that distinguishes this course with Introduction to Microeconomics and Microeconomics Theory I is the use of an appropriate level of difficulty of mathematics for students in the S-1 before the final level. Teachers of this subject are expected to deliver the material with a touch of business managerial and public economics at some of the discussion. After attending this course students are expected to be able to understand and to analyze various economic realities of the current situation and using various tools of economic theory with mathematical analysis approach.

**Prerequisite:**
Passed the subject of Microeconomics I (B1B.214)

B1B.429  RESEARCH METHODOLOGY (M KK)  3(3-0)
This course aims to guide students in a good and correct writing. This means the course discusses the principles of scientific research, the requirements of scientific research, literature review, and the usefulness of hypothesis in scientific research, research instruments, data collection methods, analytical methods, preparation of research proposals and writing research reports. After taking this course students are expected to be able to make a scientific paper in accordance with the rule of good and correct writing.

Prerequisite:
Passed the subjects of Statistics (B1B.204) and Econometrics I (B1B.310)

B1B.432  INTERNATIONAL FINANCE (MPB)  3 (3-0)
This course aims to provide a deepening of understanding of the international economy, especially in terms of international finance. The course covers various aspects of international monetary economics. The materials discussed including: (1) analysis of the balance of payments, (2) the performance of the foreign exchange market, (3) theory and foreign exchange rate system; and (4) models of open macro-economy which incorporates elements of international trade and investment. The method used not only graphical approach but also mathematics and statistics. After attending the course students are expected to understand the development of international economic theories and models related to the monetary sector.

Prerequisite:
Passed the subject of International Trade (B1B.231)

B1B.446  PROJECT EVALUATION (M KK)  3(3-0)
This course aims to provide basic knowledge and expertise on various aspects relating to the preparation and evaluation of an activity within the development with an emphasis on financial and economic analysis. This course will discuss the process and the basic purpose of development, the basic definition of the project, which involves various aspects of project preparation and the cycle of a project. Discussion will also continue with the basics of investment criteria as the basis for initial feasibility assessment of a project/ construction activities which will be followed by a discussion on principles of shadow price (accounting price) in a development activity and how to estimate the accounting price in the preparation of the project. The discussion will conclude an analysis of the impacts that might arise from the project to the overall economy. After attending this course the students are expected to create and analyze a construction project and its impacts that may arise from activities to the overall economy.

**Prerequisite:**
Passed the subject of Economics Development (B1B.241)

**B1B.452 PUBLIC POLICY ECONOMICS (MPB) 3(3-0)**
This course aims to provide deepening and expansion of Public Economics course that has been obtained previously in which this subject give more emphasis on public policy analysis. Topics to be discussed are the theory of public goods; pricing of public goods by the government; theory of state revenue and expenditure; tax effects on the economy and the behavior of economic agents; fiscal policy and economic stabilization, the state budget and fiscal policies in Indonesia; taxes, government budget and financing; economic development and foreign loans, and local budget. After attending this course students are expected to apply knowledge of public economics that have gotten in the formulation of public policies in accordance with the conditions of the country.

**Prerequisite:**
Passed the subject of courses Public Economics I (B1B.351)
B1B.365  NATURAL RESOURCES AND ENVIRONMENTAL ECONOMICS (MPB)  
3(3-0)

This course aims to provide knowledge in the field of natural resources and environmental with a variety of problems in terms of economics. The course discusses about various topics including: environmental problems in the economy, the concept of efficiency and allocation efficiency of pollution control and pollution prevention decisions, estimates the consequences of alternative environmental policy, the theory that explains how the authority to make decisions in controlling the natural resources that will affect environmental quality, technique on cost-benefit calculations of government involvement in managing natural resources, the limitations of an economy with the understanding, explanation, and estimation related to environmental issues and policies, and compare the theory of classical and neo-institutional approach in environmental economics. After attending the course students are expected to understand how to manage and make decisions about efficient and sustainable use of natural resources.

Prerequisite:

Passed the subject of Microeconomics I (B1B.214), Macroeconomics I (B1B.213) and Mathematical Economics and Business (B1B.206)

B1B.492  INDONESIAN ECONOMY STUDY (MBB)  
3(3-0)

This course aims to introduce the stages and issues of economic development of Indonesia. The discussion begins with definition of the economic system of Indonesia which is then discussed about the basic concepts, direction and pattern, and the history of Indonesia’s economic development planning, macroeconomic policies and deregulation of the Indonesian economy, fiscal policy, budget policy, and state financial arrangements; national tax matters; monetary policy, banking deregulation, and restructuring of Indonesian banks, capital markets and its role in economic development, foreign investment, foreign trade policy in the context of Indonesia’s development; The role and impact as well as efforts to alleviate the Indonesia's foreign debt, Indonesia's balance of payments and problems on current account deficit; role, control, and state-owned
development strategies; financial and economic crisis in Indonesia as well as efforts to overcome it. After attending this course students are expected to make an analysis of Indonesia’s current economic condition as well as the previous condition that can be used to improve the conditions of the Indonesian economy in the future.

**Prerequisite:**

Passed the subject of *Microeconomics I (B1B.214) and Macroeconomics I (B1B.213)*

**B1B.493 ECONOMETRICS II (MKK) 3 (3-0)**

This course aims to provide a wider and deeper range of econometric analysis of what has been given in the Econometric I. Topic to be discussed on this subject including the deepening of the deviations of the classical linear regression assumptions, implications on the estimation how to cure it, simultaneous equation methods and its analysis stages, as well as other topics on intermediate econometrics: qualitative data dependent variable, autoregressive model panel data and time series model in which including forecasting data with the ARIMA modeling and VAR methodology. After attending this course the students are expected to apply various (advanced) methods as well as its software to analyze the various models that describe causal relationships between economic variables with economic data whom often violate the basic assumptions of statistics.

**Prerequisite:**

Passed the subject of *Econometrics I (B1B.310)*

**SPECIALIZATION COURSES**

**B1B.362 SYARIAH ECONOMICS (MPB) 3(3-0)**

This course aims to provide an introduction on the concepts of Islamic economy and its economic model. It presents an alternative to theory and model of conventional economics based on the economic ideas and behavior guided by Islam philosophy. The course discusses Islamic microeconomic modeling, containing the basics of (mathematical) model construction from an Islamic consumer behavior and producer theory, to the problem of the
Islamic Welfare Economics. Furthermore, it discusses the transfer of zakat, infaq, and shadaqah. Moreover, from the macroeconomic side, the discussion is mainly on the operation and role of Islamic financial institutions in Indonesia. The material is not only about the thinking and economic models, but also related to their implementation and their necessary institutions. After attending the course students are expected to be able to explain and distinguish the Islamic economic system with the conventional economic system viewed from a variety of systems and attributes and be able to create a policy that can overcome the existing economic problems.

**Prerequisite:**

Passed the subject of Microeconomics I (B1B.213), Bank and Other Financial Institutions (B1B.221)

**B1B.423 SPECIAL TOPIC OF MONETARY ECONOMICS (MKB)**

This course aims to provide the material expansion of the monetary economy that has been gained in the course of Banks and Financial Institutions as well as Monetary Economics, specifically regarding the monetary authority. The course discusses the role of the Central Bank as the monetary authority in the financial system and monetary policy, central bank policy implications, the specific functions of the Central Bank and the practice of Central Bank activity in Indonesia. After attending this course the students are expected to create and analyze a variety of monetary policy associated with the role of central banks as monetary authorities in a scientific article or paper.

**Prerequisite:**

Passed the subjects of Monetary Economics (B1B.322)

**B1B.443 SPECIAL TOPIC OF ECONOMIC DEVELOPMENT (MKB)**

This course aims to provide extension materials and specific topics of economic development that had previously been obtained in the course of
Development Economics. This course discusses specific topics on development issues, particularly in developing countries through desk research on relevant national and international journals. The discussion also covers the actual problems of development by using historical and actual data. After attending the course students are expected to be able to analyze the factors influencing development in developing countries especially in Indonesia by using historical and actual data.

**Prerequisite:**
Passed the subject of Development Economics (B1B.241)

**B1B.433 SPECIAL TOPICS OF FINANCIAL ECONOMIC (MKB)**
3(3-0)

This course aims to provide the material expansion of the financial economy which had been obtained previously in financial economics courses. This course discusses various special topics of financial economics using nationally and internationally journals particularly on topics that are relevant to Indonesia. Topics to be discussed include the past and the latest financial topics that have been learned in financial economics courses. After attending this course students are expected to analyze empirically the factors that affect the company’s financial condition and risk.

**Prerequisite:**
Passed the subject of Financial Economics (B1B.311)

**B1B.434 INTERNATIONAL ECONOMIC POLICY (MPB) 3(3-0)**

This course aims to provide the expansion of International Economic discussion followed by an understanding of the international economic policy taken by the government. This course discusses the international economic policies and development trend of world economy (regionalization and globalization) and their impacts on international trade and national economy. The main topics to be discussed including: the protection policy (tariff and non-tariff barriers); imperfect competition, increasing returns and strategic trade policy; preferential trade areas: the political economy of trade
policy and administrated protection (GATT/WTO, contingent protection, trade and environment). The approaches used are quantitative, graphics, and empirical methods. After attending this course students are expected to understand and be able to analyze the various methods on various international economic policies taken by the government.

**Prerequisite:**

Passed the subject of *International Trade (B1B.231)*

**B1B. ANALYSIS OF PUBLIC POLICY AND REGULATION**

This course aims to discuss the government regulation and its relation to the economy. The course also discusses the political aspects related to government policies, particularly in the field of economic policy.

**Prerequisite:**

Passed the subject of *Public Economics, Economics of Public Policy, Macroeconomics I and II.*

**B1B. ECONOMIC OF COMPETITION**

This course encourages students to be able to analyze the various policies related to the problem of industrial organization and competition issues in various industry sectors. The discussion includes the study of various problems of industrial organization and industrial policy that can be done related those problems.

**Prerequisite:**

Passed the subject of *Microeconomics I*
Management Study Program

A) Course Structure

<table>
<thead>
<tr>
<th>No.</th>
<th>Courses</th>
<th>Credit (SKS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Compulsory Courses</td>
<td>111</td>
</tr>
<tr>
<td>2</td>
<td>Compulsory for specialization courses</td>
<td>9</td>
</tr>
<tr>
<td>3</td>
<td>Elective courses</td>
<td>15</td>
</tr>
<tr>
<td>4</td>
<td>Field Work</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>Thesis</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td><strong>Total Credits Required to Graduate from S1</strong></td>
<td><strong>144</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Management Study Program</strong></td>
<td></td>
</tr>
</tbody>
</table>

**S1 (BACHELOR) MANAGEMENT STUDY PROGRAM CURRICULUM**

By considering the National Educational Affair Ministry pronouncement’s numbered 045/U/2002 about the Guidline in Compiling Curriculum for High Education, S1 (Bachelor) Management Study Program has held *lokakarya* (workshop) about curriculum development for 3 (three) times in the year of 2004, 2006, and 2008. As the result of the *lokakarya* (workshop), S1 (Bachelor) Management Study Program currently offers 2 new specializations i.e : Business and Entrepreneurship, and Sharia Management.

The Even Semester in the academic year of 2008/2009 until the Odd Semester 2009/2010 were treated as Bridging Semester, resulted in the following outcomes:

- Sharia Management courses (compulsory and elective), Elective Courses (Mandarin, Japanese, Germany, Arabic), and courses with lab work (Strategic Management) were offered in Odd Semester and Even Semester on that Academic Year.
- In order to give opportunity to students who had chosen a particular specialization according to old curriculum to change their specialization according to new curriculum, the specialization courses (compulsory and elective) were offered in both semesters (odd & even) on that Academic Year.
• In order to give opportunity to students to take pre-requisites courses for particular specialization’s course with lab work in both semesters (odd & even) on that Academic Year. The rule in taking courses prevailed in Courses Road Map.

Thereafter, started on Odd Semester on the year of 2010/2011, the bridging semester policy has been revoked, and all pre-requisites for all specializations are back offered according to Courses Road Map.

Then, S1 (Bachelor) Management Study Program now officially offers 6 (six) specializations, ie:
1. Marketing Management (MM),
2. Human Resource Management & Organisation (HRMO),
3. Operation Management (OM),
4. Financial Management (FM) dan
6. Sharia Management (SM)

The newly offered specialization on the 2008/2009 Academic Year is:
• Business Management and Entrepreneurship (BME)

The newly offered specialization on the year of 2008/2009, Even Semester is:
• Sharia Management (SM)
ROAD MAP TO GRADUATE FROM THE MANAGEMENT STUDY PROGRAM

Total: 120 sks
- Mata Kuliah Wajib (+skripsi & KKNM)
  - Total: 15 sks
  - Mata Kuliah Pilihan Konsentrasi / Sephas
  - Total: 9 sks
- Pendidikan Agama
- Pengantar Aplikasi Komputer
- Pendidikan Pancasila
- Bahasa Inggris
- Matematika Bisnis
- PIE Mikro
- Pendidikan Agama Islam

Management
- Statistika Bisnis I
- Statistika Bisnis II
- Ekonomi Pembangunan
- Ekonomi Syariah
- Metodologi Penelitian

Roadmap:
- Semester Ganjil
  - Paket 18 sks
  - Semester Genap
  - Paket 19 sks

Management SDM
- Manajemen SDM
- Manajemen Operasi
- Manajemen Pemasaran

Management PKN
- Manajemen Karyawan
- Manajemen Komunitas
- Manajemen Masyarakat
- Manajemen Kependudukan

Management MKN
- Manajemen Kewirausahaan
- Manajemen Keterampilan
- Manajemen Kepemimpinan

Management PPI
- Manajemen Pelayanan Publik
- Manajemen Perilaku Usaha
- Manajemen Perilaku Manajemen

Management Skripsi
- Seminar MSKY

Management PPI
- Seminar MK

Management MKN
- Seminar MP

Management PKN
- Seminar MO
**B) Course List**

**Compulsory for Specialization Courses** are the courses that student required to take (9 Credit total) if a student choose a particular specialization, in order to fill the quota of required courses.

**Compulsory Courses for Specialization List**

<table>
<thead>
<tr>
<th></th>
<th>Required Courses 2006 Curriculum</th>
<th>Required Courses 2004 Curriculum</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Marketing Management</strong></td>
<td>Marketing System</td>
<td>Marketing Information System</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>Global Marketing Management / International</td>
<td>Consumer Behaviour and Marketing Communication</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>Marketing Seminar</td>
<td>Marketing Management Seminar</td>
<td>Odd</td>
</tr>
<tr>
<td></td>
<td><strong>Human Resource Management &amp; Organizational</strong></td>
<td>Human Resource Management Information System</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>HR Planning and International HR Management</td>
<td>HR Planning and International HR Management</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td><strong>Operational Management</strong></td>
<td>Project Management</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>Logistic Management</td>
<td>Logistic Management</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>Operation Seminar Management</td>
<td>Operation Management Seminar</td>
<td>Odd</td>
</tr>
<tr>
<td></td>
<td><strong>Financial Management</strong></td>
<td>International Financial Management</td>
<td>Even</td>
</tr>
<tr>
<td></td>
<td>Investment and Portfolio Management</td>
<td>Capital Market and Portfolio</td>
<td>Even</td>
</tr>
<tr>
<td>Specialization</td>
<td>Elective Courses for Specialization</td>
<td>Semester</td>
<td>Notes</td>
</tr>
<tr>
<td>--------------------------------------</td>
<td>-------------------------------------</td>
<td>----------</td>
<td>-------</td>
</tr>
<tr>
<td>Marketing Management</td>
<td>Customer Relational Marketing</td>
<td>Odd</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Internet Marketing</td>
<td>Odd</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Consumer Behaviour &amp; Marketing Strategy</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Brand Management</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td>Course Category</td>
<td>Course Name</td>
<td>Semester</td>
<td>New</td>
</tr>
<tr>
<td>---------------------------------------</td>
<td>------------------------------------------------------------------------------</td>
<td>----------</td>
<td>------</td>
</tr>
<tr>
<td></td>
<td>Career Planning &amp; Self Development</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td>Operational Management</td>
<td>Quality Planning &amp; Control</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td>Financial Management</td>
<td>Risk Management</td>
<td>Odd</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Banking Management &amp; Sharia Finance (previously Financial Management Sharia)</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td>Business Management and Entrepreneurship</td>
<td>Small and Medium Business Management</td>
<td>Even</td>
<td>New</td>
</tr>
<tr>
<td>Sharia Management</td>
<td>Banking Management &amp; Sharia Finance (previously Financial Management Sharia)</td>
<td>Odd /Even</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Sharia Marketing Management</td>
<td>Odd</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Sharia Human Resource Management</td>
<td>Odd</td>
<td>New</td>
</tr>
<tr>
<td></td>
<td>Sharia Operational Management</td>
<td>Odd</td>
<td>New</td>
</tr>
</tbody>
</table>

Notes:

- **New** = These courses first time offered on the 2008/2009 academic year.
- **For students taking Marketing Specialization, we offer 5 (five) Elective Courses for Specialization. However, students only required to take 1 (one) course, i.e :**
  1. Customer Relational Marketing, Odd semester
  2. Internet Marketing, Odd semester
  3. Consumer Behaviour & Marketing Strategy, Even Semester
  4. Brand Management, Even Semester
  5. Service Marketing, Even Semester
- **For students taking Sharia Management, we offer 4 (four) Elective Courses for Specialization. However, students only required to take 1 (one) course, i.e :**
  1. Recommended for students interested in Financial Management : Sharia Banking and Financial Management.
  2. Recommended for students interested in non-Financial Management :
     - Sharia Marketing Management,
     - Sharia HR Management atau
     - Sharia Operational Management
# Elective Courses List

<table>
<thead>
<tr>
<th>No</th>
<th>Elective Course</th>
<th>Semester</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Economic Development</td>
<td>Odd</td>
</tr>
<tr>
<td>2</td>
<td>Studies in Indonesian Economics <em>(Perekonomian Indonesia)</em></td>
<td>Odd</td>
</tr>
<tr>
<td>3</td>
<td>Environmental Management</td>
<td>Odd</td>
</tr>
<tr>
<td>4</td>
<td>Banking Management</td>
<td>Odd</td>
</tr>
<tr>
<td>5</td>
<td>International Commerce</td>
<td>Even</td>
</tr>
<tr>
<td>6</td>
<td>Decision Making Theory</td>
<td>Even</td>
</tr>
<tr>
<td>7</td>
<td>Cross-cultural Management</td>
<td>Even</td>
</tr>
<tr>
<td>8</td>
<td>Business Communication</td>
<td>Even</td>
</tr>
<tr>
<td>9</td>
<td>German Language</td>
<td>Odd</td>
</tr>
<tr>
<td>10</td>
<td>Japanese Language</td>
<td>Odd</td>
</tr>
<tr>
<td>11</td>
<td>Chinese/Mandarin Language</td>
<td>Odd</td>
</tr>
<tr>
<td>12</td>
<td>Arabic Language</td>
<td>Odd</td>
</tr>
<tr>
<td>13</td>
<td>Principles of Islamic Jurisprudence and Law</td>
<td>Odd</td>
</tr>
<tr>
<td>14</td>
<td>Sharia Economics</td>
<td>Odd</td>
</tr>
<tr>
<td>15</td>
<td>Sharia Accounting</td>
<td>Odd</td>
</tr>
</tbody>
</table>

| 15 (fifteen) Elective Courses for Specialization (look at Elective Courses for Specialization List) | | |

Notes:

1. In 2004 curriculum, all elective courses were treated as elective courses, there is no Elective Courses for Specialization.
2. The total number of Elective Courses that students can choose is 30 (thirty) courses, with details as follows:
   a. 4 (four) language courses
   b. 4 (four) courses from S1 (Bachelor) Economics study program.
   c. 1 (one) course from S1 (Bachelor) Accounting study program.
   d. 6 (six) courses from S1 (Bachelor) Management study program.
   e. 15 (fifteen) elective courses for specialization from 6 (six) specializations.
3. In 2008 curriculum, students taking *Sharia Management Specialization* required to take 3(three) Elective Courses for Specialization, i.e:
   a. Arabic
   b. Principles of Islamic Jurisprudence and Law
   c. Sharia Economics or Sharia Accounting (choose one).
4. Even Semester 2008/2009 is treated as *Bridging Semester* for Sharia Management Specialization, this treatment resulted to 4 (four) Elective Courses for Specialization that is usually offered in Odd semester now offered in Even semester. The 4(four) courses are: Arabic, Principles of Islamic Jurisprudence and Law, and Sharia Economics adn Sharia Accounting.
5. Starting in Odd and Even semesters 2010/2011 and so on, rules as follows will be imposed:
   a. Odd semester dan Even semester are treated as normal semester where all the prerequisites will be offered according to “Courses Map”. In other words, the
Bridging Semester was ended in Even semester in the academic year of 2009/2010.

b. Strategic Management course is offered every Even semester and Strategic Management Seminar is offered every Odd semester.

c. Research Methodology course is offered every Even and Odd semester.

d. Bachelor Thesis Pre-requisites are:
   i. Minimum 2 courses left to graduation (132 credits) and is required to be done along with Thesis. Students are required to work to at least achieve a C for Specialization courses and at least D for non-specialization course.
   ii. From 132 credits that has been completed, a maximum of 2(two) Ds for all courses except for Specialization courses C is required as a minimum grade and no E for all courses without exception.

Based on explanation above, the following is the final conclusion:

<table>
<thead>
<tr>
<th>Specialization</th>
<th>Compulsory Courses for Specialization</th>
<th>Elective Courses for Specialization</th>
<th>Elective Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing Management</td>
<td>Marketing Information System</td>
<td>Customer’s RelationalMarketing *</td>
<td>1. Economic Development</td>
</tr>
<tr>
<td></td>
<td>Global Marketing Management</td>
<td>Internet Marketing *</td>
<td>2. Studies on Indonesian Economics</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Brand Management *</td>
<td>4. Banking Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Service Marketing *</td>
<td>5. International Commerce</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>6. Decision Making Theory</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>7. Cross Cultural Management</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>8. Business Communication</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>10. Sharia Economics**</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>11. Sharia Accounting**</td>
</tr>
</tbody>
</table>

|                                             | HR Planning and International HR Management | Career Planning and Self Development * | 2. Studies on Indonesian Economics |
|                                             | Project Management                       |                                     | 4. Banking Management      |
| Operational Management                     |                                            |                                     | 5. International Commerce |
|                                            |                                            |                                     | 6. Decision Making Theory  |
|                                            |                                            |                                     | 7. Cross Cultural Management|
|                                            |                                            |                                     | 8. Business Communication  |
|                                            |                                            |                                     | 10. Sharia Economics**     |
|                                            |                                            |                                     | 11. Sharia Accounting**    |
| Logistics Management                | 12. Arabic  
| Operation Management Seminar       | 13. Chinese/Mandarin  
|                                   | 14. Japanese  
|                                   | 15. Bahasa  
|                                   | 15 (fifteen) Elective Courses for Specialization as Elective Courses for students with different Specialization.  
| Financial Management              |  
| International Financial Management|  
| Risk Management *                 |  
| Investment Management and Portfolio| Sharia Banking and Financial Management *  
| Financial Management Seminar      | (previously Financial Management Sharia)  
| Business Management and Entrepreneurship |  
| Innovation and Creativity Management| Small & Medium Business Management  
| Business Planning and Simulation  |  
| Business Management and Entrepreneurship Seminar |  
| Sharia Management                 |  
| Fiqih Muamalah                    | Sharia Banking & Financial Management *  
| Management in Sharia Perspective  | Sharia Marketing Management (Idaratul Attarwij)  
|                                   | Sharia Human Resource Management (Idaratul Mawarid Al Bashariyah)*  
| Sharia Management Seminar         | Sharia Operational Management (Idaaratal Amaliyaat)*  

Notes: *: choose one Elective Course for Specialization; **: Required to take at least one for Sharia Management Specialization
Students who will take Sharia Management Specialization will take a different courses plot from other specializations (look at the table), because this specialization has different prerequisites, i.e.

1. Religion (Islamic)
2. Required to take 3 (three) Elective Courses for Specialization among 4 (four) i.e : (i) Arabic (ii) Principles of Islamic Jurisprudence and Law (iii) Sharia Economic or Sharia Accounting.

<table>
<thead>
<tr>
<th>Sem 1</th>
<th>Sem 2</th>
<th>Sem 3</th>
<th>Sem 4</th>
<th>Sem 5</th>
<th>Sem 6</th>
<th>Sem 7</th>
<th>Sem 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Religion (Islamic)</td>
<td>Principles of Islamic Jurisprudence and Law**</td>
<td></td>
<td></td>
<td>Fiqih Mualalah</td>
<td></td>
<td></td>
<td>Thesis</td>
</tr>
<tr>
<td>Arabic**</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notes: ** Offered in Odd Semester starting on the academic year of 2010</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes: *: choose one
CONVERSION RULES:

Basically, of S1 (Bachelor) Management Program Study’s 2006 Curriculum applied to all students. However, for students who have special circumstances, conversion (advance standing) rules as follows apply:

1. For students taking Marketing Management as their specialization and have taken Consumer Behaviour and Marketing Communication (now Consumer Behaviour and Marketing Strategy) before this new curriculum applied, are considered have taken the same course as Compulsory Courses for Specialization. Therefore, these students do not need to take the course again.

2. Students taking Sharia Management Specialization are required to take the following Elective Courses for Specialization on Even Semester 2008/2009 academic year: (i) Arabic (ii) Principles of Islamic Jurisprudence and Law (iii) Sharia Economics or Sharia Accounting. These steps are considered necessary so that on the next Odd Semester, students can take the Sharia Management’s Compulsory Courses for Specialization.

3. Students who already took 15 credits of Elective Courses (not necessarily Elective courses for Specialization) before this curriculum applied are considered have taken 3 credits Elective Courses for Specialization.

4. If the student’s quota for Elective Courses has not been filled yet to 15 credits then the student will still be required to take 3 credits of Elective Courses for Specialization.

5. For students that had previously taken particular specialization but is willing to switch to another specialization should take the new specialization’s Compulsory Courses for Specialization (previous Compulsory Courses will be ignored). However, if student has filled out 15 credits quota, Elective Courses (whether for Specialization or not) can be covered, if not then student is required to take new specialization’s Elective Courses.

Summary of Total Credits needs to be Accomplished for Bachelor of Economics S1 (Bachelor) Management Study Program based on 2006 and 2008 Curriculum

<table>
<thead>
<tr>
<th>No.</th>
<th>Courses</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Compulsory Courses</td>
<td>111</td>
</tr>
<tr>
<td>2</td>
<td>Compulsory Courses for Specialization</td>
<td>9</td>
</tr>
<tr>
<td>3</td>
<td>Elective Courses</td>
<td>15</td>
</tr>
<tr>
<td>4</td>
<td>Field Work</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>Thesis</td>
<td>6</td>
</tr>
<tr>
<td><strong>Total Credits S1 (Bachelor) Management Study Program</strong></td>
<td><strong>144</strong></td>
<td></td>
</tr>
</tbody>
</table>
C) Courses Description

Compulsory Courses

**B1C.111 INTRODUCTION TO BUSINESS  3(3-0)**
This course give basic knowledge for higher level courses in Management. Class will be started by giving a wide and common illustration about business activities, then discuss about business activities’ classification, role, system, and various environment factors that influenced business activities. This course includes discussion about basic concepts of major business functions that is Finance, Marketing, Operation, and Human Resources.

**Prerequisite :**
None

**B1C.212 PRINCIPLES OF MANAGEMENT  3(3-0)**
This course discuss about management’s functions in an organization. Management Theory and Application in managerial skill will be discussed. This includes concept implementation, principle, approach, and management process including planning, organizing, staffing, leading, implementing dan controlling aspects in an organization.

**Prerequisite :**
Have taken with **minimal grade D for the subject of Introduction to Business (B1C111).**

**B1C.335 COOPERATIVE MANAGEMENT  3(3-0)**
This course discuss basic concepts about management aspects in cooperative, including cooperative’s organization structure, comparative study with State-Owned Business, Private Business, Cooperative development in Indonesia, Cooperation’s Management functions, Cooperative’s Marketing Management, Cooperative’s Financial Management, Procurement Management, Cooperative’s Human Resources and Organizational Management, Leadership in Cooperative, Cooperative’s Communication Management.

**Prerequisite :**
Have taken with **minimal grade D for the subject of Principles of Management (B1C.212)**
B1C.281 BUSINESS 2(2-0)
This course explains about laws applied in Business.

B1C.283 INTRODUCTION TO COMPUTER APPLICATION FOR BUSINESS 3(2-1)
This course gives knowledge about computer hardware (PC, Micro, a glimpse about mini computer and mainframe) and software used in company’s daily activities (data processing, spreadsheet). This course also gives basic concepts of information system, problems associated to business and computer (computer crime, quality improvement based on computerize model, etc). Also, this course discuss about the future of computer and information system. This course require a lab work.

B1C.453 ORGANIZATIONAL BEHAVIOUR 3(3-0)
This course gives conceptual & empirical understanding about organizational structure, process, and behaviour. The topics discussed are behaviour’s influence to individual’s, work cluster’s, organizational’s performance, effectiveness, motivation, leadership, decision making, authority, organization’s culture, work dynamics, and productivity. Application done through case analysis.

Prerequisite:
Have taken with minimal grade D for the subject of Principles of Management (B1C.212)

B1C.341 HUMAN RESOURCE MANAGEMENT 3(3-0)
This course gives in depth understanding about various concepts, methods, and techniques for planning, recruiting, selecting, training, and developing, compensation techniques, government resistance, work safety, and other techniques for optimizing Human Resources potential in an organization. Application done through case analysis.

Prerequisite:
Have taken with minimal grade D for the subject of Principles of Management (B1C.212)

B1C.351 OPERATION MANAGEMENT 3(3-0)
Recent development of the world has made business players to be on top in productivity. Topics discussed in this course including : managing operations, designing the conversion
system, organizing the conversion system, utilizing the conversion system, controlling the conversion system and dynamics of operations management. The purpose of this course is to give understanding to students about Operation Management concepts, and to give students knowledge about convertiosystem analysis to increase productivity.

**Prerequisite:**

Have taken with **minimal grade D for the subject of Principles of Management (B1C.212)**

**B1C.214 MARKETING MANAGEMENT 3(3-0)**

This course revealed the urge and role of Marketing in business through various topics such as Market Opprtunity Analysis, Market Prediction and Measurement, Segmenting-Targeting-Positioning, Compiling Strategy Development of New Product, Competition Strategy and Lifecycle.

**Prerequisite:**

Have taken with **minimal grade D for the subjects of Principles of Management (B1C.212)**

**B1C.221 FINANCIAL MANAGEMENT 3(3-0)**

This course explains about the scope and purpose of Financial decisions and its implementations in the company. Discussion begin with accounting information utilization to define financial condition, followed by study about short-term financial decision (capital), investment decision, dividend policy, funding policy (including types of funding and capital market) and its interaction with investment decision, financial planning for both long term and short term. Other than that, this course also discuss about basic concepts of capital market, capital budgeting, capital structure and capital cost and its components.

**Prerequisite:**

Have taken with **minimal grade D for the subjects of Principles of Management (B1C.212)**

**B1C.465 MANAGEMENT INFORMATION SYSTEM 3(2-1)**

This course was planned to give basic knowledge about the philosophy and skill needed for the use and development of computerize information system. The focus of this course is the suitability of information system and organization’s activities. The topics discussed will be basic mastery about database, decision making support system, and expert systems. This course required lab work.
Prerequisites:
Have taken with **minimal grade D** for the subjects of Principles of Management (B1C212) and Introduction to Computer Application for Business (B1C283).

**B1C.362 BUSINESS ETHICS 3(3-0)**

This course talks about ethics concepts and business ethics application through stakeholder approach; business relation with society, employees and stakeholders, consumers, government, media, also business relation with preservation environment, and a global, dynamic and complex technology development. Lectures includes: Ethics, Ethics theory and Business Ethics Concepts, Ethics dilemma cases, stakeholder business concepts, Corporate Social Responsibilities and Social Sensitivity, Corporation Ethics, anti-trust and merger movement, Good Corporate Government, Corporate relation with employees, consumer protection, company relation with community, business relation with government, business relation with media, business and environment preservation, Business and technology development, Global Business Ethics.

Prerequisites:
Have taken with **minimal grade D** for the subjects of Human Resource and Organizational Management (B1C341), Marketing Management (B1C214), Operation Management (B1C351), and Financial Management (B1C221).

**B1C.315 QUALITY AND PRODUCTIVITY MANAGEMENT 3(3-0)**

This course discuss about the urge of productivity in management, productivity measurement, and Human Resources practices and Operation Management role in increasing productivity, and also discuss about Integrated Quality Management including: Total Quality Management, Cost Quality, Continuous Improvement, Statistical Quality Control, Customer Satisfaction, Reengineering, Benchmarking, Tools of TQM, Productivity Performance Indicator.

Prerequisites:
Have taken with **minimal grade D** for the subjects of Human Resource and Organizational Management (B1C341), Marketing Management (B1C214), Operation Management (B1C351).

**B1C.332 INTERMEDIATE MARKETING MANAGEMENT 3(3-0)**

This course is the continuation from Marketing Management course. Students are prosecuted to build an in-depth understanding about the philosophy, roles, system, task, and
strategy of Marketing Management, also marketing process and marketing environment. Product decisions, Price decisions, Purchasing management, promotion and publicity, sales force, organizational control, marketing research and information system, international marketing, and non-profit marketing.

Prerequisite:
Have taken with **minimal grade D for the subject of Marketing Management (B1C.214)**.

**B1C.311 INTERMEDIATE FINANCIAL MANAGEMENT 3(3-0)**

This course discuss about the definition and theories about capital structure theories, and cost measurement components: debt, preferred stock, stock, retained earning, the influence of debt structure to capital cost (MM model), the influence of debt capital to cost of capital and equity, the calculation of marginal cost of capital. Including: Modigliani Miller model, pecking order theory. Introduction to portfolio theory for financial decision in uncertain conditions. The definition and urge of capital budgeting, cash flow calculation, ranking investment proposals using payback, NPV, IRR, and PR; ranking conflict and solutions, replacement proposal investment and capital budgeting procedure in inflation condition. Types of leasing, accounting for leasing, and calculation procedure for leasing. This course requires a lab work.

Prerequisites:
Have taken with **minimal grade D for the subject of Financial Management (B1C.221)**

**B1C.352 INTERMEDIATE OPERATION MANAGEMENT 3(3-0)**

This course talks about how to design, to implement, and to interpret decision making tools which used in a short-term planning on an operation system in order to optimize resources utilization both in manufacturing company or service company. This course requires a lab work.

Prerequisite:
Have taken with **minimal grade D for the subject of Operation Management (B1C.351)**

**B1C.313 INTERMEDIATE HUMAN RESOURCE MANAGEMENT 3(3-0)**

This course provides in depth knowledge about some materials given in Human Resource and Organizational Management, added with newest concepts related to the materials given. After taking this course students are expected to have technical skills on HRM functions and also understand the concept of Human Resource and Organizational Management based on
competency. Students also expected to be able to analyze the examples of Human Resource and Organizational Management concepts implementation. Students also expected to have an understanding about new theories and concepts in managing Human Resources in an organization through Human Resources Scorecard. This course requires lab work.

Prerequisite:
Have taken with **minimal grade D for the subject of Human Resource Management. (B1C.341)**

**B1C.316 MANAGERIAL ECONOMICS 3(3-0)**

This course applies economic theories, mathematics, and statistics in management in decision making based on resources scarcity company have in order to gain optimal result.

Prerequisite:
Have taken with **minimal grade D for the subject of Microeconomics I (B1B.214)**

**B1C.318 QUANTITATIVE MANAGEMENT 3(3-0)**

This course study approaches, methods, and other decision making analysis tools related to resources allocation for various company more effectively. Topics discussed are linier programming using graphic method and simplex for both maximization and minimization case, sensitivity analysis, primal-dual, transportation method, assignment method, queue method, and dynamic program. This course requires lab work.

Prerequisite:
Have taken with **minimal grade D for the subject of Statistics II (B1B.204)**

**B1C.423 ENTREPRENEURSHIP 3(3-0)**

This course study about personalities attached to an entrepreneur, how to start a business, and also knowledge about businesses started by an entrepreneur.

Prerequisite:
Have taken with **minimal grade D for the subjects of Marketing Management (B1C214), Financial Management (B1C221), Operation Management (B1C351) dan Human Resource Management (B1C341).**

**B1C.383 FEASIBILITY STUDY 3(3-0)**
Feasibility Study is a study about technical aspects and factors needed to be consider in assessing a project’s success rate. Those techniques and factors discussed are related to technical aspects, market and marketing, financial, management, juridical, project;s benefit to national economics and environment. Company’s feasibility study judge the success rate of a project as a whole, because all factors are important to be considered in a comprehensive and integrative analysis.

**Prerequisites:**
Have taken with **minimal grade D for the subjects of Intermediate Marketing Management (B1C332), Intermediate Human Resource and Organizational Management (B1C313), Intermediate Operation Management (B1C352), dan Intermediate Financial Management (B1C311).**

**B1C.447 BUDGETING 3(3-0)**
This course discusses and trains students in applying budgeting concepts as planning and controlling tools in a company. Specifically, this course teach students how to compile company’s budget that comprehensive, simple, realistic, quantitative, and qualitative, and how to control the implementation. The discussion includes the whole company with or without a lot of departments.

**Prerequisites:**
Have taken with **minimal grade D for the subject of Cost Accounting (B1A.351)**

**B1C.461 ACCOUNTING MANAGEMENT 3 (3-0)**
This course gives knowledge and basic definition of accounting role in company’s planning and cost control and help in giving information related to cost to top management in order to ease them to make a decision. Materials including responsibility accounting, cost analysis, volume and profit, relevant cost for decision making, investment decision making, and decision making in uncertain condition.

**Prerequisite:**
Have taken with **minimal grade D for the subject of Budgeting (B1C447)**

**B1C.361 STRATEGIC MANAGEMENT 3(3-0)**
This course discuss about external factors and internal factors that influence the formula and implementation of company’s or organization’s strategy. Also, this course discuss about how to monitor and evaluate a strategy. In this course students will be asked to write and discuss about company’s strategy recent cases both individually or with small group.

Prerequisites:
Have taken with minimal grade D for the subjects of Marketing Management (B1C214), Financial Management (B1C221), Operation Management (B1C351) and Human Resource Management (B1C341).

B1C.402 STRATEGIC MANAGEMENT SEMINAR  3(3-0)

This course is the continuation of Strategic Management course. Moreover, this course is Strategic Management course served in Seminar style. Seminar includes case discussion related to Strategic Management application, specifically it’s Vision, Mission, strategy alternatives, implementation and evaluation of a strategy.

Prerequisite:
Have taken with minimal grade D for the subject of Strategic Management (B1C.361)

COMPULSORY FOR SPECIALIZATION COURSE

B1C.401 MARKETING INFORMATION SYSTEM  3(3-0)

This course is the compulsory, and is in-depth course for students taking Marketing specialization. This course discuss about Information System that applied into Marketing. This course includes systems and subsystems applied in marketing field, relations between system/subsystems, marketing decision making process using various information. This course requires lab work.

Prerequisite:
Have taken with minimal grade D for the subject of Intermediate Marketing Management (B1C.332)

B1C.439 GLOBAL/INTERNATIONAL MARKETING MANAGEMENT  3(3-0)

This course is an in-depth course in Marketing Management specialization that discuss about Global/International Marketing conceptually and practically through discussion and class
presentation. This course includes: Global Marketing Concept, Global Marketing Environment Analysis, Multinational Marketing Strategy Formulation, and Multinational Marketing Program.

**Prerequisite:**
Have taken with minimal grade D for the subject of Intermediate Marketing Management (B1C.323)

**B1C.334 HR PLANNING AND INTERNATIONAL HRM 3(3-0)**
This course discuss about how to compile the balance between man power supply and man power demand, HR predication methods, HR Planning aspects as a base for compiling HR programs as a whole for both nationally and internationally.

**Prerequisites:**
Have taken with minimal grade D for the subjects of Intermediate Human Resource and Organizational Management (B1C.313)

**B1C.428 HR INFORMATION SYSTEM 3(3-0)**
This course discuss about HR System components that will be used for HR Management analysis tools, for example: HR Planning system, HR Procurement system, HR Assessment system, HR Development system, and HR Compensation system. This course requires lab work.

**Prerequisite:**
Have taken with minimal grade D for the subjects of Intermediate Human Resource and Organizational Management (B1C.313)

**B1C.451 PROJECT MANAGEMENT 3(3-0)**
This course study about how to design, apply, and interpret an operation system with planning tools, monitoring tools, and control tools for resources utilization in order to gain company’s project (non-routine goals) in a relatively short time. After completing this course, students are expected to be able to identify and formulate operation system suits to particular projects (non-routine goals), also compute, choose, and interpret planning, monitoring, controlling result that has been made before.

**Prerequisites:**
Have taken with minimal grade D for the subject of Intermediate Operation Management (B1C.352)

**B1C.430 LOGISTIC MANAGEMENT 3(3-0)**
This course discuss about how to design, manage, and control logistic system, from raw material resources, supply transfer within the company, until distribution management. After completing this course, students are expected to know and understand about the role of supply & logistic management for both manufacture and non-manufacture companies, supply system elements and logistics that consist of material management, supply transfer within company and physical distribution, shaping comprehensive planning and controlling system, and result in efficient and effective supply and logistic management.

**Prerequisites:**
Have taken with **minimal grade D for the subject of Intermediate Operation Management (B1C.352)**

**B1C.424 INVESTMENT AND PORTFOLIO MANAGEMENT 3(3-0)**

This course gives basic knowledge about investment management. Basic knowledge about capital market and its mechanism & system. Risk computing, securities return and portfolio forming, and portfolio performance in capital market are also included. This course requires lab work.

**Prerequisites:**
Have taken with **minimal grade D for the subject of Intermediate Financial Management (B1C311)**

**B1C.442 INTERNATIONAL FINANCIAL MANAGEMENT (3-0)**

This course gives knowledge about Financial Management policy for Multi National Company. Operational mechanism and MNC, International Financial Market Structure and Mechanism, Forex Market, Spot and Forward market, Forex Risk analysis for hedging and speculation, and also Introduction to some International Financial Market instruments; Option and Futures. Besides that this course will discuss about Forex exposure, the fluctuation exchange rate, to company’s value.

**Prerequisites:**
Have taken with **minimal grade D for the subject of Intermediate Financial Management (B1C.311)**

**B1C. CREATIVITY AND INNOVATION MANAGEMENT 3(3-0)**
This course develops students’ creative potential and stimulate innovation through “conscience” in order to aim success. This is a manifestation of a soul with entrepreneurship mind and strategic thinking. In order to develop this character, students need to be given knowledge about the urge of creativity and innovation in acting strategically as an entrepreneur. Creativity, more than most people realize, adapt and innovator are both creative people, though they are not believe each other. And then, after completing this course students are expected to know and understand how management could develop and support creative environment so that employees would show their creativity at work.

**Prerequisites:**
Have taken with **minimal grade D for the subject of Entrepreneurship (B1C.423)**

**B1C. BUSINESS PLANNING AND SIMULATION MANAGEMENT 3(3-0)**
This course gives knowledge and ability in compiling Business Plan, a guidance for an organization in doing its activities that poured in projects and programs. This projects and programs are combined by various factors depending on recent and future condition. Students required to have in-depth understanding of Five-Star Model Business Planning which includes Feasibility, Direction, Operation, System dan Growth & Contingency, and also understanding about 3 major components of Business Planning: Aims, Analysis dan Action. The aim of this course is for students to able to compile a Business Plan that is ready to apply, as a realization of the students’ ability to think creative.

**Prerequisites:**
Have taken with **minimal grade D for the subjects of Intermediate Marketing Management (B1C332), Intermediate Human Resource and Organizational Management (B1C313), Intermediate Operation Management (B1C352), and Intermediate Financial Management (B1C311).**

**B1C.460 FINANCIAL MANAGEMENT SEMINAR 3(3-0)**
This course discuss and analyze about finance theories and its application in company. Theories included: Financial performance, capital structure, working capital, cost of capital, capital budgeting, risk and return, portfolio, leasing, merger, acquisition, capital market, financial market, international financial managament, valuation, dividend policy, option and financial restructuring.
Prerequisites:
Have taken with minimal grade D for the subjects of Intermediate Financial Management (B1C.311) and International Financial Management (B1C.442)

**B1C.466 OPERATION MANAGEMENT SEMINAR 3(3-0)**

This course is an application and discussion of recent cases in a seminar form. The materials discussed are materials from Operational Management and Intermediate Operational Management. Materials discussed can be used as a materials for thesis writing.

Prerequisite:
Have taken with minimal grade D for the subject of Intermediate Operational Management (B1C313)

**B1C.469 HRM MANAGEMENT SEMINAR 3(3-0)**

This course is an application and discussion in a seminar form. Materials discussed are come from HR and Organizational Management course, and also Intermediate HR and Organizational Management course. Materials discussed can be used as thesis writing materials.

Prerequisite:
Have taken with minimal grade D for the subject of Intermediate HR Management (B1C313)

**B1C.474 MARKETING MANAGEMENT SEMINAR 3(3-0)**

This course is an application and discussion in a seminar form. Materials discussed are come from Marketing Management course and Intermediate Marketing Management course. Materials discussed can be used as thesis writing materials.

Prerequisite:
Have taken with minimal grade D for the subject of Intermediate Marketing Management (B1C332)

**B1C. BUSINESS MANAGEMENT & ENTREPRENEURSHIP SEMINAR 3(3-0)**
This course in an application and discussion in a seminar form. After completing this course students are expected to have the ability to formulate ideas in a real business plan, and also present it in front of the Business Senior Seminar Class. With this class students are expected to utilize resources effectively, gain better achievements, and increase output of the business.

**Prerequisites:**
Have taken with *minimal grade D for the subject of Entrepreneurship (B1C332)*

### ELECTIVE COURSES

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
<th>Prerequisite</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1I101</td>
<td>ARABIC*</td>
<td>3 (3 - 0)</td>
<td>Have taken with <em>minimal grade D for the subjects of English and Bahasa Indonesia (Indonesian)</em></td>
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<td>H1F102</td>
<td>MANDARIN</td>
<td>3 (3 - 0)</td>
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<td>JAPANESE</td>
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<td>Have taken with <em>minimal grade D for the subjects of English and Bahasa Indonesia (Indonesian)</em></td>
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<td>H1H101</td>
<td>GERMAN</td>
<td>3 (3 - 0)</td>
<td>Have taken with <em>minimal grade D for the subjects of English and Bahasa Indonesia (Indonesian)</em></td>
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<td>SHARIA ECONOMICS**</td>
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<td>3 (3 - 0)</td>
<td>Have taken with <em>minimal grade D for the subject of Economic Development</em></td>
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<tr>
<td>SHARIA ACCOUNTING**</td>
<td></td>
<td>3 (3 - 0)</td>
<td>Have taken with <em>minimal grade D for the subject of Accounting Principles</em>.</td>
</tr>
<tr>
<td>INTRODUCTION TO JURISPRUDENCE AND ISLAMIC LAW*</td>
<td></td>
<td>3 (3 - 0)</td>
<td></td>
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</tbody>
</table>
This course aims students to understand the basic concepts and resources of Islamic Law. Other than that, students are expected to have sufficient knowledge about various Islamic Law products, and respecting every different point of views regarding those products. This course also introduce Islamic Law concepts that is relevant to business and economics concepts, for example : Ushul Fiqh, Islamic law resource, and Maqosid as Sharia (Sharia’s aim and principles).

Prerequisites:
Have taken with **minimal Grade D for the subject of Religion (Islamic)**

Notes:
* Required for Sharia Management specialization
** Choose one of the available courses & required for Sharia Management specialization.

**ELECTIVE COURSES FOR SPECIALIZATION**

(Elective Courses for particular specialization can be taken by another specialization’s students as FREE Elective Course (not count as Elective Course for Specialization))

**B1C.444 CONSUMER BEHAVIOUR AND MARKETING STRATEGY 3(3-0)**

This course is an in-depth course in Marketing Management specialization. The discussion includes various aspects, such as : consumer behaviour, consumer as an individual, environment influence to consumer behaviour, consumer decision making process. Marketing strategy, environment influence to marketing strategy, the implication of consumer behaviour to pricing strategy and distribution, the implication of consumer behaviour to promotion policy.

Prerequisite:
Have taken with **minimal grade D for the subject of Intermediate Marketing Management (B1C.332)**

**B1C. CUSTOMER RELATIONAL MARKETING 3(3-0)**
This course is an in-depth course for students taking Marketing Management specialization. This course discussed about marketing role in relation to consumer so at the end resulting in loyalty between consumer and company.

Prerequisites:
Have taken with **minimal grade D for the subject of Intermediate Marketing Management (B1C.332)**

**B1C. SERVICE MARKETING 3(3-0)**
This course is an in-depth course for students taking Marketing Management specialization which discuss about marketing in service business including these following issues: Introduction to Service Marketing, Consumer Behaviour in Service business, and building relationa marketing with consumer.

Prerequisites:
Have taken with **minimal grade D for the subject of Intermediate Marketing Management (B1C.332)**

**B1C. BRAND MANAGEMENT 3(3-0)**
This course is an in-depth course for students taking Marketing Management specialization which discuss about brand management includes: mastery in brand concept, brand quity, and theory application of brand management.

Prerequisite:
Have taken with **minimal grade D for the subject of Intermediate Marketing Management (B1C.332)**

**B1C. INTERNET MARKETING 3(3-0)**
This course is an in-depth course for students taking Marketing Management specialization which discuss about marketing in online term and the use of internet as a media in marketing. Other than that, this course also provide practical cases that is easy to understand.

Prerequisite:
Have taken with **minimal grade D for the subject of Intermediate Marketing Management. Lanjutan (B1C.332)**

**B1C.363 QUALITY CONTROL AND PLANNING 3(3-0)**
This course studies about how to detect and inspect any defect on a product, either tangible or intangible (service). This course also discusses the alternative solutions by applying quality control tools, analyze and interpret it in order to select planning policy and quality control in preventing or correcting action, both manufacturing or non-manufacturing company. After completing this course, students are expected to have the ability to identify, formulate, compute, choose, and interpret the solution of problems occur. Students are also expected to have the ability to choose the most suitable and right decision in product quality control, both for manufacturing and non-manufacturing company.

Prerequisite:
Have taken with **minimal grade D for the subjects of Intermediate Operation Management (B1C.352) and Productivity and Quality Management (B1C315)**

**B1C. HR POTENTIAL MANAGEMENT 3(3-0)**
This course discuss about in-depth recent concepts about managing Human Resources with discussion and problem solving approach. The concepts include: Human Capital Management, Talent Management, Knowledge Management, Brainware Management, Mind Mapping and IESPQ (Intellectual, Emotional, Spiritual, Physical Quotient).

Prerequisite:
Have taken with **minimal grade D for the subjects of Human Resource and Organizational Management (B1C 341)**

**B1C. CAREER PLANNING AND SELF DEVELOPMENT 3(3-0)**
This course discuss about career concept. In particular, this course explains and practice how to make career planning, explore career choices, doing self-assessment, formulate self-brand, and learn some technical skills in finding job. This course also discuss about particular competencies needed in working world, and how to develop soft skills needed like communication skills, leadership skill, analytical skill, and creative-thinking skill.

Prerequisites:
Have taken with **minimal grade D for the subjects of Intermediate Human Resource and Organizational Management (B1C 313)**
B1C. 464 RISK MANAGEMENT  3(3-0)
This course gives basic knowledge about Risk Management, related to both company’s operational activities and banking operational starting from identification process, computing process, and interpreting risk exposure to anticipate future uncertainty.
Prerequisites :
Have taken with minimal grade D for the subjects of Statistics for Business II (B1B204) and Financial Management (B1C221)

B1C.407 SHARIA BANKING FINANCIAL MANAGEMENT  3(3-0)
Prerequisite :
Have taken with minimal grade D for the subject of Financial Management (B1C221)

B1C.438 SMALL & MEDIUM BUSINESS MANAGEMENT  3(3-0)
This course discuss about aspects in managing small and medium scale business, started from the establishment, management, until the controlling aspect. This course also talks about Small & Medium Business characteristics that is different from Cooperative Management characteristics.
Prerequisite :
Have taken with minimal grade D for the subjects of Marketing Management (B1C214), Financial Management (B1C221), Operation Management (B1C351) and HR Management (B1C341).

B1C.462 DECISION MAKING THEORY  3(3-0)
This course study about theories related to decision making. Topics given including : decision making scope, decision cycle, decision structure, selecting choices, model and value of
possibility, preferences, utility function, information value and case study.

Prerequisite:
Have taken with minimal grade D for the subject of Statistics for Business II (B1B204)

B1C.406 BANKING MANAGEMENT 3(3-0)
This course gives basic knowledge about banking and the relation between economic system and financial institutions, such as the history of Bank of Indonesia and Banking law. To simplify the process of learning, study activity will be provided with flow chart from all banking products such as: current account, deposit, savings account, and other Bank’s income source including credit and fee based income. Other than that, students will also learn about the concept of interest computing through gap management. All materials will be adjusted with recent financial news, so students will always be up to date with current financial issues from practical or academical cases.

Prerequisite:
Have taken with minimal grade D for the subject of Financial Management (B1C221)

BIC.312 CROSS CULTURAL MANAGEMENT 3 (3-0)
This course explains about actual experience and also concepts about how a culture affects/influence behaviour and why culture is a very important aspects for a manager. A good manager should know the relativity between cross cultural relation and management operationalization. Topics discussed including: culture, framework and mapping the culture, cross cultural comparison, implication for management theory and practice.

Prerequisite:
Have taken with minimal grade D for the subject of Organizational Behaviour (B1C453)

B1C.434 BUSINESS COMMUNICATION 3(3-0)
This course includes communication aspects in business both in conceptual and basic skills in oral or writing. Presentation skills, negotiation skills, business document writing and routine writing-communication in business are included.

Prerequisites:
Have taken with a minimal grade D for the subjects of Marketing Management (B1C214), Financial Management (B1C221), Operation Management (B1C351) dan Human Resource
Management (B1C341).

**B1C.215 ENVIRONMENT MANAGEMENT  3(3-0)**

This course discuss environment awareness aspects of a business. Also, this course talks about managing safe environment and efforts we need to do in order to get balance between business and healthy environment.

Prerequisite:
Have taken with **minimal grade D for the subjects of** Marketing Management (B1C214), Financial Management (B1C221), Operation Management (B1C351) and HR Management (B1C341).

**B1C.215 FIQIH MUAMALAH  3(3-0)**

This course introduce Islamic concepts and law relevant to economic and business concepts. Topics offered such as : Ushul Fiqh, the goal and principle of Sharia Law (Maqosid As Sharia).

Prerequisites:
Have taken with **minimal grade D for the subjects of** Sharia Accounting or Sharia Economics, and Introduction to Islamic Jurisprudence and Law.

**B1C.215 MANAGEMENT IN SHARIA PERSPECTIVE 3(3-0)**

This course is one of the compulsory courses for students taking Sharia Management as their specialization. In this course students and lecturer will discuss about general functions of management such as Planning, Organizing, Actuating/Leading, Controlling and other current issues of contemperor management in sharia perspective. This course Also, this course talks about functions in doing a business such as marketing, human resources, finance, and operation is sharia perspective. Comparison starts from phylosophical area to practical area.

Prerequisites:
Have taken with **minimal grade D for the subjects of** Sharia Accounting or Sharia Economics, and Introduction to Islamic Jurisprudence and Law.

**B1C.215 SHARIA MANAGEMENT SEMINAR  3(3-0)**

This course is place to consolidate understanding quality of understanding and mastery of students taking this specialization to management concepts, theoretically and conceptually that is align with Islamic Law. In this course students are given recent cases about business managerial
that is captured from real business practices. Discussion held by mini-research approach standardized to Management in Sharia Perspective theories. Recent cases selected will be comprehensive cases including all aspects and functions in management. Students will be divided in groups and given knowledge about research method, after that students will be given an assignment to discuss a particular case of management in sharia perspective. The discussion includes brief explanation about related business condition until reconstruction business proposal that is needed to fulfil sharia management. After completing this course students are expected to have the ability to do business synthesis that is appropriate with sharia norms.

**Prerequisites:**
Have taken with **minimal grade D for the subjects of Fiqh Muamalah and Management in Sharia Perspective.**

**B1C.215 SHARIA BANKING AND FINANCIAL MANAGEMENT  3(3-0)**
This course generally talks about how sharia principles will be applied in Financial Management, and its application to sharia based companies and banks. Course started from the role of financial manager based on sharia principles, then financial manager role in a company or business unit based on sharia principles, until how sharia principles used in financing activities, investing activities, working capital management, and managing risk for sharia based companies. Particularly, this course will introduce how sharia perspective in sharia banking activities.

**Prerequisite:**
Have taken with **minimal grade D for the subject of Intermediate Financial Management**

**B1C.215 SHARIA MARKETING MANAGEMENT (IDARATUL ATTARWIJJ  3(3-0)**
Sharia Marketing Management is branch of management that studies about the concept of sharia marketing in order to increase the quality of life based on Islamic Law (Sharia) by combining conventional marketing principles and Islamic Law (muamalah : relationship between human). In this case sharia marketing emphasize in how to be a part of halal product education, halal price (non-riba), halal promotion, and distribution process that is aligned with Islamic principles. Materials learned in this course can be guidelines for applying Islamic Law in general business.
Prerequisites:
Have taken with minimal grade D for the subjects of Fiqh Muamalah and Management in Sharia Perspective.

B1C.215 SHARIA HR AND ORGANIZATIONAL MANAGEMENT  3(3-0)
(*IDARATUL MAWARID AL BASHARIYAH*)
This course study about HR and Organizational Management in sharia perspective and also talks about recent concepts and issues in HR and Organizational Management both conventional approach and its comparison to sharia approach.

Prerequisites:
Have taken with minimal grade D for the subjects of Fiqh Muamalah and Management in Sharia Perspective.

B1C.215 SHARIA OPERATION MANAGEMENT  3(3-0)
(*IDAARATUL AMALIYAT*)
Sharia Operational Management is an elective course for students taking Sharia specialization. This course talks about the continuation of Management in Sharia Perspective course. This course emphasizes in how to apply sharia perspective in every aspect of Operational Management. After completing this course students are expected to have the ability to identify and analyse every decision making step in Operational Management (started from product and process designing, quality, supply, until and maintenance) so the service and goods quality fulfilled sharia principles and Islamic ethics.

Prerequisites:
Have taken with minimal grade D for the subjects of Fiqh Muamalah and Management in Sharia Perspective.