

Abbreviated Course Syllabus

Course Number: S.BMM200
Course Name: Basic marketing
Instructors: Enkh-Amar.Ch
Required Text: Phillip Kotler "Marketing management", 2015, 9780133856460, Bayarmaa.D
 "Marketing" 2007,978-99929-1-178-5

Course Description: Acquiring Comprehensive Theoretical Knowledge in Marketing: Basic Concepts, Marketing Environment, Marketing's Role in Organizational Activities, Marketing Information Systems, Fundamental Elements of Marketing, Consumer Market, Organizational Market, and Marketing Mix.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Marketing and its basic concepts	10
A. Concepts of marketing management	
B. Marketing information system and research system	
C. Marketing environment: macro environmental factors	
D. Marketing Environment: Microenvironmental	
II. Factors affecting consumer behavior and purchasing decisions	18
A. Consumer market and consumer buying behavior	
B. Organizational market and organizational purchasing behavior	
C. Market segmentation and target market selection	
III. Marketing mix	18
A. Products and Product Policy	
B. Pricing and Pricing Policy	
C. Distribution	
D. Activation	
IV. Marketing Planning	18
A. Marketing Planning	
B. Principles of branding and brand building	

Total Sessions (Coverage Hours)

64

Summary of UG CPC Topics Covered in this Course:	Hours/Minutes (or % of a 3-Hour Course*)
<u>Functional Areas</u>	
a. Marketing	18
b. Business Finance	2
c. Accounting	4
d. Management	4
e. Legal env.	4
<u>The Business Environment</u>	
f. Economics	10
g. Business ethics	4
h. Global Dimensions of Business	6
<u>Technical Skills</u>	
i. Business Communications	2
j. Information system	4
k. Quantitative Techniques/Statistics	4
<u>Integrative Area</u>	
l. Business Policies	2
m. or l. Comprehensive and integrating experience	0
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: S.FMM205
Course Name: Financial Management
Instructors: Bayarmaa.D, Bat-Erdene.B, Sarantuya.M
Required Text: “Principles of Managerial Finance”, Gitman, Lawrence J. Zutter, Chad J, Pearson; 14th edition, 2019

Course Description: This course is designed to introduce students to the principles and practices of financial management in the context of business organizations. The course explores key concepts and techniques essential for effective financial decision-making, resource allocation, and long-term financial planning. Emphasis is placed on understanding financial markets, analyzing financial statements, evaluating investment opportunities, and managing risks.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction to Managerial Finance	8
A. The Role of Managerial Finance	
B. The Financial Market Environment	
II. Financial Tools	8
D. Financial Statements and Ratio Analysis	
E. Time Value of Money	
III. Valuation of Securities	8
A. Bond Valuation	
B. Stock Valuation	
IV. Risk and the Required Rate of Return	8
A. Risk and Return	
B. The Cost of Capital	
V. Long-Term Investment Decisions	8
A. Capital Budgeting Techniques	
B. Capital Budgeting Cash Flows	
VI. Long-Term Financial Decisions	8
A. Leverage and Capital Structure	
B. Payout Policy	
VII. Short-Term Financial Decisions	8
A. Working Capital and Current Assets Management	
B. Current Liabilities Management	
VIII. Special Topics in Managerial Finance	8
A. Mergers, LBOs, Divestitures, and Business Failure	
<u>Total Sessions (Coverage Hours)</u>	64
	Hours/Minutes
<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>(or % of a 3-Hour Course*)</u>
a. Marketing	4
b. Business Finance	22
c. Accounting	4
d. Management	8
e. Legal env.	4
f. Economics	4
g. Business ethics	4
h. Global Dimensions of Business	4
i. Business Communications	<u>0</u>
j. Information system	<u>2</u>
k. Quantitative Techniques/Statistics	<u>4</u>
l. Business Policies	<u>2</u>
m. or l. Comprehensive and integrating experience	<u>2</u>
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: B.BA302
Course Name: Investment Management
Instructors: Bayarmaa.D
Required Text: "Investments: Analysis and Management", Gerald R. Jensen, Charles P. Jones, 14th edition, 2019

Course Description: This course provides a comprehensive exploration of investment management principles and practices. It is designed to equip students with the knowledge and skills required to make informed investment decisions in various financial environments. The course covers key topics including Investment Alternative, Securities Markets, Trading of Securities, the Evaluation and Management of Investment Instruments, and Security analysis. Through theoretical discussions and practical applications, students will gain insights into the complexities of investment strategies and the management of investment.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Understanding Investments	20
A. Understanding Investments	
B. Investment Alternatives	
C. Indirect Investing	
D. Securities Markets and Market Indices	
E. How Securities are Traded	
II. Risk and Return Analysis	
A. The Returns and Risks from Investing	4
III. Fixed-Income Securities: Analysis, Valuation, and Management	12
A. Overview of Bond	
B. Bond Yields and Prices	
C. Bonds: Analysis and Strategy	
III. Stocks: Analysis, Valuation, and Management	12
A. Overview of Stock	
B. Stock Valuation	
C. Stocks: Analysis and Strategy	
IV. Security Analysis	16
A. Economy/Market Analysis	
B. Sector/Industry Analysis	
C. Company Analysis	
D. Technical Analysis	
<u>Total Sessions (Coverage Hours)</u>	64
	Hours/Minutes
<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>(or % of a 3-Hour Course*)</u>
<u>Functional Areas</u>	
a. Marketing	2
b. Business Finance	2
c. Accounting	2
d. Management	2
e. Legal env.	4
f. Economics	20
g. Business ethics	4
h. Global Dimensions of Business	18
i. Business Communications	<u>2</u>
j. Information system	<u>2</u>
k. Quantitative Techniques/Statistics	<u>2</u>
l. Business Policies	<u>4</u>
m. or l. Comprehensive and integrating experience	<u>0</u>
<u>The Business Environment</u>	
<u>Technical Skills</u>	
<u>Integrative Area</u>	
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: B.BAA303
Course Name: Corporate finance
Instructors: Bat-Erdene B.
Required Text: "Principles of Corporate finance", Richard A. Brealey, Stewart C. Myers, Franklin Allen, McGraw-Hill/Irwin, 2020

Course Description: This course examines the theories, methodologies, and techniques involved in making corporate investment, financing, and dividend decisions aimed at maximizing business value.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction	4
II. Bond valuation	4
III. Stock valuation	4
IV. Net present value and investment decision making	4
V. Risk and Return	4
VI. Portfolio theory and Capital asset pricing model	4
VII. Risk and cost of capital	4
VIII. Capital budgeting	4
IX. Financing decision and market efficiency	4
X. Payout policy and capital structuring	4
XI. Option	4
XII. Debt financing	4
XIII. Risk management	4
XIV. Financial planning and working capital management	4
XV. Corporate restructuring and Governance	4
XVI. International financial management	4
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

<u>Summary of UG CPC Topics Covered in this Course:</u>		Hours/Minutes (or % of a 3-Hour Course*)
	a. Marketing	0
<u>Functional Areas</u>	b. Business Finance	10
	c. Accounting	8
	d. Management	6
	e. Legal env.	2
	f. Economics	8
<u>The Business Environment</u>	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communications	
<u>Technical Skills</u>	j. Information system	<u>4</u>
	k. Quantitative Techniques/Statistics	<u>8</u>
	l. Business Policies	<u>8</u>
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	<u>2</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

<u>Course Number:</u>	B.BA305
<u>Course Name:</u>	Taxation
<u>Instructors:</u>	Munkhtuya. Yo,
<u>Required Text:</u>	Principles of Taxation for Business and Investment Planning by Sally M. Jones, (McGraw-Hill, 2011 ed), Laws and procedures on Taxation in Mongolia legalinfo.mn
<u>Course Description:</u>	Overview of basic tax principles and tax planning techniques. Overview of the direct and indirect tax treatment of business entities. Focus on the income tax treatment of individuals (with emphasis on the Mongolian Tax system).
<u>Course Objectives:</u>	This course is designed to provide an introduction to the tax system. Upon completion of this course, students should have a good understanding of: <ol style="list-style-type: none"> 1. The objectives of the tax system, 2. The conceptual standards for evaluating tax policies and systems, 3. The tax laws for income recognition, expense deduction, and property transactions, 4. How tax law applies to business entities and to individuals, 5. The framework for applying tax law in planning for business and personal decisions.

<u>Topic Outline:</u>	<u>Hours/Minutes</u> <u>(or % of a 3-hour Course)</u>
I. An Introduction to Taxation	8
A. Tax Theory	
B. Taxation principles	
C. Tax terminology	
D. Tax types	
E. Tax burden	
II. Accounting for Income tax	8
A. The difference between Accounting Income and Tax Income	
B. Tax income formula	
C. Permanent differences	
D. Temporary differences	
III. An Introduction to the Tax System in Mongolia	4
A. Tax policy	
B. Taxation principles	
C. Tax types	
IV. Income tax-entities	16
A. Income Tax Concepts and Their Business Applications	
B. Income Taxation of Corporations	
Y. Income tax-Individuals	16
A. Personal Income Tax	
VI. Consumption taxes	8
A. VAT	
B. Excise tax	
C. Custom duty	
VI. Estate Taxation	4
A. Real Estate Taxation	
B. Tax on Movable assets	
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u>
<u>Functional Areas</u>	
a. Marketing	0
b. Business Finance	12
c. Accounting	8
d. Management	0
e. Legal env.	40
<u>The Business Environment</u>	
f. Economics	2
g. Business ethics	0
h. Global Dimensions of Business	0
i. Business Communications	
<u>Technical Skills</u>	
j. Information system	<u>0</u>
k. Quantitative Techniques/Statistics	<u>0</u>
<u>Integrative Area</u>	
l. Business Policies	<u>2</u>
m. or l. Comprehensive and integrating experience	<u>0</u>
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: B.BA311
Course Name: Property valuation
Instructors: Barsbold.D, Sarantuya.M.
Required Text: “Principles of property valuation”, Mongolian institute of certified appraisers, 2014;
 “Method of property valuation”, Dorjsuren.S, 2006. “Property valuation and valuation report” manuals, Barsbold.D, 2017

Course Description: This course discusses about property, fundamental concepts of property valuation, process of valuation in Mongolia. Therefore, discussion includes Mongolian valuation environment – legal and professional organizations activities. The objective of the course is for students to acquire fundamental concepts and methodologies used in valuation. In particular, students will learn how to evaluate the value of properties throughout the course.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Property valuation concept, purpose and valuation steps	4
A. Introduction: property, basis of value	
B. Valuation steps	
II. International valuation council, standards	8
A. Introduction of International valuation council	
B. International valuation standards	
C. General standards	
D. Asset standards	
III. Mongolian valuation environment	8
A. The Legal Environments	
B. The professional and state organizations	
IV. Valuation approaches	24
A. Income approach, methods	
B. Market approach, methods	
C. Cost approach, methods	
V. Property valuation	20
A. Report	
B. Real estate valuation	
C. Personal property valuation	
D. Business valuation	
E. Intangible asset valuation	
Total Sessions (Coverage Hours)	64

Summary of UG CPC Topics Covered in this Course:		Hours/Minutes (or % of a 3-Hour Course*)
	a. Marketing	0
Functional Areas	b. Business Finance	12
	c. Accounting	4
	d. Management	2
	e. Legal env.	6
The Business Environment	f. Economics	2
	g. Business ethics	6
	h. Global Dimensions of Business	0
	i. Business Communications	0
Technical Skills	j. Information system	0
	k. Quantitative Techniques/Statistics	30
Integrative Area	l. Business Policies	0
	m. or l. Comprehensive and integrating experience	2
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: B.BAM203
Course Name: Financial accounting
Instructors: H. Delgersaikhan, P. Jargaltuya, D. Otgonsuren
Required Text: “Financial management” Delgersaikhan.Kh, “Financial accounting”, J. Weygandt, D. Kimmel, E. Kieso

Course Description: Financial accounting is a complex information system that collects and processes (analyzes, measures, and records) the financial data of an organization and reports the results to decision-makers. To provide basic knowledge of recording and reporting financial information used for external reporting purposes in business organizations. Inancial accounting is a complex information system that collects and processes (analyzes, measures, and records) the financial data of an organization and reports the results to decision-makers. To provide basic knowledge of recording and reporting financial information used for external reporting purposes in business organizations.

<u>Topic Outline:</u>	<u>Hours/Minutes</u> <u>(or % of a 3-hour Course)</u>
I. Basic concepts of accounting	12
A. Basic principles of accounting, basic principles, accounting Basic balance of accounting	
B. The structure of financial statements and their main elements	
C. Basic rules for recording transactions	
II. Financial accounting step	16
A. Beginning step	
B. Adjusting entries	
C. Step of preparing financial statements	
D. Finishing step	
III. Accounting for Assets	20
A. Cash register	
B. Accounting for Receivables	
C. Accounting for Inventories	
D. Accounting for Plant Assets	
E. Accounting for Intangible Assets	
IV. Accounting for liabilities	8
A. Accounting for current liabilities	
B. Accounting for Long-term liabilities	
V. Accounting for shareholders	4
A. Accounting for stock transactions	
VI. Preparing the financial statements	
A. Statement of Cash	

Flows

<u>Total Sessions (Coverage Hours)</u>	<u>96</u> <u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u>
<u>Summary of UG CPC Topics Covered in this Course :</u>	
	0
<u>Functional Areas</u>	4
a. Marketing	36
b. Business Finance	4
c. Accounting	4
d. Management	4
e. Legal Env.	4
f. Economics	12
<u>The Business Environment</u>	0
g. Business ethics	0
h. Global Dimensions of Business	0
i. Business Communications	0
j. Information system	0
<u>Technical Skills</u>	0
k. Quantitative Techniques/Statistics	0
l. Business Policies	0
<u>Integrative Area</u>	0
m. or l. Comprehensive and integrating experience	0
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

<u>Course Number:</u>	B.BAA312
<u>Course Name:</u>	Intermediate Accounting
<u>Instructors:</u>	Delgersaikhan Kh
<u>Required Text:</u>	“Intermediate accounting” Kieso, Weygandt, and Warfield
<u>Course Description:</u>	This course presents foundational theories of International Monetary Economics and applies it towards gaining an understanding of recent events and current macroeconomic policy issues. The theory presented in this course covers a broad range of topics including exchange rate determination, monetary and fiscal policy in an open economy, balance of payments crises and the relative advantages of fixed and flexible exchange rate systems. The insights provided by these theoretical frameworks will enable us to discuss topics such as debt crises in Latin American countries, the single currency in Europe, the Asian financial crisis and the international monetary reform. This course approaches the study of international business from three standpoints: (1) A survey of classical international trade and investment theories; (2) An analysis of economic, financial, political and cultural or legal environments within which international business takes place and; (3) An exposition of normative tools for managers who must function in a global competitive environment.

<u>Topic Outline:</u>	<u>Hours/Minutes (or % of a 3-hour Course)</u>
I. Introduction; and Cash and Cash equivalent	10
A. Review of conceptual framework for financial reporting	
B. Cash equivalent, Investment of excess cash, Cash funds and cash balances, Cash management, Imprest system	
II. Accounts Receivables; Inventories	18
A. Nature and classification of receivables, Measurement of accounts receivable, Accounting for bad debts	
B. Definition and measurement of notes receivables, Loans receivables, Accounts receivable financing	
C. Nature and classes of inventories, Goods includible in the inventory, Ownership of inventories, Inventory cost flow	
D. Lower of cost and net realizable value, Inventory estimation methods, retail inventory method	
III. Financial asset at fair value, Investment in Equity Securities	12
A. Purpose of investments, classification of financial assets	
B. Trading securities, Sales of equity investment	
C. Modes of acquisitions of equity investments, Sales of equity shares	
D. Share splits, share rights	
IV. Investment in Associate,	14
A. Nature of inter-corporate investment, Equity method of accounting for investment in associate	
B. Financial asset at amortized cost/bond investment, Effective Interest method	
V. Property, plant & equipment	10
A. Definition and characteristics of property, plant, and equipment	
B. Specific items of property, plant and equipment, Directly attributable costs	

Total Sessions (Coverage Hours)

64

<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>Hours/Minutes (or % of a 3-Hour Course*)</u>
Functional Areas	
a. Marketing	0
b. Business Finance	4
c. Accounting	34
d. Management	4
e. Legal Env.	4
f. Economics	4
The Business Environment	
g. Business ethics	12
h. Global Dimensions of Business	0
i. Business Communications	0
Technical Skills	
j. Information system	0
k. Quantitative Techniques/Statistics	2
Integrative Area	
l. Business Policies	0
m. or l. Comprehensive and integrating experience	0

Abbreviated Course Syllabus

Course Number: B.BA306
Course Name: Cost accounting
Instructors: Munkhtuya. Yo,
Required Text: “Cost Accounting”, A Managerial Emphasis, Global Edition 17th Edition, Charles T. Horngren, Srikant M. Datar & Madhav V. Rajan (Authors),

Course Description: This course will examine, in-depth, topical areas from the discipline of cost accounting. This course identifies the importance of cost accounting in making managerial decisions, cost behavior, cost allocation, process, and job accounting system, cost control, and other different subjects.

Course Objectives: This course explains how accountants accumulate, assign, and identify costs using different traditional methods and new cost techniques. Consequently, the course aims to present the concepts of Cost Accounting, with an emphasis on the identification, determination, and analysis of costs for managerial, planning, and control. The primary goal is to develop the student’s knowledge and appreciation of how cost accounting helps financial and top managers to operate efficiently and effectively by producing information to serve their decision-making and control processes. The continuous dramatic change in the world business results in the role of the cost accountant which is very different than it was even a decade ago. Today, a cost accountant serves as an internal business consultant, working side by side in cross-functional teams with management accountants and managers from all areas of the organization.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction to Cost Accounting	4
A. Cost Accounting, Managerial accounting and Financial Accounting: Concepts and Differences	
B. The importance of cost accounting in our real-life business	
II. An Introduction To Cost Terms And Purposes	8
A. Costs Terminology	
B. Cost types	
C. Journal entries and T accounts	
D. Computing Costs Of Goods Manufactured And Cost Of Goods Sold	
III. Cost Behaviour analysis	4
A. Cost functions	
B. Cost estimation methods	
IV. Traditional costing systems - Job Costing Systems	12
A. Job Costing Systems in Manufacturing	
B. Journal entries and T accounts	
C. Accounting for spoilage, rework, scrap	
V. Traditional costing systems - Process costing Systems	16
A. W.A and FIFO methods of process costing	
B. Accounting for spoilage, rework, scrap	
VI. New costing systems	
A. Activity-Based Costing System (ABC)	4
VII. Cost Allocation, Indirect Costs	
A. Cost Allocation and Costing Systems	4
B. Support department Cost Allocation	
VIII. Cost Allocation, Joint production	4
A. Joint Products and By Products	
IX. Standard Costing and Variance Analysis	8
A. Direct material standard cost and variance analyses	
B. Direct labor standard cost and variance analyses	
C. Factory overhead cost and variance analyses	

Total Sessions (Coverage Hours)

64

Hours/Minutes

Summary of UG CPC Topics Covered in this Course:

(or % of a 3-Hour Course*)

	a. Marketing	0
<u>Functional Areas</u>	b. Business Finance	36
	c. Accounting	16
	d. Management	2
	e. Legal env.	0
	f. Economics	0
<u>The Business Environment</u>	g. Business ethics	2
	h. Global Dimensions of Business	0
	i. Business Communications	0
<u>Technical Skills</u>	j. Information system	2
	k. Quantitative Techniques/Statistics	2
<u>Integrative Area</u>	l. Business Policies	2

Abbreviated Course Syllabus

Course Number: B.BAA 310
Course Name: Managerial accounting
Instructors: H. Delgersaikhan, D. Otgonsuren
Required Text: “Managerial accounting” Ronald W.Hilton, “Managerial Management” Morse, Zimmerman
Course Description: Managerial accounting is a management accounting system that provides information and implements the fundamental tasks of enterprise management. It provides the knowledge, skills, and practices to make management decisions, report performance, and give professional evaluations and judgments using financial information to meet the needs and requirements of information users.

Hours/Minutes

Topic Outline:	(or % of a 3-hour Course)
I. Basic concepts of managerial accounting	4
A. Managerial accounting, an overview, basic cost terms and concepts	
II. Type and category of expenditure	
12	
A. Understanding Cost Behavior Classifications	
B. Type of expenditure, importance of classifying mixed costs	
C. Activity- based management and the new manufacturing environment	
III. Cost analysis	
16	
A. Cost- volume –profit analysis	
B. Breakpoint analysis	
C. Absorption costing and Direct costing	
D. Differential cost analysis	
VI. Planning and Budgeting	16
A. Planning and Budgeting Process	
B. Master budget	
C. Standard costing and performance measures for the new manufacturing environment	
D. Flexible budgets and control of overhead costs	
VII. Management control	8
A. Decentralized operational control	
B. Product pricing methods	
VIII. Preparing the financial statements	
8	
A. Capital expenditure planning and evaluation	
B. Cost of capital and determine the cost effectiveness of capital	
Total Sessions (Coverage Hours)	64

Summary of UG CPC Topics Covered in this Course :	Hours/Minutes
	(or % of a 3-Hour Course*)
Functional Areas	
a. Marketing	0
b. Business Finance	12
c. Accounting	12
d. Management	22
e. Legal Env.	4
The Business Environment	
f. Economics	4
g. Business ethics	4
h. Global Dimensions of Business	4

	i. Business Communications	2
Technical Skills	j. Information system	0
	k. Quantitative Techniques/Statistics	0
Integrative Area	l. k. Business Policies	0
	m. or l. Comprehensive and integrating experience	0
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: S.FMM201
Course Name: Fundamental of management
Instructors: Ayush. A, Nyambayar. Ch, Tungalagtuya. G
Text book: Principles Of Management, by Henri Fayol (Translated by C.Storrs, originally written in French)

Course Description: This course provides an overview of key management concepts and principles, with a focus on understanding the role of managers in organization developed essential management skills. Course objectives 1. To introduce students to the field of management and it's importance in organizations, 2. To provide students with foundation in management theories and concepts, 3. To develop students critical thinking and problem-solving skills in management context, 4. To enhance students understanding of the functions of management (planning organized, leading, and controlling), 5. To familiarize students whit key management roles and responsibilities, 6. To introduce students to the challenges and opportunities in contemporary management.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction to Management	6
A. Definition and importance of management	
B. Evolution of management thought	
C. Management functions and roles International Trade	
II. Organizing	10
A. Organizational structure and design	
B. Delegation and authority	
C. Departmentalization	
III. Planning	10
A. The planning processes	
B. Setting objectives and goals	
C. Strategic planning, operational planning	
IV. Leading and motivation	8
A. Leadership style and theories	
B. Motivation theories and their application	
C. Motivation and employee engagement	
D. Communication and conflict resolution	
V. Controlling	6
A. Controlling process and types of controls	
B. Performance measurement and evaluation	
C. Budgeting and financial controls	
VI. Decision making	8
A. The decision- making process	
B. Types of decision and decision models	
C.Ethical considerations in decision making	
VII. Human resource management	4
A. Recruitment and selection	
B. Training and development	
A. Performance appraisal	
VIII. Teamwork and collaboration	4
A. Building effective teams	
B. Team dynamics and communication	
C.Team leadership and challenge	
IX. Change management	6
A. The nature of change	
B. Managing resistance to change	
C.Change management mkdel	
D. Globlization and international management	
X. Review and Vonclusion	
A. Course review	2
Total Sessions (Coverage Hours)	
	64

Summary of UG CPC Topics Covered in this Course: **Hours/Minutes
(or % of a 3-Hour Course*)**

	a. Marketing	4
Functional Areas	b. Business Finance	2
	c. Accounting	0
	d. Management	30
The Business Environment	e. Legal env.	4

	f. Economics	2
	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communications	4
Technical Skills	j. Information system	4
	k. Quantitative Techniques/Statistics	2
Integrative Area	l. k. Business Policies	4
	m. or l. Comprehensive and integrating experience	0
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number:	S.POM202
Course Name:	Production and Operations management
Instructors:	Odmaa P., Munkhsukh Ts.
Required Text:	Operations management, 10 th edition, Jay Heizer, Barry Render, 2011
Course Description:	This course presents a foundation subject designed to help management students understand the principles, concepts and techniques in the management of operations in both the manufacturing and service industries. It provides methodologies for students on how to use knowledge about technological management, decision making strategy, forecasting methods, quality management, project management to organize optimally operations and to make accurate planning.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction to Operations management	16
A. Introduction: Production and operations management	
B. Decision modelling	
C. Managing projects	
D. Forecasting Demand	
II. Designing Operations	28
A. Product design	
B. Quality management and international standards	
C. Process Design	
D. Capacity planning	
E. Locations Decisions	
F. Layout Decisions	
G. Job Design and Work Measurements	
III. Managing Operations	20
A. Managing Inventory	
B. Aggregate scheduling	
C. Material requirement planning	
D. Just in time, Lean operations	
E. Scheduling for the short term	

Total Sessions (Coverage Hours)

64

Hours/Minutes

Summary of UG CPC Topics Covered in this Course: (or % of a 3-Hour Course*)

	a. Marketing	4
	b. Business Finance	4
Functional Areas	c. Accounting	2
	d. Management	12
	e. Legal env.	4
	f. Economics	8
The Business Environment	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communications	2
Technical Skills	j. Information system	8
	k. Quantitative Techniques/Statistics	6
Integrative Area	l. k. Business Policies	6

m. or I. Comprehensive and integrating experience	<u>0</u>
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

<u>Course Number:</u>	B.BAM204
<u>Course Name:</u>	Business Law
<u>Instructors:</u>	Nyamdulam.T, Oyungerel. A
<u>Required Text:</u>	“Business Law” 2010 (D.Dugerjav), “Business Law” (B.Delgermaa, D.Oyun, J.Khulan) 2011, “Business Law” (A.Oyungerel, T.Nyamdulam, G.Solongo, M.Jargalsaikhan)

Course Description: The aim is to provide legal knowledge to students studying business management, to learn the legal framework of business organizations and the knowledge, skills and practice of correctly applying the law governing business relations.

<u>Topic Outline:</u>	Hours/Minutes (or % of a 3-hour Course)
I. Business legal Environment	4
A. Introduction: Concept of law,	
B. Constitution and human rights	
C. Concept of business law,	
D. Business and ethics	
II. Participants in business relations	24
A. Legal relations of business, its elements, citizens legal capacity and capability	
B. Concept of legal person	
C. Legal of regulation partnership	
D. legal regulation of cooperatives	
E. legal regulation of the company	
F. Legal regulation of bankruptcy	
III. Civil law and business	12
A. Agreements in business relations	
B. Legal regulation of property	
C. Legal regulation of obligations	
IV. State regulation	20
E. Legal regulation of investment	
F. Legal regulation of intellectual property	
G. Tax regulation	
H. Legal regulation of competition	
I. Legal regulation of securities	
V. Protection of the rights of participants in business legal relations	4
A. Legal regulation of activities to protect the interests of consumers	
B. Actions to protect the legal interests of participants in business relations	
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

<u>Summary of UG CPC Topics Covered in this Course:</u>	Hours/Minutes (or % of a 3-Hour Course*)
<u>Functional Areas</u>	
a. Marketing	2
b. Business Finance	2
c. Accounting	2
d. Management	2
<u>The Business Environment</u>	
e. Legal env.	24
f. Economics	12
g. Business ethics	4

	h. Global Dimensions of Business	0
	i. Business Communications	4
Technical Skills	j. Information system	0
	k. Quantitative Techniques/Statistics	0
	l. k. Business Policies	12
Integrative Area	m. or l. Comprehensive and integrating experience	0
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number:	B.TMM101
Course Name:	Microeconomics
Instructors:	Enkhtuul. Ts, Altantsetseg. D, Battulga. B, Odmaa. P, Burmaa. M, Sodnomzul. D
Required Text:	“Microeconomics”, Narantuya. T, Altantsetseg. D, Enkhtuul. Ts, UB2023, “Microeconomics”, Altantsetseg. D, Battuvshin. G, ... etc, UB2019
Course Description:	To provide basis of knowledge of economics such as, demand and supply, influencing factors of demand and supply, the price system, consumer and producer choice, market structure, resource market, industry efficiency, revenue allocation, wealth economics, market equilibrium, government role in economics and its result.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introductory Microeconomics	4
A. Introduction: Economic fundamentals	
B. Economic efficiency, production possibility, economic model.	
II. Demand and supply, equilibrium	4
A. Basic elements of demand and supply, equilibrium	
B. Demand, supply and Government policy	
C. Elasticity of demand and supply	
III. Consumer choice theory and production theory	8
A. Consumer behavior and utility maximization: Consumer decisions	
B. The costs of production: Producer decisions	
IV. Product Markets: Decision making and efficiency	6
A. Pure competition	
B. Pure monopoly and regulation	
C. Monopolistic competition and oligopoly	
V. Resource Markets: Decision making, efficiency	4
B. Demand and supply in Factor market	
C. Labor markets, capital markets, natural resource market	
VI. Government policy in microeconomics	6
A. General equilibrium and economic efficiency	
B. Welfare economics	
C. Role and policy of Government	
Total Sessions (Coverage Hours)	64

Summary of UG CPC Topics Covered in this Course:	Hours/Minutes (or % of a 3-Hour Course*)
Functional Areas	6
a. Marketing	2
b. Business Finance	2
c. Accounting	2
d. Management	2
The Business Environment	4
e. Legal env.	32
f. Economics	

	g. Business ethics	2
	h. Global Dimensions of Business	2
	i. Business Communications	<u>0</u>
Technical Skills	j. Information system	<u>2</u>
	k. Quantitative Techniques/Statistics	<u>6</u>
	l. k. Business Policies	<u>2</u>
Integrative Area	m. or l. Comprehensive and integrating experience	<u>2</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

<u>Course Number:</u>	B.TMM102
<u>Course Name:</u>	Macroeconomics
<u>Instructors:</u>	Enkhtuul. Ts, Altantsetseg. D, Battulga. B, Odmaa. P, Burmaa. M, Sodnomzul. D
<u>Required Text:</u>	“Macroeconomics”, Narantuya. T, Altantsetseg. D, Enkhtuul. Ts, UB2023, “Macroeconomics”, Altantsetseg. D, Battuvshin. G, ... etc, UB2019
<u>Course Description:</u>	To provide basis of knowledge of macroeconomics such as, the theory of international trade, measurements in the macro economy, macroeconomics instability, equilibrium of macroeconomics, monetary and fiscal policy.

<u>Topic Outline:</u>	<u>Hours/Minutes (or % of a 3-hour Course)</u>
I. Introductory macroeconomics and measurement of economic performance	4
A. Introduction: The Science of macroeconomics	
B. Measuring domestic output, national income and price index	
II. Macroeconomic issues	6
A. Business cycles: Unemployment and Inflation	
B. Balance of payments and exchange rate	
C. Economic Growth and National development	
III. Macroeconomic equilibrium	6
A. Aggregate demand and aggregate supply, equilibrium	
B. Macroeconomic equilibrium in Production market: Classic and Keynesian model	
C. Equilibrium of Production market and Money market: IS-LM model	
IV. Government policy in macroeconomics	16
A. Fiscal policy	
B. Monetary policy	
C. Trade policy	
D. Exchange rate policy	
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>Hours/Minutes (or % of a 3-Hour Course*)</u>
Functional Areas	
a. Marketing	2
b. Business Finance	2
c. Accounting	2
d. Management	2
The Business Environment	
e. Legal env.	2
f. Economics	32
g. Business ethics	2

	h. Global Dimensions of Business	6
	i. Business Communications	0
Technical Skills	j. Information system	2
	k. Quantitative Techniques/Statistics	6
	l. k. Business Policies	4
Integrative Area	m. or l. Comprehensive and integrating experience	2
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: S.BEM246

Course Name: Business ethics

Instructors: Enkhtsolmon.E, Naranbaatar.B, Battseren.Ts

Required Text: Denis Collins. Business Ethics: Best Practices for Designing and Managing Ethical Organizations, Second Edition. 2018., SAGE Publications, Inc., 978-1506388052.

Course Description: Business ethics studies appropriate business policies and practices regarding potentially controversial subjects, including corporate governance, insider trading, bribery, discrimination, corporate social responsibility, fiduciary responsibilities, and much more. The law often guides business ethics, but at other times business ethics provide a basic guideline that businesses can follow to gain public approval.

Topic Outline:		Hours/Minutes (or % of a 3-hour Course)
I.	About ethics	
	A. What is moral?, The development and scope of ethics	10
	B. The norm of ethics, The function of ethics	
	C. Ethical consciousness, Moral consciousness The development of moral consciousness Value and preference	
II.	Conceptions of ethics	
	A. Deontological ethics. Responsibility, Ethical responsibility and its main characteristics, The conflict between individual rights and public interest	8
	B. Utilitarian ethics. Jeremy Bentham, Mill John Stuart, Different types of modern utilitarianism	
III.	Theory of justice	
	A. Understanding about justice	
	B. Concepts of justice, Freedom, equal right and equal condition	10
IV.	Business Ethics and Scope	
	A Basic Principles of Business Ethics	12
	B Etiquette and established concepts of business communication, Code of business ethics	
V.	Social responsibility and sustainable development	10
	A Corporate Social Responsibility	
	B. What is corruption? Corruption and its types	
VI.	E-business relations and features	
	A Ethical Issues in E-Business, Ethics of managerial communication	14
	B. Ethical trends and changes in modern business, Manager's image formation	
Total Sessions (Coverage Hours)		64

Summary of UG CPC Topics Covered in this Course:		Hours/Minutes (or % of a 3-Hour Course*)
Functional Areas	a. Marketing	2
	b. Business Finance	2
	c. Accounting	2

	d. Management	4
	e. Legal env.	4
<u>The Business Environment</u>	f. Economics	2
	g. Business ethics	24
	h. Global Dimensions of Business	4
	i. Business Communications	8
<u>Technical Skills</u>	j. Information system	4
	k. Quantitative Techniques/Statistics	0
	l. Business Policies	8
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	0
	Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: B.BCM206
Course Name: Business Communication
Instructors: Ayush. A, Nyambayar. Ch, Tungalagtuya. G
Required Text: “Business communication”, 2018 3rd edition, Thomas L. Means
“Methodology of formal writing and its composition”, 2015, Бигэрмаа.Р

Course Description: This course will provide the organization's main concepts of business communication, its form, and document standards. Includes lessons on recording, planning, editing, and revising records according to documentation standards. Also, the methods used in the preparation of short and long news and information will be covered, and the students will be given the skills of reading, listening, speaking, and writing in news reporting and presentation. Etiquette and customs in business relations, participation in interviews and conferences, and the characteristics of international relations will be explained.

<u>Topic Outline:</u>	<u>Hours/Minutes (or % of a 3-hour Course)</u>
I. Business communication and its importance in organizations	8
A. Introduction: Nature and Scope of Business Communication, Characteristics of Communication	
B. Importance of Effective Business Communication	
II. Types of Business Communication	12
A. Verbal Communication	
B. Non-Verbal Communication	
C. Formal and Informal Communication	
D. Measures to Overcome Communication Barrier	
III. Introduction to Documentation Writing	16
A. Documentation standards	
B. Document composition and processing	
C. News and information planning	
D. News and information composition	
E. News and information editing	
IV. Structure and Layout of a Business Letter	12
A. Importance of Business Correspondence	
B. Functions of Business Correspondence	
C. Characteristics of a Business Letter	
D. Components/Parts of a Business Letter	
V. Business Report Writing	8
A. Structure of a Report	
B. Classification of a Report	
VI. Public speaking	8
A. Components of a Presentation	
B. Company Meetings, Agenda and Minutes	
C. Modern Forms of Communication	
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

		Hours/Minutes (or % of a 3-Hour Course*)
<u>Summary of UG CPC Topics Covered in this Course:</u>		
<u>Functional Areas</u>	a. Marketing	2
	b. Business Finance	2
	c. Accounting	0
	d. Management	8
	e. Legal env.	6
<u>The Business Environment</u>	f. Economics	2
	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communications	<u>30</u>
<u>Technical Skills</u>	j. Information system	<u>2</u>
	k. Quantitative Techniques/Statistics	<u>0</u>
<u>Integrative Area</u>	l. Business Policies	<u>4</u>
	m. or l. Comprehensive and integrating experience	<u>0</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: B.BA308

Course Name: Business Analysis and valuation

Instructors: Bayartsog. Ts

Required Text: Palery, Bernard, Healy, Business analysis and valuation, 4nd edition, Jamyasuren Business analysis and valuation, Mongolian Institute of Chartered Accountants Business analysis and strategy

Course Description: In this course, students will be introduced to the concept of business and the main concepts of business theory based on its origin, development and application. The course will teach the basic principles of organizational theory, its origin and development, business theory models, model parameters, entrepreneurs, business analysis subsystems, and analysis sequences, as well as business analysis indicators, model calculation methods, related examples, and variables and data sources used there. Includes lessons on source, analysis, and evaluation model variables. Also, using business analysis software to produce results, factors affecting results, business strategies, and effects on value will be taught within the framework of specific software.

		Hours/Minutes (or % of a 3-hour Course)
<u>Topic Outline:</u>		
I. Background for Business analysis		8
A. Introduction and understanding of business		
B. Theoretical foundations of business analysis		
II. Business analysis and valuation tools		24
A. Framework for Business Analysis and Valuation		
B. Strategy Analysis		
C. Overview of Accounting Analysis		
D. Accounting Analysis Pitfalls		
E. Financial Analysis		
F. Future Analysis: Hypothesis		
III. Business analysis and valuation application		32
A. Prospective Analysis: Valuation Theory and Concepts		
B. Prospective Analysis: Valuation Implementation		
C. Analysis of equity securities		
D. Credit Analysis and Distress Prediction		
E. Mergers and Acquisitions		
F. Corporate Funding Policy		
G. Communication Through Financial Policies		
H. Analysis and evaluation of the economic benefits of the activities of the business organization		
<u>Total Sessions (Coverage Hours)</u>		<u>64</u>

		Hours/Minutes (or % of a 3-Hour Course*)
<u>Summary of UG CPC Topics Covered in this Course:</u>		

	a. Marketing	4
<u>Functional Areas</u>	b. Business Finance	8
	c. Accounting	8
	d. Management	8
	e. Legal env.	2
	f. Economics	4
<u>The Business Environment</u>	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business communication	0
	j. Information system	6
	k. Quantitative Techniques/Statistics	8
<u>Technical Skills</u>	l. k. Business Policies	6
	m. or l. Comprehensive and integrating experience	2
<u>Integrative Area</u>		
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

<u>Course Number:</u>	S.ITM101
<u>Course Name:</u>	Applied Information Technology
<u>Instructors:</u>	Munkhchimeg B.
<u>Required Text:</u>	New IT Passport Examination Preparation Book 2017. Information-technology Promotion Agency, Japan (IPA)

Course Description:

This course explains basic knowledge on corporate activities, business management, the typical systems, etc. in each field including information analysis techniques, marketing techniques, business management systems, and technological strategies, the understanding of business processes, methods for business improvement, the flow of information system construction, and the creation of requirements definitions for computerization, on the basis of information system strategy, project management processes and methods, basic roles and structure of IT service management and service support that manage information system operation. We will discuss also the fundamental way of comprehending radix, set, probability, and statistics, and digitalization of information and algorithms, computer components and system components, hardware, software, and types of components and their characteristics, the characteristics of human interface, characteristics of multimedia technology, basic knowledge of database design and network, and security measures.

Topic Outline:

	Hours/Minutes
I. Strategy	16
1. Corporate and Legal Affairs (Management and organization, OR (Operations Research) and IE (Industrial Engineering), Accounting and Financial Affairs)	
2. Business Strategy (Business Strategy Management, Technological Strategy Management, Business Industry)	
3. System Strategy (Concepts of Information System Strategy, Concepts of Business Process, Solution Business)	
II. Management	16
4. Development Technology (System Development Processes, Estimate of Software)	
5. Project Management (Knowledge Areas of Project Management)	
6. Service Management (Service Support, Facility Management)	
III. Technology	32
7. Basic Theory (Discrete Mathematics, Applied Mathematics, Theory of Information)	
8. Algorithm and Programming (Data Structure, Algorithm, Programming and Programming Languages, Markup Languages)	
9. Computer Component (Processor, Storage Unit, Input/Output Devices, System Component)	
10. Software, Hardware (OS (Operating System), File Management, Development Tools, OSS (Open Source Software), Hardware)	
11. Human Interfaces (Human Interface Technology, Interface Design)	
12. Multimedia (Multimedia Technology, Multimedia Application)	
13. Database (Database Architecture, Database Design, Data Manipulation, Transaction Processing)	
14. Network (Network Architecture, Communications Protocols, Network Application)	
15. Security (Information Assets and Information Security, Information Security Management)	

Total Sessions (Coverage Hours) **64**

Summary of UG CPC Topics Covered in this Course: Hours/Minutes
(or % of a 3-Hour Course*)

<u>Functional Areas</u>	a. Marketing	2
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	b. Business Finance	2
	c. Accounting	2
	d. Management	2
	e. Legal env.	2
<u>The Business Environment</u>	f. Economics	2
	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communications	<u>12</u>
<u>Technical Skills</u>	j. Information system	<u>24</u>
	k. Quantitative Techniques/Statistics	<u>4</u>
<u>Integrative Area</u>	l. k. Business Policies	<u>4</u>
	m. or l. Comprehensive and integrating experience	<u>0</u>
	Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: CS101

Course Name: Algorithm and Programming Language

Instructors: Bolor L.

Required Text: Contemporary programming languages like Python enjoy rich online documentation. Indeed, they are built on the premise that programmers are continually in contact with such documentation, and are not expected to memorize any but a small fraction of it. The textbook for the course is below. "Starting Out with Python plus MyProgrammingLab with Pearson eText --Access Card Package (3rd Edition) Tony Gaddis ISBN-13: 978-0133862256"

Course Description:

Introduction to programming basics (what it is and how it works), binary computation, problem-solving methods and algorithm development. Includes procedural and data abstractions, program design, debugging, testing, and documentation. Covers data types, control structures, functions, parameter passing, library functions, arrays, inheritance and object oriented design. Laboratory exercises in Python.

Topic Outline:

Hours/Minutes

Module 1. Introduction	12
-- Relationship between computers and programs	
-- Basic principles of computers	
-- File systems	
-- Using the Python interpreter	
-- Introduction to binary computation	
-- Input / Output	
Module 2: Data types and control structures	14
-- Operators (unary, arithmetic, etc.)	
-- Data types, variables, expressions, and statements	
-- Assignment statements	
-- Strings and string operations	
-- Control Structures: loops and decision	
Module 3: Modularization and Classes	14
-- Standard modules	
-- Packages	
-- Defining Classes	
-- Defining functions	
-- Functions and arguments (signature)	
Module 4: Exceptions and data structures	12
-- Data Structures (array, List, Dictionary)	
-- Error processing	
-- Exception Raising and Handling	
Module 5: Object oriented design	12
-- Programming types	
-- Object Oriented Programming	
-- Object Oriented Design	

<u>Total Sessions (Coverage Hours)</u>		64
		Hours/Minutes (or % of a 3-Hour Course*)
<u>Summary of UG CPC Topics Covered in this Course:</u>		
<u>Functional Areas</u>	n. Marketing	0
	o. Business Finance	0
	p. Accounting	0
	q. Management	0
<u>The Business Environment</u>	r. Legal env.	2
	s. Economics	0
	t. Business ethics	2
	u. Global Dimensions of Business	2
<u>Technical Skills</u>	v. Business Communications	<u>0</u>
	w. Information system	<u>36</u>
	x. Quantitative Techniques/Statistics	<u>12</u>
<u>Integrative Area</u>	y. k. Business Policies	<u>6</u>
	z. or l. Comprehensive and integrating experience	<u>4</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: B.BAB210

Course Name: Financial Technology

Instructors: Bat-Erdene B.

Required Text: “Fintech and the Remaking of Financial Institutions”, John Hill, Elsevier, 2018; “The Fintech book”, Susanne Chishti and Janos Barberis, Wiley, 2016

Course Description: In this course, students will explore traditional money, banking, and financial markets with a broader and deeper understanding of computer science and entrepreneurship.

		Hours/Minutes (or % of a 3-hour Course)
<u>Topic Outline:</u>		
I.	Introduction	4
II.	Financial Innovation: Theory, History, and Present	4
III.	Privacy and Information security	4
IV.	Blockchain and Cryptocurrency	4
V.	Privacy and Financial Information	4
VI.	Financial big data management	4
VII.	Data analysis and Visualization	4
VIII.	Applications of Artificial Intelligence, Machine Learning, and Deep Learning in the Financial Industry	4
IX.	Python programming	4
X.	Startup financing, Alternative lending, Crowdfunding, and P2P technology	4
XI.	Credit and Fintech	4
XII.	Billing and Money transfer	4
XIII.	Stock market and Financial Crisis	4
XIV.	Commodities and Fintech	4
XV.	Insurance and Fintech	4
XVI.	Fintech regulation and Regtech	4
<u>Total Sessions (Coverage Hours)</u>		64

		Hours/Minutes (or % of a 3-Hour Course*)
<u>Summary of UG CPC Topics Covered in this Course:</u>		
<u>Functional Areas</u>	a. Marketing	0
	b. Business Finance	8
	c. Accounting	4
	d. Management	4
<u>The Business Environment</u>	e. Legal env.	4
	f. Economics	8
	g. Business ethics	4

	h. Global Dimensions of Business	4
	i. Business Communication	<u>0</u>
<u>Technical Skills</u>	j. Information system	<u>8</u>
	k. Quantitva Techniques/Statistics	<u>12</u>
	l. k. Business Policies	<u>4</u>
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	<u>4</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

Course Number: B.BAA301

Course Name: Econometrics

Instructors: Purevsuren J.

Required Text: "Basic econometrics", Damodar N. Gujarati, McGraw-Hill/Irwin, 2004

Course Description: This course covers the statistical tools needed to understand empirical economic research and to plan and execute independent research projects.

<u>Topic Outline:</u>	<u>Hours/Minutes (or % of a 3-hour Course)</u>
I. Introduction	4
II. The method of least squares	4
III. Bivariate linear regression model.	4
IV. Confidence intervals for coefficients. ANOVA of the Dependent variable	4
V. Coefficient of Determination and its geometric interpretaion	4
VI. Some extentions of bivariate linear regression models. Make a forecast	4
VII. Multivariate regression models and their prerequisites	4
VIII. Least squares error, variance estimation, distribution.	4
IX. Construct confidence intervals for making and testing statistical hypotheses	4
X. Multicollinearity, Dummy variable	4
XI. Some extentions of multivariate regression, Partial correlation	4
XII. Stochastic regressors, Illusory regression	4
XIII. Extended least squares method	4
XIV. Heteroscedasticity	4
XV. Autocorrelation	4
XVI. An extended method of least squares with additional conditions	4
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

<u>Summary of UG CPC Topics Covered in this Course:</u>		<u>Hours/Minutes (or % of a 3-Hour Course*)</u>
	a. Marketing	2
<u>Functional Areas</u>	b. Business Finance	8
	c. Accounting	0
	d. Management	6
	e. Legal env.	0
<u>The Business Environment</u>	f. Economics	8
	g. Business ethics	4
	h. Global Dimensions of Business	4
	i. Business Communication	<u>0</u>
<u>Technical Skills</u>	j. Information system	<u>4</u>
	k. Quantitva Techniques/Statistics	<u>16</u>
	l. k. Business Policies	<u>8</u>
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	<u>4</u>

Abbreviated Course Syllabus**Course Number:** B.BAA313**Course Name:** Insurance management**Instructors:** Tseregmaa. B**Required Text:** "Principles of Risk Management and Insurance", 12th Edition, Gerge E. Rejda and Michael J. McNamara. Pearson.**Course Description:** This course introduces the fundamental concepts of risk and insurance. Emphasis is placed on the fundamentals of insurance and personal risk management products, including life insurance, annuity, automobile insurance, and health insurance. In addition, the insurance operations, including pricing, underwriting, and marketing, are presented as well.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Basic concepts in Risk Management and Insurance	8
A. Risk and Its Treatment	
B. Insurance and Risk	
C. Introduction to Risk Management	
II. The Private Insurance Industry	16
A. Types of Insurers and Marketing System	
B. Insurance company Operations	
C. Financial Operations of Insurers	
D. Government Regulation of Insurance	
III. Legal Principles in Risk and Insurance	8
A. Fundamental Legal Principles	
B. Analysis of Insurance Contracts	
IV. Life and Health Risks	24
A. Life Insurance	
B. Life Insurance Contractual Provisions	
C. Buying Life Insurance	
D. Annuities and Individual retirement Accounts	
E. Health-Care Reform	
F. Employee Benefits: Health Insurance	
G. Employee Benefits: Retirement Plans	
H. Social Insurance	
V. Personal Property and Liability Risks	8
A. The Liability Risk	
B. Homeowners Insurance	
C. Auto Insurance	
Total Sessions (Coverage Hours)	64

Summary of UG CPC Topics Covered in this Course:	Hours/Minutes (or % of a 3-Hour Course*)
Functional Areas	
a. Marketing	4
b. Business Finance	4
c. Accounting	4
d. Management	4
e. Legal env.	4
The Business Environment	
f. Economics	16
g. Business ethics	4
h. Global Dimensions of Business	18
i. Business Communication	0
Technical Skills	
j. Information system	2
k. Quantitva Techniques/Statistics	2
Integrative Area	
l. k. Business Policies	2
m. or l. Comprehensive and integrating experience	0

Abbreviated Course Syllabus

Course Number: B.BA309
Course Name: Portfolio Management
Instructors: Bayarmaa.D
Required Text: “Investments: Analysis and Management”, Gerald R. Jensen, Charles P. Jones, 14th edition, 2019, Derivatives and Portfolio Management for CFA Level 1, 2023

Course Description: This course is designed to provide students with a comprehensive understanding of derivative instruments, portfolio management theory and practice. Derivatives play a crucial role in risk management, speculation, and portfolio optimization. Through a combination of theoretical concepts, practical examples, and case studies, students will develop a deep understanding of the mechanics, pricing, and usage of derivatives. Through a blend of theoretical concepts, practical applications, and real-world case studies, students will develop the skills necessary to construct, analyze, and manage investment portfolios.

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Introduction to Derivatives	12
A. Options Contracts	
B. Forwards and Futures	
C. Swaps and Other Complex Derivatives	
II. Derivatives Valuation and Strategy	12
A. Option Strategy	
B. Option Valuation	
C. Futures Strategy and Valuation	
III. Investment Company	4
A. Investment Company	
IV. Portfolio Theory and Management	28
A. Overview of portfolio theory	
B. Modern Portfolio Theory: Efficient Frontier. Utility functions	
C. Modern Portfolio Theory: Portfolio Risk and return. Optimal Portfolios	
D. Single and Multi Index Model	
E. Capital Asset Pricing Model (CAPM)	
F. Arbitrage Pricing Theory (APT)	
G. Portfolio Performance Evaluation	
V. Behavioral Finance in Portfolio Management	8
A. Efficient Market Theory	
B. Behavioral Finance	
Total Sessions (Coverage Hours)	64

Summary of UG CPC Topics Covered in this Course:		Hours/Minutes (or % of a 3-Hour Course*)
Functional Areas	a. Marketing	2
	b. Business Finance	2
	c. Accounting	2
	d. Management	2
	e. Legal env.	4
The Business Environment	f. Economics	22
	g. Business ethics	4
	h. Global Dimensions of Business	18
	i. Business communication	0
Technical Skills	j. Information system	2
	k. Quantitative Techniques/Statistics	2
	l. Business Policies	4
Integrative Area	m. or l. Comprehensive and integrating experience	0

Abbreviated Course Syllabus**Course Name:** Banking management**Instructors:** Bayartsog. Ts**Required Text:** Peter S. Rose "Commercial banking management" 6nd Edition, Heinz Herrmann "Money, banking, and monetary policy", Timothy W. Koch "Banking management"**Course Description:** Provide knowledge for students which is advanced knowledge of theory and practice of Banking management and improve skill to use knowledge for science and research work and practical activity. Provide advanced knowledge of theory and practice of Banking management. Learn skill to make decision for commercial banking operation and perform research and analysis work on theory and practice of bankingmanagement .

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. An Overview of Banks and Their Services	8
A. An Overview of Banks and Their Services	
B. The Impact of Government Policy and Regulation on Banking	
II. Managing the Bank's Investment Portfolio and Liquidity Position	32
A. Measuring and Evaluating Bank Performance	
B. Management of a Bank's Liquidity	
C. The Investment Function in Banking	
D. Asset-Liability Management	
E. Liability Management	
F. Management of a Bank's Equity Capital Position	
III. Providing Loans to Businesses and Consumers	24
A. Providing Loans to Businesses and Consumers	
B. Foreign payments	
C. Bank's Marketing Management	
D. The Currency System	
<u>Total Sessions (Coverage Hours)</u>	<u>64</u>

Summary of UG CPC Topics Covered in this Course:	Hours/Minutes (or % of a 3-Hour Course*)
<u>Functional Areas</u>	
a. Marketing	4
b. Business Finance	16
c. Accounting	4
d. Management	12
e. Legal env.	4
f. Economics	4
<u>The Business Environment</u>	
g. Business ethics	4
h. Global Dimensions of Business	4
i. Business communication	<u>0</u>
<u>Technical Skills</u>	
j. Information system	<u>2</u>
k. Quantitiva Techniques/Statistics	<u>4</u>
l. k. Business Policies	<u>4</u>
<u>Integrative Area</u>	
m. or l. Comprehensive and integrating experience	<u>2</u>
Total Estimated CPC Coverage Hours	64

Abbreviated Course Syllabus

Course Number: B.BAM350
Course Name: Startup project
Instructors: Soyolerdene S, Nyambayar Ch,
Required Text: “Startup Guide” Harvard university “The startup owners manual”, The step-by-step guide for building a great company, Steve Blank and Bob Dorf, SPINELLI, S. Jr.; ADAMS, R.J. & TIMMONS, J.A. (2016), New Venture Creation: Entrepreneurship for the 21st Century, McGraw-Hill OSTERWALDER, A. & PIGNEUR, Y. (2010), Business Model Generation: A handbook for visionaries, game changers, and challengers, Wiley & Sons. www.businessmodelgeneration.com

Course Description: This course will allow students to identify potential business ideas and opportunities, define business models, assess their potential economic viability and elaborate full business plans, understanding how useful these activities will be to start up a new business venture. In addition, this course will provide the students a comprehensive understanding on how a real company works, integrating their knowledge from different areas in the development of the business plan (general concept and structure of the business plan; marketing and commercial plan; production plan, people management; organizational design; financial plan; analysis of the economic viability of the company; legal requirements and steps needed to set up the new company).

Topic Outline:	Hours/Minutes (or % of a 3-hour Course)
I. Why start a business?	14
A. Demand	
B. Competition	
C. Licensing	
D. Funding	
E. Commitment	
F. Support	
G. Management	
II. Startup process	22
A. Contact old	
B. Protect intellectual property	
C. Seek input and network	
D. Plan the business	
E. Negotiate the license or option agreement	
F. Pursue funding	
III. Funding sources	12
A. Organic growth	
B. Friends and family	
C. Small business innovation research	
D. Angel investors	
E. Venture capitalists	
IV. Presenting to investors	3
V. Financing terminology	7
A. Equity	
B. Ownership compared to control	
C. Option pool	
D. Pre-and post-money valuation	
E. Convertible debt	
F. Preferred shares compared to common shares	
G. Anti-dilution	
VI. Company considerations	6
A. Legal representation	
B. Type of company	
C. Board of directors and the advisory board	

- D. Management team
- E. Space, insurance, and payroll

Total Sessions (Coverage Hours)

64

<u>Summary of UG CPC Topics Covered in this Course:</u>		<u>Hours/Minutes</u> <u>(or % of a 3-Hour Course*)</u>
<u>Functional Areas</u>	a. Marketing	2
	b. Business Finance	2
	c. Accounting	2
	d. Management	2
	e. Legal env.	4
<u>The Business Environment</u>	f. Economics	20
	g. Business ethics	4
	h. Global Dimensions of Business	18
	i. Business Communications	<u>2</u>
<u>Technical Skills</u>	j. Information system	<u>2</u>
	k. Quantitative Techniques/Statistics	<u>2</u>
	l. Business Policies	<u>4</u>
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	<u>0</u>
Total Estimated CPC Coverage Hours		64

Abbreviated Course Syllabus

<u>Course Number:</u>	B.BA380
<u>Course Name:</u>	Business simulation
<u>Instructors:</u>	Bat-Erdene B., Sarantuya M., Otgonsuren D., Ariunjargal D., Tamir T., Munkhtuya Ts.
<u>Required Text:</u>	Cesim Decision making manual, Cesim Global Challenge guide book
<u>Course Description:</u>	In this practice course, students make complex business management decisions on the Cesim platform, an abstract learning environment based on real-world data. In this way, students will reinforce the knowledge gained in the basic and professional basic courses of higher education, understand the connections between courses, and learn to make rational decisions in an interactive and dynamic business environment by working effectively in a team.

<u>Topic Outline:</u>	<u>Hours/Minutes (or % of a 3-hour Course)</u>
I. Demand	15%
A. Total market demand	
B. Predicted market growth	
C. Product selection	
D. Market shares	
II. Production	15%
A. Production capacity	
B. Capacity allocation	
C. Outsourcing	
D. Inventories (optional)	
E. Procurement/CSR (optional)	
III. Investments	10%
A. Estimation of future demand	
B. Investment in new production plants	
IV. Human Resource	10%
A. Recruiting	
B. Layoffs	
C. Remuneration	
V. Research and development	10%
A. Development of technology	
B. Development of new features	
C. Purchasing of licenses for technology and features	
VI. Marketing	10%
A. For each product and market	
B. Product feature decisions	
C. Pricing decisions	
D. Promotion investments	
VII. Logistics	5%
A. Delivery priorities	
VIII. Tax planning	5%
A. Transfer prices	
IX. Finances and budgets	20%
A. Treasury management	
B. Dividend policy	
C. Capital structure	
D. Short and long term debt	
E. Financial indicators	
F. Budgets	
<u>Total Sessions (%)</u>	<u>100%</u>
	Hours/Minutes
<u>Summary of UG CPC Topics Covered in this Course:</u>	<u>(or % of a 3-Hour Course*)</u>
<u>Functional Areas</u>	
a. Marketing	10
b. Business Finance	6
c. Accounting	2

	d. Management	6
	e. Legal env.	2
<u>The Business Environment</u>	f. Economics	4
	g. Business ethics	2
	h. Global Dimensions of Business	6
	i. Business Communications	<u>2</u>
<u>Technical Skills</u>	j. Information system	<u>4</u>
	k. Quantitative Techniques/Statistics	<u>4</u>
	l. k. Business Policies	<u>4</u>
<u>Integrative Area</u>	m. or l. Comprehensive and integrating experience	<u>12</u>
	Total Estimated CPC Coverage Hours	64