

# Decision of the FIBAA Accreditation and Certification Committee



**21<sup>st</sup> Meeting on March 27, 2026**

## **PROGRAMME ACCREDITATION**

|                                      |                                                                                                                              |
|--------------------------------------|------------------------------------------------------------------------------------------------------------------------------|
| <b>Project Number:</b>               | 24/060 Cluster 1                                                                                                             |
| <b>Higher Education Institution:</b> | National Economics University, Vietnam                                                                                       |
| <b>Location:</b>                     | Hanoi, Vietnam                                                                                                               |
| <b>Study programme:</b>              | 1 Financial Economics<br>2 Finance and Banking<br>3 Finance and Investment<br>4 Financial Technology<br>5 Financial Planning |
| <b>Type of accreditation:</b>        | initial accreditation                                                                                                        |

The FIBAA Accreditation and Certification Committee has taken the following decision:

### *Accreditation*

According to § 7 (6) in conjunction with § 9 (1) of the FIBAA General Terms and Conditions within the framework of procedures for the award of the FIBAA Quality Seal for Programmes from January 1, 2021, the study programmes are accredited with conditions.

### Conditions

Condition 1: The HEI introduces a specific mandatory language entry level (e.g., TOEFL certificate) or provides additional, compulsory language preparatory courses to ensure that students are able to successfully complete the study programmes.

Condition 2: The HEI harmonises and uniformises credit calculations to ensure full compliance with the Lisbon Convention.

Condition 3: The HEI develops a formal strategy paper outlining measures to further strengthen the academic qualification profile of the teaching staff and to support the continued development of the academic body, including, where appropriate, the expansion of professorial capacity.

Proof of meeting this condition is to be supplied by December 26, 2026.

Period of Accreditation: March 27, 2026 - March 26, 2031

The FIBAA Quality Seal is awarded.

## Assessment Report

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**Higher Education Institution:**

National Economics University, Vietnam

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**Bachelor programmes:**

- 1 Financial Economics
- 2 Finance and Banking
- 3 Finance and Investment
- 4 Financial Technology
- 5 Financial Planning

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**Qualification awarded on completion:**

- 1 Financial Economics
- 2 Finance and Banking
- 3 Finance and Investment
- 4 Financial Technology
- 5 Financial Planning

# General information on the study programme

## **Brief description of the study programmes:**

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### Financial Economics (FE):

The Financial Economics programme is designed to produce graduates who combine strong ethical integrity with advanced expertise in economic theory and financial analysis. It addresses Vietnam's growing demand for skilled economists by blending theoretical foundations with quantitative tools and specialised software. The curriculum is internationalised, being benchmarked against prestigious UK institutions such as the University of Essex and the University of Lincoln. Beyond academic knowledge, the programme emphasises critical thinking and adaptability to ensure students can thrive in dynamic work environments. Graduates are well-prepared for diverse career paths, ranging from policy-making in government agencies to consultancy roles in investment funds.

### Finance and Banking (BFB):

The Bachelor of Finance and Banking provides an education in subjects such as corporate finance, commercial banking, and stock markets. The curriculum is updated every two years to remain aligned with industry requirements and international standards. While the primary language of instruction is Vietnamese, English is integrated throughout the programme to prepare students for careers in foreign firms and across the ASEAN region. The programme's objectives are closely linked to the National Qualification Framework, ensuring high-quality human resources for the financial sector, such as positions as financial experts in state agencies, securities firms, and insurance companies.

### Finance and Investment (BFI):

The Bachelor of Finance and Investment is a programme aimed at high-performing students who aspire to work in global finance. Its curriculum is aligned with advanced international standards to ensure professional relevance. Students gain mastery over financial market regulations, risk management, and derivatives. The programme offers academic mobility, allowing students to transfer to partner universities after their initial years in Vietnam. In addition to technical expertise, the programme fosters global citizenship, ethical behaviour, and emotional intelligence. This holistic approach ensures that alumni are competitively positioned for roles in multinational corporations or as independent financial advisors.

### Financial Technology (BFT):

The Bachelor of Financial Technology bridges the gap between traditional finance and modern digital innovation. The curriculum is structured around three core pillars: financial theory, information technology, and mathematical methods. Taught almost entirely in English, the programme is modelled after successful curricula at Virginia Commonwealth University and Asia University in Taiwan. Students are trained to apply qualitative and quantitative tools to financial decision-making within the context of the Fourth Industrial Revolution. Practical experience is prioritised through internships, office tours, and seminars with industry experts to ensure real-world readiness. Graduates are qualified for roles in digital banking centres, fintech startups, and research institutes.

### Financial Planning (BFP):

The Financial Planning programme equips students with the specialised knowledge required to manage corporate, state, and personal finances in an era of global integration. The programme includes capstone subjects such as Portfolio Management and Project Planning, culminating in a final thesis also written in English. Students benefit from an international teaching staff, including guest lecturers from foreign universities who provide a global perspective on financial operations. The training emphasises professional ethics and the ability to formulate complex financial policies for diverse stakeholders. This prepares graduates to meet the high standards of the international labour market and excel in professional financial consultancy.

**Type of all study programmes:**

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For all programmes: Bachelor programme

**Projected study time and number of ECTS credits / national credits assigned to the study programme:**

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FE: 4 years/8 semesters, 194,3 ECTS credits/123 Vietnamese credits

BFP: 4 years, 206,98 ECTS credits/131 Vietnamese credits

BFI: 4 years, 203,82 ECTS credits/129 Vietnamese credits

BFT: 4 years, 205 ECTS credits/130 Vietnamese credits

BFP: 4 years, 197 ECTS credits/125 Vietnamese credits

**Mode of study:**

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For all programmes: full-time

**Didactic approach:**

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For all programmes: study programme with obligatory class attendance

**Double/Joint Degree programme:**

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For all programmes: no

**Scope (planned number of parallel classes) and enrolment capacity:**

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FE: 3 classes per year, 120 students per cohort

BFP: 9-10 classes per year, 50 students per class

BFI: 1-2 classes per year, 50 students per class

BFT: 1-2 classes per year, 50 students per class

BFP: 1 class per year, 50 students per class

**Programme cycle starts in:**

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For all programmes: Fall semester

**Initial start of the programme:**

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FE: 2015

BFP: October 2023

BFI: October 2019

BFT: October 2019

BFP: August 2023

**Type of accreditation:**

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For all programmes: Initial accreditation

# Procedure

A contract for the accreditation of the bachelor programmes Financial Economics, Finance and Banking, Finance and Investment, Financial Technology, and Financial Planning was concluded between FIBAA and National Economics University, Vietnam, on July 25, 2025. On October 5, 2025, the HEI submitted self-evaluation reports, which included a detailed description of the programmes and further documents in order to prove that the criteria for programme accreditation are met.

At the same time, FIBAA appointed a review panel<sup>1</sup>. The HEI has agreed with the chosen experts. The panel consisted of:

**Dr. Sumru Altug**

American University Beirut  
Professor of Economics

**Fjorinda Baholli**

Capgemini Outsourcing Services GmbH und Hochschule Bremen  
Cybersecurity Consultant, Certified Internal Auditor & Part-time Lecturer

**Prof. Dr. Thomas Burkhardt**

University of Koblenz  
Professor of Finance, Financial Services and Electronic Finance

**Dr. Thi Thu Ha Dinh**

Thai Binh Duong University  
Head of Finance - Banking Division

**Natalia Greniewska**

SGH Warsaw School of Economics  
Master's Degree in Economics (Financial Economics, Advanced Microeconomics, Advanced Macroeconomics)

**Prof. Dr. Stefanie Hehn**

Ludwigshafen University of Business and Society  
Chair of General Business Administration, specialising in Corporate Finance & Capital Market Theory

**Prof. Dr. Friedrich Thießen**

Chemnitz University of Technology  
Professor of Finance and Banking

FIBAA project manager:  
Dr. Marco Haid

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<sup>1</sup> The panel is presented in alphabetical order.

The assessment is based on the self-evaluation report, amended by further documents, as requested by the panel, and an online conference. The online conference took place on December 3-5, 2025, via the video conferencing tool *MS TEAMS*. At the end of the online conference, the panel has given a short feedback on its first impressions to representatives of the HEI.

The assessment report based on this was delivered to the HEI for comment on March 5, 2026. The statement on the report was given up on March 11, 2026. It has been taken into account in the report at hand.

# Summary

The bachelor programmes Financial Economics, Finance and Banking, Finance and Investment, Financial Technology, and Financial Planning offered by National Economics University, Vietnam, fulfils with few exceptions the FIBAA quality requirements for bachelor programmes and can be accredited by the Foundation for International Business Administration Accreditation (FIBAA) for five years starting on March 27, 2026 and finishing on March 26, 2031, under conditions. The programme is in accordance with the national and the European Qualification Frameworks and the European Standards and Guidelines in their applicable version valid as of the time of the opening of the procedure, and in accordance with the Bologna Declaration.

The panel members identified the need for improvement regarding the following aspects<sup>2</sup>. They recommend the accreditation on condition of meeting the following requirements:

- **Condition 1** (see chapter 2.5): The HEI introduces a specific mandatory language entry level (e.g., TOEFL certificate) or provides additional, compulsory language preparatory courses to ensure that students are able to successfully complete the study programmes.
- **Condition 2** (see chapter 3.2.2): The HEI harmonises and uniformises credit calculations to ensure full compliance with the Lisbon Convention.
- **Condition 3** (see chapter 4.1.2): The HEI develops a formal strategy paper outlining measures to further strengthen the academic qualification profile of the teaching staff and to support the continued development of the academic body, including, where appropriate, the expansion of professorial capacity.

Proof of meeting these conditions is to be submitted by December 27, 2026.

The panel members identified several areas where the programme could be further developed and the panel members **recommend**:

- strengthening the methodology in the final theses (see chapter 3.1.7);
- inviting more guest professors and/or introducing open seminars and workshops in various formats (see chapter 3.4.3);
- ensuring that all surveys are fully anonymous and strengthen student voices by more actively involving students and the student union in discussions (see chapter 5.1).

The measures that the HEI takes in order to implement the recommendations of the panel members will have to be considered during the re-accreditation.

For the overall assessment of the programme, please refer to the quality profile at the end of this report.

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<sup>2</sup> These aspects are asterisk criteria which means that they are essential for the study programme.

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# Information

## Information on the Institution

Over nearly seven decades, the National Economics University (NEU) has built a strong record of supplying high-quality human resources to Vietnam's economy and contributing meaningfully to the country's development<sup>3</sup>. Focused on academic excellence, the University continually enhances its learning environment, teaching resources, and professional training to equip students with the knowledge and skills needed in a fast-changing global labour market. Its commitment to international cooperation has attracted hundreds of international students and fostered a dynamic multicultural community.

As a leading, comprehensive, and research-oriented institution, NEU maintains close partnerships with major research bodies, government agencies, and international organisations, hosting more than 100 academic events each year that draw respected scholars and practitioners from around the world. Supported by dedicated faculty, motivated students, committed staff, and a strong alumni network, NEU has secured its reputation as one of Vietnam's flagship universities and an increasingly active member of the global higher education community.

The NEU, founded in 1956 as the School of Finance and Economics, was among Vietnam's first public institutions dedicated to training civil servants for a centrally planned economy. After several name changes reflecting the country's evolving socio-economic context, it adopted its current name in 1985. Today, as an autonomous public university, NEU is implementing its long-term development strategy to realise its vision of becoming one of Vietnam's top five multidisciplinary research universities and ranking among Asia's top 100 in economics, management, and business administration. Its mission focuses on pioneering the creation and dissemination of knowledge, nurturing talent for national sustainable development, educating future leaders and entrepreneurs, and serving as a research hub offering socio-economic strategies and policy consultancy for governments, organisations, and businesses.

NEU's core ideology is grounded in five values—innovation, solidarity, integrity, effectiveness, and responsibility. These principles shape its academic, research, and governance activities, fostering an environment that promotes creativity, critical thinking, collaboration, transparency, efficient resource use, and accountability. Together, they form the foundation for the University's continuous improvement and its integration into the global higher education landscape.

NEU is committed to delivering high-quality education in economics and business management while steadily expanding into emerging disciplines such as Computer Science and Information Technology, reinforcing its position as a multidisciplinary university. It currently offers 105 undergraduate programmes in various formats, including part-time, distance learning, and full-time. Many of these programmes incorporate English-medium instruction, including advanced, high-quality programmes delivered entirely in English. At the postgraduate level, the University provides 66 Master's and Doctoral programmes, complemented by joint programmes with international partners.

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<sup>3</sup> (see self-evaluation report, p. 1).

## Statistical data and evaluation results

**Table 1: Statistical Data – Bachelor of Financial Economics programme**

|                                                      |          | 1. Cohort | 2. Cohort | 3. Cohort | 4. Cohort | 5. Cohort | 6. Cohort |
|------------------------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
| # Study Places offered by HEI                        |          | 80        | 60        | 50        | 60        | 70        | 100       |
| # Applicants                                         | $\Sigma$ | 261       | 3009      | 2262      | 3745      | 5107      | 2824      |
|                                                      | f        | 174       | 1842      | 1420      | 2379      | 3357      | 1759      |
|                                                      | m        | 87        | 1167      | 842       | 1366      | 1750      | 1065      |
| Application rate                                     |          | 326,25%   | 5015,00%  | 4524,00%  | 6241,67%  | 7295,71%  | 2824,00%  |
| # First-Year Students ( <i>accepted applicants</i> ) | $\Sigma$ | 73        | 57        | 40        | 61        | 75        | 101       |
|                                                      | f        | 50        | 30        | 28        | 40        | 44        | 63        |
|                                                      | m        | 23        | 27        | 12        | 21        | 31        | 38        |
| Rate of female students                              |          | 0,68      | 0,52      | 0,7       | 0,65      | 0,58      | 0,62      |
| # Foreign Students                                   | $\Sigma$ | 0         | 0         | 0         | 0         | 0         | 0         |
|                                                      | f        | 0         | 0         | 0         | 0         | 0         | 0         |
|                                                      | m        | 0         | 0         | 0         | 0         | 0         | 0         |
| Rate of foreign students                             |          | 0         | 0         | 0         | 0         | 0         | 0         |
| Percentage of occupied study places                  |          | 91,25%    | 95,00%    | 80,00%    | 101,67%   | 107,14%   | 101,00%   |
| # Graduates                                          | $\Sigma$ | 41        | 30        | 0         | 0         | 0         | 0         |
|                                                      | f        | 33        | 15        | 0         | 0         | 0         | 0         |
|                                                      | m        | 8         | 15        | 0         | 0         | 0         | 0         |

|                                                       |  |         |         |       |       |       |       |
|-------------------------------------------------------|--|---------|---------|-------|-------|-------|-------|
| Success rate<br>(students who finished their studies) |  | 56,16%  | 52,63%  | 0,00% | 0,00% | 0,00% | 0,00% |
| Dropout rate<br>(students who dropped their studies)  |  | 0,00%   | 3,50%   | 0,00% | 0,00% | 4,00% | 0,00% |
| Average duration of study                             |  | 4 years | 4 years |       |       |       |       |
| Average grade of the final degree                     |  | 3,27    | 3,41    |       |       |       |       |

**Table 2: Statistical Data – Bachelor of Finance and Banking programme**

|                                                |   | 1. Cohort<br>(Khóa 62) | 2. Cohort<br>(Khóa 63) | 3. Cohort<br>(Khóa 64) | 4. Cohort<br>(Khóa 65) | 5. Cohort<br>(Khóa 66) | 6. Cohort<br>(Khóa 67) |
|------------------------------------------------|---|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| # Study Places offered by HEI                  |   | 400                    | 400                    | 350                    | 280                    | 280                    | 330                    |
| # Applicants                                   | Σ | 2428                   | 5144                   | 6264                   | 8604                   | 10194                  | 10374                  |
|                                                | f | 1691                   | 3320                   | 4119                   | 5538                   | 6637                   | 6924                   |
|                                                | m | 737                    | 1824                   | 2145                   | 3066                   | 3557                   | 3450                   |
| Application rate                               |   | 607,00%                | 1286,00%               | 1789,71%               | 3072,86 %              | 3640,71 %              | 3143,64%               |
| # First-Year Students<br>(accepted applicants) | Σ | 575                    | 643                    | 336                    | 271                    | 267                    | 327                    |
|                                                | f | 408                    | 426                    | 221                    | 180                    | 193                    | 204                    |
|                                                | m | 167                    | 217                    | 115                    | 91                     | 74                     | 123                    |
| Rate of female students                        |   | 0,70                   | 0,66                   | 0,65                   | 0,66                   | 0,72                   | 0,62                   |

|                                                       |          |             |             |             |        |        |            |
|-------------------------------------------------------|----------|-------------|-------------|-------------|--------|--------|------------|
| # Foreign Students                                    | $\Sigma$ | 5           | 30          | 3           | 0      | 0      | 5          |
|                                                       | f        | 3           | 18          | 2           | 0      | 0      | 4          |
|                                                       | m        | 2           | 12          | 1           | 0      | 0      | 1          |
| Rate of foreign students                              |          | 0,008695652 | 0,046656299 | 0,008928571 | 0      | 0      | 0,01529052 |
| Percentage of occupied study places                   |          | 143,75%     | 160,75%     | 96,00%      | 96,79% | 95,36% | 99,09%     |
| # Graduates                                           | $\Sigma$ | 470         | 504         | 11          |        |        |            |
|                                                       | f        | 345         | 352         | 6           |        |        |            |
|                                                       | m        | 125         | 152         | 5           |        |        |            |
| Success rate<br>(students who finished their studies) |          | 81,74%      | 78,38%      | 3,27%       |        |        |            |
| Dropout rate<br>(students who dropped their studies)  |          | 1,57%       | 2,33%       | 0,60%       | 0,00%  | 0,00%  | 0,00%      |
| Average duration of study                             |          | 4 years     | 4 years     | 3 years     |        |        |            |
| Average grade of the final degree                     |          | 3,29        | 3,26        | 3,71        |        |        |            |

**Table 3: Statistical Data – Bachelor of Finance and Investment programme**

|                               |          | 1. Cohort<br>62 | 2. Cohort<br>63 | 3. Cohort<br>64 | 4. Cohort<br>65 | 5. Cohort<br>66 | 6. Cohort<br>67 |
|-------------------------------|----------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| # Study Places offered by HEI |          | 50              | 50              | 50              | 100             | 100             | 110             |
| # Applicants                  | $\Sigma$ | 301             | 2615            | 2224            | 3528            | 5711            | 3757            |
|                               | f        | 178             | 1578            | 1357            | 2241            | 3642            | 2265            |

|                                                       |   |         |          |          |          |          |          |
|-------------------------------------------------------|---|---------|----------|----------|----------|----------|----------|
|                                                       | m | 123     | 1037     | 867      | 1287     | 2069     | 1492     |
| Application rate                                      |   | 602,00% | 5230,00% | 4448,00% | 3528,00% | 5711,00% | 3415,45% |
| # First-Year Students<br>(accepted applicants)        | Σ | 43      | 51       | 46       | 92       | 92       | 109      |
|                                                       | f | 28      | 35       | 31       | 51       | 57       | 63       |
|                                                       | m | 15      | 16       | 15       | 41       | 35       | 46       |
| Rate of female students                               |   | 65%     | 69%      | 67%      | 55%      | 62%      | 58%      |
| # Foreign Students                                    | Σ | 0       | 0        | 0        | 0        | 0        | 0        |
|                                                       | f | 0       | 0        | 0        | 0        | 0        | 0        |
|                                                       | m | 0       | 0        | 0        | 0        | 0        | 0        |
| Rate of foreign students                              |   | 0       | 0        | 0        | 0        | 0        | 0        |
| Percentage of occupied study places                   |   | 86%     | 102%     | 92%      | 92%      | 92%      | 99%      |
| # Graduates                                           | Σ | 35      | 36       | 0        | 0        | 0        | 0        |
|                                                       | f | 23      | 27       | 0        | 0        | 0        | 0        |
|                                                       | m | 12      | 9        | 0        | 0        | 0        | 0        |
| Success rate<br>(students who finished their studies) |   | 81,40%  | 70,59%   |          |          |          |          |
| Dropout rate<br>(students who dropped their studies)  |   | 0,00%   | 0,00%    | 0,00%    | 1,09%    | 1,09%    | 0,00%    |
| Average duration of study                             |   | 4 years | 4 years  |          |          |          |          |
| Average grade of final degree                         |   | 3,69    | 3,71     |          |          |          |          |

**Table 4: Statistical Data – Bachelor of Financial Technology programme**

|                                             |          | 1. Cohort 61 | 2. Cohort 62 | 3. Cohort 63 | 4. Cohort 64 | 5. Cohort 65 | 6. Cohort 66 |
|---------------------------------------------|----------|--------------|--------------|--------------|--------------|--------------|--------------|
| # Study Places offered by NEU               |          | 50           | 50           | 50           | 55           | 100          | 100          |
| # Applicants                                | $\Sigma$ | 56           | 263          | 2648         | 2254         | 4146         | 5266         |
|                                             | f        | 32           | 130          | 1476         | 1233         | 2344         | 3142         |
|                                             | m        | 24           | 133          | 1172         | 1021         | 1802         | 2124         |
| Application rate                            |          | 112,00%      | 526,00%      | 5296,00%     | 4098,18%     | 4146,00%     | 102%         |
| # First-Year Students (accepted applicants) | $\Sigma$ | 56           | 47           | 57           | 65           | 84           | 102          |
|                                             | f        | 32           | 20           | 31           | 30           | 35           | 52           |
|                                             | m        | 24           | 27           | 26           | 35           | 49           | 50           |
| Rate of female students                     |          | 57%          | 43%          | 54%          | 46%          | 42%          | 52%          |
| # Foreign Students                          | $\Sigma$ | 0            | 0            | 0            | 0            | 0            | 0            |
|                                             | f        | 0            | 0            | 0            | 0            |              |              |
|                                             | m        | 0            | 0            | 0            | 0            |              |              |
| Rate of foreign students                    |          | 0            | 0            | 0            | 0            | 0            | 0            |
| Percentage of occupied study places         |          | 112,00%      | 94,00%       | 114,00%      | 118,18%      | 84,00%       | 102,00%      |
| # Graduates                                 | $\Sigma$ | 40           | 34           | 37           | 0            | 0            | 0            |
|                                             | f        | 26           | 15           | 20           | 0            | 0            | 0            |
|                                             | m        | 14           | 19           | 17           | 0            | 0            | 0            |
| Success rate (students who finished their   |          | 71,43%       | 72.34%       |              |              |              |              |

|                                                      |  |                     |                     |                     |                     |                    |  |
|------------------------------------------------------|--|---------------------|---------------------|---------------------|---------------------|--------------------|--|
| studies<br>)                                         |  |                     |                     |                     |                     |                    |  |
| Dropout rate<br>(students who dropped their studies) |  | 3.57% (02 students) | 3.57% (02 students) | 3.57% (02 students) | 3.07% (02 students) | 1.19% (01 student) |  |
| Average duration of study                            |  | 4 year              | 4 year              | 4 year              | 4 year              | 4 year             |  |
| Average grade of final degree                        |  | 3.2/4               | 3.33/4              | 3.4/4               |                     |                    |  |

**Table 5: Statistical Data – Bachelor of Financial Planning programme**

|                                                       |          | 1. Cohort 2023                          | 2. Cohort 2024                          | 3. Cohort 2025                          |
|-------------------------------------------------------|----------|-----------------------------------------|-----------------------------------------|-----------------------------------------|
| # Study Places offered by HEI                         |          | 50                                      | 50                                      | 50                                      |
| # Applicants                                          | $\Sigma$ | 40                                      | 45                                      | 81                                      |
|                                                       | f        | 21                                      | 19                                      | 45                                      |
|                                                       | m        | 19                                      | 26                                      | 36                                      |
| Application rate                                      |          | 80,00%                                  | 90,00%                                  | 162,00%                                 |
| # First-Year Students<br>(accepted applicants)        | $\Sigma$ | 13                                      | 14                                      | 60                                      |
|                                                       | f        | 4                                       | 7                                       | 38                                      |
|                                                       | m        | 9                                       | 7                                       | 22                                      |
| Rate of female students                               |          | 0,31                                    | 0,50                                    | 0,63                                    |
| # Foreign Students                                    | $\Sigma$ | 0                                       | 0                                       | 0                                       |
|                                                       | f        |                                         |                                         |                                         |
|                                                       | m        |                                         |                                         |                                         |
| Rate of foreign students                              |          | 0,00                                    | 0,00                                    | 0,00                                    |
| Percentage of occupied study places                   |          | 0,26                                    | 0,28                                    | 1,20                                    |
| # Graduates                                           | $\Sigma$ | n/a                                     | n/a                                     | n/a                                     |
|                                                       | f        | n/a                                     | n/a                                     | n/a                                     |
|                                                       | m        | n/a                                     | n/a                                     | n/a                                     |
| Success rate<br>(students who finished their studies) |          | Students have not finished the program. | Students have not finished the program. | Students have not finished the program. |

|                                                            |  |                                            |                                            |                                            |
|------------------------------------------------------------|--|--------------------------------------------|--------------------------------------------|--------------------------------------------|
| Dropout rate<br>(students who<br>dropped their<br>studies) |  | 0,00                                       | 0,00                                       | 0,00                                       |
| Average duration<br>of study                               |  | Students have not<br>finished the program. | Students have not<br>finished the program. | Students have not<br>finished the program. |
| Average grade of<br>final degree                           |  | Students have not<br>finished the program. | Students have not<br>finished the program. | Students have not<br>finished the program. |

Statistics (separated by cohorts and gender) concerning:

- student success rate
- average length of study
- number of first-year students
- percentage of foreign participants

## Appraisal

The data demonstrate popularity, with high application rates. Across almost all programmes, study place occupancy rates frequently approach or exceed 100%. Furthermore, student retention is a notable strength of the institution, with most cohorts maintaining exceptionally low dropout rates that rarely exceed 4% and success rates for established cohorts reaching 60% or higher. Overall, the panel members are satisfied with the statistical data of the programmes.

# Programme Description and Appraisal in Detail

## 1. Objectives

### 1.1 Objectives of the study programme (Asterisk Criterion)

#### **Bachelor of Financial Economics**

The Financial Economics (FE) programme at NEU is designed to produce graduates with strong political awareness, ethical integrity, robust health, and a deep sense of social responsibility, alongside solid economic foundations and advanced expertise in financial economics. These objectives respond to Vietnam's growing demand for skilled financial economists, comply with national educational regulations, and align with NEU's mission of developing high-quality human resources and contributing to socio-economic policymaking.

To meet employer expectations, the programme offers a comprehensive education that blends theoretical knowledge with practical skills. Students gain a strong grounding in economics and finance, master quantitative analysis tools and specialised software, and develop independent learning and critical thinking skills. As a result, graduates are equipped to analyse economic and financial relationships, assess policy impacts, communicate effectively, and adapt to dynamic work environments confidently.

Career opportunities for FE graduates span a wide range of sectors. They can work as analysts or consultants in banks, investment funds, insurance firms, and securities companies; contribute to economic research and policymaking in government agencies and NGOs; build careers in financial markets as brokers, strategists, or asset managers; or pursue academic and research roles in universities and institutes. The programme thus prepares students for meaningful and versatile professional pathways in the financial and economic spheres.

#### **Bachelor of Finance and Banking**

The Bachelor of Finance and Banking (BFB) programme, delivered in Vietnamese by the School of Banking and Finance (SBF). The programme equips students with foundational and comprehensive knowledge, practical skills, and professional attitudes necessary to become highly qualified finance and banking professionals. The curriculum spans subjects such as political economics, philosophy, microeconomics, macroeconomics, mathematics for economics, fundamental laws, business management, accounting, corporate finance, commercial banking, public finance, stock markets, international finance, and insurance. It emphasises the development of key practical skills, including individual and teamwork capabilities, creativity, problem-solving, research competence, professional responsibility, and lifelong learning.

The BFB programme is designed for high school graduates in Vietnam who achieve strong results in the national graduation examinations. Programme learning outcomes are reviewed every two years, with the most recent revision in 2023. The programme objectives, detailed in the Programme Handbook and 51 integrated course syllabuses, align with the Law of Higher Education (No. 08/2012/QH13), the National Qualification Framework, and NEU's mission.

The programme outcomes focus on: providing students with both foundational and comprehensive knowledge across economics, finance, and banking; equipping them with

practical skills for individual and team work, innovation, and problem-solving; and preparing them for careers that require advanced research and management capabilities, professional responsibility, and lifelong learning. Graduates of the BFB programme are prepared for careers as financial experts in state management agencies, financial institutions, investment and securities firms, insurance companies, enterprises, policy-making bodies, and education and research institutions.

### **Bachelor of Finance and Investment**

The Bachelor of Finance and Investment (BFI) is an English-speaking programme designed to provide students with comprehensive professional knowledge, a solid understanding of societal and natural principles, practical skills, and the ability to work independently. Established under the Law of Higher Education No. 08/2012/QH13 and approved by NEU's Rector in Decision No. 1883/QD-DHKTQD on September 16th, 2019, the programme's objectives and outcomes are reviewed every two years, most recently in 2022, ensuring alignment with NEU's criteria and input from learners, employers, and experts.

The BFI curriculum equips students with general knowledge in banking and finance, as well as specialised expertise in financial investment and market operations, providing a strong theoretical foundation while developing skills needed for successful management careers. Admission targets high-performing high school graduates in Vietnam, with entrance scores of 36–37/40 over the past three years, ranking the programme among NEU's top English-speaking programmes.

Its structure adheres to international standards, allowing students to transfer to universities abroad in countries such as the United States, the United Kingdom, or Australia. Programme outcomes include mastery of financial market regulations, investment operations, risk management, and derivatives, as well as management, teamwork, and communication skills. Foreign language proficiency is emphasised, requiring a minimum IELTS score of 6.5 or equivalent at graduation, and students are expected to have basic Microsoft Office or informatics certifications (MOS, IC3, ICDL).

The curriculum also fosters global citizenship, ethical behaviour, critical thinking, emotional intelligence, adaptability, and a proactive, self-confident mindset. Graduates are prepared to pursue careers across diverse sectors, including state management agencies, banks' investment departments, research institutes, higher education institutions, or as independent advisors, consultants, or traders.

### **Bachelor of Financial Technology**

The Bachelor of Financial Technology (BFT) is an English-speaking programme designed to equip students with comprehensive knowledge in economics and finance, with a particular emphasis on the application of technology in financial contexts. Established under the Law of Higher Education No. 08/2012/QH13 and approved by NEU's Rector in Decision No. 1882/QD-DHKTQD on September 16<sup>th</sup>, 2019, the programme's objectives and outcomes are reviewed every two years, most recently in 2022, to ensure alignment with NEU guidelines and consultation with learners, employers, and industry experts.

The curriculum is structured around three core pillars: foundational and advanced knowledge in economics, finance, and investment; information technology and fintech applications in financial institutions; and statistical, mathematical, and econometric methods. Admission

targets high-performing high school graduates in Vietnam, with enrolment increasing from 50 students per year to around 100 students in 2023–2024.

BFT students gain skills to apply qualitative and quantitative methods, models, and tools for economic and financial decision-making, particularly in the context of the 4.0 technology revolution and the global digital economy. The programme emphasises practical experience through internships, graduation theses, soft skills training, seminars with experts, office tours, academic competitions, and team-building activities, ensuring students are well-prepared for real-world business environments. The curriculum follows international standards, allowing students opportunities to transfer to universities abroad.

Programme outcomes include mastery of general education in economics and business, specialised knowledge in finance, investment, and fintech, and practical skills for professional application. Students develop critical soft skills such as teamwork, interpersonal communication, critical thinking, time management, presentation, problem-solving, and analytical skills, fostering adaptability and professionalism. Graduates are expected to pursue careers in diverse sectors, including state management agencies, digital banking centres, fintech companies, research institutes, and higher education institutions.

### **Bachelor of Financial Planning**

The Financial Planning programme equips students with comprehensive and up-to-date knowledge aligned with the world's leading training standards in economics, society, business administration, and banking and finance. Graduates develop the ability to analyse, research, formulate policies, and solve professional problems in financial planning. They are proficient in English for both communication and professional purposes and possess strong professional skills to meet labour market demands in an era of international integration.

The programme provides students with in-depth knowledge of micro- and macroeconomics, mathematics, and statistics for financial analysis; business administration; financial management; stock and international markets; as well as corporate, state, and personal financial planning. Students gain the ability to analyse, integrate, and evaluate economic and financial issues both domestically and internationally, applying qualitative and quantitative methods in business and financial management. They develop practical skills in corporate, state, and personal financial planning operations.

Students are trained in professional ethics and responsibility, capable of working independently or collaboratively in teams, and adaptable to global integration and the technological demands of the Industry 4.0 era. They also acquire strong English communication skills, proficiency in office software, and the ability to search and utilise information from digital platforms to serve business, government, and individual needs.

### **Appraisal:**

The qualification objectives of the programmes are explained and convincingly presented in relation to the target group, the targeted professional field, and the societal context of the discipline. They embrace academic proficiency, comprehensive employability, and the development of the individual student's personality. The subject-specific and extra-curricular

qualification objectives and skills to be acquired correspond with the aspired level at graduation. They take into account the requirements of the national qualification framework.

However, the panel identified potential redundancy across the programmes and, therefore, **suggests** consolidating them into a single, more robust programme that offers a broader range of specialisations.

|      |                                                        | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------|--------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 1.1* | Objectives of the study programme (Asterisk Criterion) |             |                              | X                          |                                    |      |

## 1.2 International orientation of the study programme design (Asterisk Criterion)

### Financial Economics

The FE programme offers a curriculum closely aligned with international standards by drawing on training models from globally recognised universities. Its structure is benchmarked against programmes at the University of Essex and the University of Lincoln in the UK, supplemented by comparisons with four-year financial economics programmes at Western Washington University and the University of Western Australia. With most courses taught entirely in English—excluding political, physical education, and defence modules—students must meet a minimum English proficiency equivalent to IELTS 6.0, ensuring they are prepared for global academic and professional environments.

The curriculum incorporates internationally oriented courses such as International Macroeconomics, International Money and Finance, Monetary Policy and Financial Markets, Economic Policy Analysis, and Game Theory applications, all supported by reputable English-language textbooks widely used worldwide. Students also benefit from extensive international pathways. They may transfer after one year to the University of Lincoln under the 1+2 programme, after two years to Lincoln or Essex under the 2+2 model, or complete a 3+1 route enabling them to earn a bachelor's degree from NEU and a master's degree from the University of Essex.

### Financial and Banking

The BFB programme is designed to prepare students for careers with foreign firms operating in Vietnam and across ASEAN. Its curriculum draws on globally recognised standards, including Chartered Financial Analysts (CFA), Financial Risk Management (FRM), Certified Financial Planners (CFP), Chartered Financial Consultants (ChFC), and Chartered Market Technicians (CMT), as well as finance and banking programmes from universities in the U.S., Europe, and Asia.

The programme also covers specialised courses in international taxation, investment, multinational business finance, international settlement, and international business. English is integrated throughout the programme, with courses in general English and Banking and Finance English, enhancing students' ability to work in international environments and participate in student exchanges.

### **Bachelor of Finance and Banking**

The Bachelor of Finance and Banking (BFI) programme is an English-taught major in banking and finance with an international orientation, designed to prepare students for globalisation and global integration. The curriculum is aligned with advanced international education standards and incorporates components of the CFA programme. About 90% of courses are delivered in English, covering core banking and finance topics such as monetary and financial theories, corporate finance, commercial banking, international finance, taxation, and public finance, alongside specialised finance and investment courses including cash flow management, project appraisal, investment analysis, stock market operations, technical analysis, derivatives, and debt securities.

The programme emphasises English proficiency, offering three courses totalling 15 local credit points, and requires students to achieve a minimum IELTS band score of 6.5 or equivalent at graduation. In line with international standards, the programme enables students to transfer to universities abroad, including in the United States, the United Kingdom, or Australia, after two to three years of study in Vietnam. Graduates are also prepared for professional certifications such as Chartered International Investment Analyst (CIIA), CFA, and securities practice qualifications, often earning exemptions from related courses. BFI alumni frequently pursue further education overseas or secure positions in multinational corporations.

### **Bachelor of Financial Technology**

The BFT programme is fully internationally oriented, with 90% of courses taught in English. Its core modules are modelled on the curricula of prestigious universities such as Virginia Commonwealth University (VCU) and Asia University (AU) in Taiwan. Lecturers deliver courses in English using foreign textbooks, slides, and notes, ensuring a global standard of learning.

The programme is structured so that students can transfer to Asia University after completing the first two years at NEU to complete the Fintech programme and earn a bachelor's degree. Between 2021 and 2023, ten BFT students successfully transferred to AU to finish the two-year programme. Graduates are well-prepared to work in both domestic and international environments and have the foundation to pursue postgraduate studies in Banking, Finance, or Fintech abroad.

### **Financial Planning programme**

The FP programme's curriculum is modelled after California State University, Long Beach (CSULB), incorporating several capstone courses, including Financial Planning, International Finance, Securities Markets, Portfolio Management, and Project Planning and Capital Budgeting. The programme includes 34 courses taught in English, including core subjects such as Financial Planning, International Finance, and Multinational Financial Management, and the Final Thesis is also completed in English.

Many courses are delivered by lecturers from foreign universities, leveraging AEP's extensive network of international academics and inviting experienced faculty from NEU School of Finance and Banking, many of whom have practical experience abroad. The programme develops students' abilities to analyse, research, formulate policies, and solve professional problems in financial planning. Graduates are fluent in English for communication and professional work and possess strong professional skills to meet labour market demands in an

era of international integration. Additionally, students have the opportunity to transfer to foreign universities that recognise NEU's programmes, supporting international academic mobility.

## Appraisal:

The programmes are designed appropriately take into account the required international aspects, with respect, too, to their graduates' employability.

|                                                                                   | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|-----------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 1.2* International orientation of the study programme design (Asterisk Criterion) |             |                              | X                          |                                    |      |

## 1.3 Positioning of the study programme

### Positioning of the study programme on the educational market

#### **Financial Economics**

Launched in 2020, NEU's FE programme distinguishes itself by integrating economic theory with financial practice, giving students a strong grounding in both fields and preparing them for careers in banking, finance, government, and academia. What sets the programme apart is its dual focus on economics and finance, combined with English as the primary language of instruction—an uncommon approach among Vietnamese universities, where programmes are usually offered in only one discipline and taught in Vietnamese. The FE curriculum also incorporates advanced quantitative methods not found in other finance programmes in the country, making it uniquely rigorous. The only programme that comes close is the Financial Economics degree offered by the Vietnam Academy of Agriculture, further highlighting the FE programme's distinctiveness within Vietnam's higher education landscape.

#### **Financial and Banking**

In Vietnam's higher education landscape, many institutions offer BFB programmes. Among these, NEU's main competitors are the Banking Academy of Vietnam and the Academy of Finance, both long-established and popular among high school graduates pursuing careers in finance. Despite this competition, NEU's BFB programme holds distinct advantages that enhance its appeal. As one of the earliest authorised programmes operating for over 65 years it is recognised by the State Bank of Vietnam and the Ministry of Finance as a leading provider of high-quality human resources for both government agencies and the private sector. NEU's top-ranking status and the School of Banking and Finance's (SBF) strong partnerships with prestigious universities in Taiwan and Australia have enriched the curriculum, integrating modern teaching methods, updated knowledge, and internationally benchmarked standards, ensuring graduates are globally competent. The programme's selective admissions also contribute to its competitive edge: in 2025, NEU admitted only 280 students to the BFB programme, compared to 430 at the Banking Academy and 1,400 at the Academy of Finance. NEU's high entry scores—27.34 in 2023, versus 21–24.9 and 21–25.47 at its competitors—demonstrate the strong academic calibre of its students and the programme's elite positioning.

## **Finance and Investment**

The discipline of finance and investment is rapidly expanding across Vietnamese universities, with 248 institutions offering finance and banking programmes, representing 55% of higher education institutions in the country. The launch of the English-speaking BFI programme at NEU responds to the growing labor demand in the dynamic banking and finance sector. Vietnam is increasingly recognised by international organisations as a potential financial hub, with conditions ripe for developing a modern, highly connected financial market. This creates a pressing need for finance and banking specialists trained in risk management, investment, and English proficiency to meet global standards. University programmes in Vietnam, including NEU's BFI, are modeled after advanced education systems in the U.S., UK, Australia, and other countries, and are aligned with international professional credentials such as the Chartered Financial Analyst (CFA).

Globally, financial investment curricula emphasise both theoretical and practical skills, a trend also followed by leading Vietnamese institutions like the University of Economics Ho Chi Minh City and the Academy of Finance. NEU's BFI programme equips students with the knowledge and skills to engage in worldwide commercial operations, while the English-speaking format prepares graduates to integrate seamlessly into global work and living environments, contributing to Vietnam's financial sector development.

## **Financial Technology**

Fintech is an emerging academic field gaining recognition both in Vietnam and globally, with 23 universities offering related programmes across the country. The BFT at NEU, launched in 2018 with the first student intake in 2019, stands out as a pioneering programme in the North, building a high-quality curriculum in collaboration with Asia University (Taiwan) and emphasising output quality. The BFT programme uniquely integrates finance expertise with cutting-edge technology, aiming to develop top-tier finance professionals capable of driving social and economic progress in the 4.0 technology era. While other institutions, such as the International School of National University (offering a Bachelor in Financial Technology and Digital Business since 2022) and the University of Commerce (offering a Bachelor in Finance and Banking Technology from 2024), have recently entered the market, BFT remains the longest-running programme, setting a benchmark for competitors. Its English-speaking curriculum, which combines finance, technology, and mathematics, attracts high-achieving students and equips graduates with the skills to solve complex financial problems using technology. The programme's reputation and market position enable NEU to offer a high-value educational product at a competitive level, as evidenced by strong alumni outcomes.

## **Financial Planning**

Training in financial planning is offered by several higher education institutions in developed countries. In the United States, programs such as the Bachelor of Business Administration with a concentration in Financial Planning are available at California State University, San Bernardino, and Colorado State University. In Australia, similar programs are offered at the University of New England and the University of Wollongong.

These programs structure their curriculum around three main content areas: foundational knowledge in economics and management, covering subjects like Microeconomics, Macroeconomics, and Principles of Management; finance and management knowledge, including Finance, Investment, and Marketing; and in-depth financial planning expertise, such as Financial Planning and Investment Portfolio Management. In Vietnam, no university

currently offers a dedicated program in Financial Planning. As a pioneering institution in economics and finance, introducing training in Financial Planning is essential to meet the growing societal demand for skilled financial planning professionals.

### **Positioning of the study programme on the job market for graduates (“Employability”)**

#### **Financial Economics**

The FE programme produces versatile, highly skilled professionals ready to succeed across a wide range of sectors. After four years of intensive training, graduates possess strong analytical, quantitative, and practical abilities that prepare them for careers in banking, investment, asset management, financial analysis, fintech, real estate finance, and insurance. Their expertise also makes them well-suited for roles in government and public administration, where they can contribute to economic analysis, policy development, and public finance management.

In addition, many graduates pursue academic or research careers in universities, consulting firms, or international organisations. Early employment outcomes highlight the programme’s effectiveness. The first graduating cohort in 2024 achieved impressive results, with more than 20% securing positions in foreign companies. For the second cohort, graduating in August 2025, 70% found employment within 2 months, while the remaining graduates continued their studies.

#### **Financial and Banking**

The demand for skilled professionals in banking and finance remains high, as the sector is a key pillar of Vietnam’s national economy. NEU’s BFB programme attracts students due to its strong career prospects and competitive salaries. BFB graduates have access to a wide range of career opportunities in financial institutions, corporate finance departments, tax authorities, state agencies such as the State Bank of Vietnam and the Ministry of Finance, and research and academic institutions. Typical roles include credit appraiser, investment consultant, corporate finance manager, bank accountant, risk manager, business analyst, financial analyst, tax specialist, auditor, lecturer, and researcher.

Many graduates also pursue professional certifications or postgraduate studies to enhance their qualifications. Employment outcomes for BFB graduates are consistently strong. NEU surveys show that 94.18% of the 2025 graduates secured employment immediately after graduation, exceeding the national average of 89.6% for the sector, reflecting both the high calibre of admitted students and the programme’s rigorous and high-quality training.

#### **Finance and Investment**

In Vietnam, the finance and banking sector has experienced rapid growth. Despite a large candidate pool, commercial banks and financial institutions often struggle to recruit qualified professionals, with some risk management and investment positions even requiring foreign experts. Employers consistently highlight gaps in the quality of high-calibre talent. To meet this demand, possessing both a bachelor’s degree in banking and finance and relevant professional certifications—such as CFA accreditation or the Securities Practising Certificate from the State Securities Commission (SSC)—is increasingly essential. The BFI addresses this need by following international academic and practical standards. Structured as a 2+2 or 3+1 programme, it allows students to transfer to partner universities in the UK, U.S., Australia, and other countries. Graduates can pursue professional certifications such as the CIIA, CFA,

or SSC's securities practice certificates, potentially earning exemptions from certain academic topics in further training and enhancing career prospects in financial investment.

### **Financial Technology**

The rapid development of Fintech, including cloud computing, big data applications, digital currencies, crowdfunding platforms, investment consulting robots, and algorithm-driven trading, has profoundly transformed the financial and banking industries. Fintech enhances user experiences, improves organisational efficiency, and contributes to a more complete financial ecosystem. However, it also presents significant challenges in analysing and managing economic, technological, and legal risks. Consequently, training a young, creative workforce equipped with foundational Fintech knowledge and skills is essential both in Vietnam and globally.

In Vietnam, the government has actively fostered a supportive environment for Fintech development. BFT graduates are prepared for diverse roles, including financial operations, budgeting, and investment in financial institutions; accounting and finance in non-financial firms; positions in Fintech companies; research in financial management or technology; university teaching; and consultancy for domestic and international financial organisations. The programme also allows for seamless transfer to related programmes in finance, Fintech, and business administration, both domestically and abroad.

Employment outcomes confirm the programme's effectiveness: surveys show that 36.1% of BFT graduates work in traditional finance, 33.3% in Fintech-related roles, and 4.3% in fully Fintech positions. Most graduates are employed by joint-stock and private enterprises (84.1%), with 20.3% in foreign organisations and 13% in state agencies or public service units.

### **Financial Planning**

A 2023 study of the potential job market for graduates of the Financial Planning programme indicates strong demand for holders of a bachelor's degree in this field. Graduates can pursue careers in state agencies such as the State Bank, the General Department of Taxation, the Treasury, the State Securities Commission, and the Ministry of Finance, as well as in commercial banks, securities firms, financial companies, credit institutions, international financial organisations, insurance companies, and multinational corporations.

They are also well-qualified for roles in research institutes, ministry-affiliated research centres, and higher education institutions. With their professional knowledge, strong English proficiency, and soft skills, graduates can adapt quickly to diverse work environments, handle work pressure effectively, and thrive in the context of international integration and globalisation.

## **Positioning of the study programme within the HEI's overall strategic concept**

### **Financial Economics**

NEU strives to position itself among Vietnam's top five multidisciplinary research universities and within Asia's top 100 institutions in economics, management, and business administration. As part of this ambition, the University has developed high-quality English-medium programmes, including the Bachelor of Financial Economics, to meet international academic standards. The FE programme closely aligns with NEU's core mission of nurturing individual potential and preparing graduates to contribute meaningfully to society. It offers an internationally aligned curriculum, produces graduates equipped to succeed in sectors ranging

from academia to policymaking, and benefits from a globally trained faculty whose teaching draws on contemporary international knowledge. In a dynamic, collaborative learning environment, FE students receive strong guidance in developing analytical and research skills.

### **Financial and Banking**

The School of Banking and Finance (SBF) offers three training programmes—BFB, BFI, and BFT. SBF aspires to be a pioneer in Vietnam's training landscape. These programmes are designed to provide students with high-quality undergraduate education, foster interdisciplinary thinking, and prepare them for postgraduate studies both in Vietnam and abroad. The objectives of these programmes reflect NEU's strategic priorities, including delivering high-quality economics and management education; enhancing learning through practical engagement; expanding interdisciplinary specialisations through innovative teaching methods; building strong networks with the business community; maintaining balanced structures across undergraduate and postgraduate levels; and increasing international student enrolment.

### **Finance and Investment**

The programme's objectives are closely aligned with NEU's overarching strategy and emphasise multiple key areas. Firstly, it aims to provide Vietnamese graduates with the highest standards of education in finance and investment, equipping them not only for careers in the sector but also with the foundation to transition into other economic fields or pursue advanced degrees domestically and internationally. Secondly, the programme emphasises practical application alongside theoretical knowledge. Through competitions, experiential learning, and real-world scenarios, students develop the skills needed to navigate complex challenges effectively. Thirdly, the curriculum broadens students' interdisciplinary expertise, preparing them for diverse roles across business domains, including positions in state regulatory bodies, investment divisions of financial institutions, academic institutions, and roles as independent advisors, consultants, or traders.

Fourthly, the programme fosters strong connections with the business community, offering practical engagement through field trips, seminars, and networking opportunities. Additionally, the programme aligns with NEU's strategic ambition to enhance high-quality, English-based training that meets international standards. Students are required to have strong proficiency in a foreign language and foundational technology skills, supported by certifications in MOS, IC3, ICDL, or NEU's informatics programme.

By integrating emerging global business trends and management practices, the BFI programme significantly contributes to NEU's mission of becoming a globally recognised research and educational institution.

### **Financial Technology**

With the mission of establishing NEU among the top 100 universities in Asia in economics, management, and business administration, the BFT programme is designed to position the university as a pioneer in Fintech training in Vietnam. The programme's primary goals are to equip students with the skills and knowledge necessary for competitive professional and academic careers, to encourage the application of modern tools in financial activities, and to foster innovation in financial services through the design of new applications, processes, products, or business models.

It also aims to provide comprehensive training for careers in finance, technology, and entrepreneurship, including investment banking, international finance, commercial banking, sales and trading, IT, and social entrepreneurship. Aligned with NEU's strategic objective, the BFT programme enhances the quality of English-based training, adheres to international standards, and integrates emerging global business and management trends, thereby contributing significantly to NEU's mission of becoming a globally recognised research institution.

### **Financial Planning**

NEU is a leading higher education institution in Vietnam, specialising in finance and banking, playing a central role in research, training, and knowledge dissemination in these fields. The University has developed a range of undergraduate and postgraduate programs, including the undergraduate Financial Planning programme under the Advanced Education Programme. The growing demand for professionals with expertise in Financial Planning, especially amid Vietnam's dynamic economic environment and global changes, underscores the programme's societal relevance. It strengthens NEU's position as a leading institution while offering opportunities for lecturers to expand their interdisciplinary teaching and research, integrating areas such as Accounting, Information Technology, and Statistics and Data Analysis to produce high-quality research outputs.

### **Appraisal:**

The reasons given for this study programme's positioning in the educational market are plausible.

The arguments in support of graduate employability, based on the stated qualification objectives, are convincingly presented. The future fields of employment for graduates are plausibly set forth. The panel members noted a more extensive processing of job analyses for the international market and therefore **suggest** that the Office for International Affairs should collect the necessary data to improve the organisation.

The study programmes are convincingly integrated into the HEI's overall strategic concept. The study programme's qualification goals align with the HEI's mission and strategic planning. To be among the top 100 universities in Asia, the panel members **suggest** prioritising high-quality research topics and integrating them directly into didactics.

|       |                                                                                      | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|-------|--------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 1.3   | Positioning of the study programme                                                   |             |                              |                            |                                    |      |
| 1.3.1 | Positioning of the study programme in the educational market                         |             |                              | X                          |                                    |      |
| 1.3.2 | Positioning of the study programme on the job market for graduates ("Employability") |             |                              | X                          |                                    |      |
| 1.3.3 | Positioning of the study programme within the HEI's overall strategic concept        |             |                              | X                          |                                    |      |

## 2. Admission

### Admission requirements (Asterisk Criterion)

#### **Financial Economics**

NEU's admission requirements are clearly defined, transparent, and fully aligned with the Ministry of Education and Training's (MOET) regulations. All criteria and procedures are documented in official regulations and annual admission schemes, which are publicly released before each admission cycle. These documents outline eligibility, entry thresholds, required qualifications, and the full application and selection process.

Eligible applicants include holders of a Vietnamese upper-secondary graduation diploma or an equivalent foreign credential, as well as individuals with relevant vocational diplomas who have met the legally prescribed academic requirements. Applicants must also satisfy health requirements, meet entry thresholds, and submit complete application dossiers. The University ensures accessibility by publishing all admission information on its website and through brochures and guidance materials, enabling applicants, families, and stakeholders to easily understand deadlines, required documents, and selection criteria.

Provisions are also made to consider applicants with disabilities for majors compatible with their health conditions. By integrating national regulations with institutional policies, NEU guarantees fairness, transparency, and equal opportunity while attracting talented students who can contribute to the University's mission of developing high-quality human resources for Vietnam's sustainable development.

#### **Finance and Banking, Finance and Investment and Financial Technology**

The admission requirements for NEU's three programmes are aligned with NEU and MOET regulations and include both academic and English language criteria. Academically, applicants must have graduated from high school in Vietnam or abroad and meet at least one of the following conditions: achieving scores in the national high school graduation exam that meet or exceed NEU's minimum thresholds for each discipline and surpass the MOET benchmark, or attaining equivalent conversion scores in an admission combination specified by NEU.

Students who have won prizes in Olympic or national competitions are eligible for direct admission. For English proficiency, NEU requires international language certificates such as IELTS or TOEFL, with conversion points applied based on certificate scores; higher scores improve candidates' chances of admission, particularly for SBF programmes. Candidates are ranked by score, and the Admission Committee selects the best-qualified students within the allocated quota, allowing a deviation of no more than 5%. Admission criteria are applied uniformly across all candidate groups, with no additional conditions imposed.

#### **Financial Planning**

All criteria and procedures are formally documented in NEU's official regulations and annual admission schemes, which are publicly announced before each admission cycle. These documents detail eligibility, entry thresholds, required qualifications, and the application, selection, and enrollment processes. Eligible applicants include holders of a Vietnamese Upper Secondary Education Graduation Diploma or an equivalent foreign qualification, as well as those with an intermediate vocational diploma in a related field who meet the prescribed

academic requirements. Applicants must also meet entry thresholds, be medically fit, and submit complete personal information and application dossiers. NEU also considers applicants with disabilities for suitable majors, in line with their health conditions.

Transparency and accessibility are ensured through multiple channels, including the University's website, admission brochures, and guidance documents, providing clear instructions on required documents, deadlines, and selection criteria. By integrating national regulations with its institutional policies, NEU ensures compliance, fairness, transparency, and equal opportunity, while attracting talented students to nurture high-quality human resources for Vietnam's sustainable development.

### **Counselling for prospective students (Asterisk Criterion)**

#### **For all programmes**

NEU ensures that admission consulting activities are comprehensive, accessible, and widely communicated. All information on admission criteria is published through multiple channels, including the University's website, on-campus admission counselling events, and outreach sessions held in high schools across Hanoi and neighbouring provinces. At the university level, NEU clearly outlines its admission policies in the official Admission Regulations and annual Admission Schemes, which detail the institution's mission, training capacity, enrolment timeline, quality assurance conditions, previous years' admission statistics, and graduate employment outcomes.

These documents are publicly released through media outlets, online platforms, brochures, and annual admission guides. From March to September, the University organises counselling sessions both on campus and at various high schools, as well as major open-house events that allow prospective students to explore academic programmes and campus facilities. Candidates may also contact the admissions department directly by phone or attend special programmes, such as "One Day as a NEU Student," to experience university life firsthand.

At the faculty level, the Faculty of Economics supports these efforts by participating in Open Days, offering personal appointments with admissions officers and academic staff, and hosting livestream sessions on its Facebook page to provide programme details, answer questions, and discuss employment prospects and overseas study opportunities. Admission information is easily accessible through brochures, the Faculty's website, online consultation tools, and helpdesks available by phone, in-person visits, and on social media.

Faculty staff remain responsive even outside regular working hours, ensuring that prospective students receive timely and reliable guidance. Through this coordinated, multi-channel approach, NEU provides thorough, transparent, and user-friendly admission counselling for all applicants.

#### **Financial Planning**

The Advanced Education Programme (AEP) at NEU provides comprehensive admission counselling through a coordinated, multi-channel approach. Each year, the School prepares an admission counselling plan and offers guidance to prospective students through various avenues. AEP participates in annual counselling fairs organised by NEU and third parties, where students can obtain programme information from brochures and speak directly with assigned counsellors.

The School also organises counselling events at high schools to inform students about programmes, including Financial Planning. Information is readily available online via the School's website, which provides admission details and answers frequently asked questions, as well as through Facebook livestreams where the counselling team responds to student queries. Prospective students can visit the AEP office to meet programme coordinators, receive in-person counselling, or communicate by telephone or email. A dedicated staff member coordinates all admission counselling services, with programme coordinators assisting as needed.

Prospective students can access counselling information from print and digital brochures, handbooks, and the admission sections of NEU's and AEP's websites, which clearly outline requirements, selection procedures, and guidance for applicants. By engaging multiple departments and communication channels, NEU and AEP ensure that prospective students receive thorough, transparent, and accessible admission counselling and support.

### **Selection procedure (if relevant)**

#### **For all programmes**

NEU follows a structured, multi-step admission process in line with the MOET overall plan for full-time programmes. The process begins with registration, where applicants submit their preferences via MOET's Admission Portal or the National Public Service Portal, selecting programs based on upper-secondary exam results, academic records, or other assessments. Next is virtual filtering, in which the University evaluates applicants according to its admission criteria or, in collaboration with other institutions, using shared methods.

NEU downloads data from the system including exam results, academic records, and priority information and applies selection principles to ensure admitted students meet program quotas and entry thresholds. All applicants are treated equally based on their scores, with area-based and policy priority points applied in accordance with regulations. After each selection cycle, the University updates the system with projected admitted candidates, allowing the preference-processing system to adjust rankings.

This process is repeated in subsequent cycles until the final cutoff scores are determined, and the official list of admitted candidates is finalised. In the announcement stage, NEU publishes admission cutoff scores and any additional conditions, allowing applicants to check their individual results online. During enrolment confirmation, admitted candidates receive enrolment instructions, confirm their acceptance online, and are prohibited from applying elsewhere unless authorised by the University. Finally, the enrolment step requires students to submit necessary documents, pay tuition fees, verify personal and academic information, and participate in orientation activities, completing their transition into NEU. This systematic process ensures transparency, fairness, and alignment with national regulations.

### **Ensuring foreign language proficiency (Asterisk Criterion)**

#### **For all programmes**

As admission regulation, for full-time and undergraduate programs, candidates have no entry requirements for foreign language proficiency.

## Transparency and documentation of admission procedure and decision (Asterisk Criterion)

### For all programmes

NEU ensures that admission requirements are clearly communicated through the enrolment scheme, its website, brochures, and during enrolment counselling sessions. For candidates, the University provides complete, reliable, and timely information to help them make informed decisions and prepare effectively for applications. All qualified candidates have equal opportunities to apply, free from unnecessary barriers or high costs. Assessment of applicants is conducted objectively and fairly, based on their learning ability and potential for success in the chosen programme.

Candidates are also given the maximum chance of admission and the right to prioritise their preferred programs. NEU commits to supporting applicants throughout the process, offering advice, resolving complaints, and protecting their legitimate interests. For the public, NEU maintains transparency by publishing full and clear admission information promptly, ensuring oversight by society and state management agencies. The University is also accountable for reporting to authorities and addressing major public concerns responsibly, reflecting its commitment to fairness, openness, and social responsibility in the admission process.

### Appraisal:

The admission requirements are defined and comprehensible. The national requirements are presented and taken into account.

Applicants can directly turn to a student counselling service or to any other helpdesk at the HEI for clarification of specific questions, personal aptitude, career perspectives, etc. Personal dialogue between applicants and the HEI is provided by defined office hours, by telephone and via e-mail.

The selection procedure is transparent and ensures that qualified students are admitted.

The panel members criticise that current admission regulations for full-time undergraduate programmes lack foreign language proficiency requirements and, therefore, it is not sufficiently ensured that the students can successfully finish the study programmes. Hence they recommend the following **condition**:

**The HEI introduce a specific mandatory language entry level (e.g., TOEFL certificate) or provide additional, compulsory language preparatory courses to ensure that students are able to successfully complete the study programmes.**

The admission procedure is described, documented, and accessible for interested parties. The admission decision is based on transparent criteria and is communicated in writing. To better support foreign students, the panel members suggest uploading all information in English.

|        |                                                                                                                      | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|--------|----------------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 2.1*   | Admission requirements (Asterisk Criterion)                                                                          |             |                              | X                          |                                    |      |
| 2.2    | Counselling for prospective students                                                                                 |             |                              | X                          |                                    |      |
| 2.3*   | Selection procedure (if relevant)                                                                                    |             |                              | X                          |                                    |      |
| 2.4(*) | Professional experience (if relevant; Asterisk Criterion for master programmes that require professional experience) |             |                              |                            |                                    | X    |
| 2.5*   | Ensuring foreign language proficiency (Asterisk Criterion)                                                           |             |                              |                            | X                                  |      |
| 2.6*   | Transparency and documentation of admission procedure and decision (Asterisk Criterion)                              |             |                              | X                          |                                    |      |

### 3. Contents, structure and didactical concept of the programme

#### 3.1 Contents

##### Logic and conceptual coherence (Asterisk Criterion)<sup>4</sup>

##### Financial Economics

The FE programme has defined objectives, formalised in its Programme Learning Outcomes (PLOs), with each course designed to achieve specific Course Learning Outcomes (CLOs) that align with the programme's overall goals. Except for the computer certification outcome, all PLOs are addressed by at least one course, and course activities and assignments are structured to ensure these outcomes are met. The programme is reviewed and updated annually based on stakeholder feedback and international references. The is carefully structured to support progressive learning. The General Education module builds understanding of national politics, law, foreign languages, and social issues. General courses of NEU and the major provide foundational knowledge in economics, accounting, finance, and quantitative analysis. Foundation courses in Financial Economics equip students with core concepts and analytical skills for addressing broader economic issues.

Advanced courses, both compulsory and elective, deepen expertise in economics and finance by providing additional quantitative tools and practical experience with statistical and econometric software. Finally, the Graduation Thesis enables students to synthesise their learning by applying theoretical and analytical skills to complete a full research project that generates meaningful economic insights. This structured approach ensures that FE graduates develop comprehensive knowledge, analytical capability, and practical skills needed for professional success.

##### Financial and Banking

<sup>4</sup>The overview of the curricula can be found in the appendix.

The BFB programme is designed to equip students with comprehensive knowledge of finance and banking, along with the necessary skills, attitudes, and foundational understanding to become high-quality professionals in the sector. Its learning outcomes are carefully structured to ensure coherence and alignment throughout the programme: POs are reflected in course objectives (COs), which are further broken down into course learning outcomes (CLOs).

Module content and assessments are designed to fully cover CLOs, and midterm or final evaluations ensure that all POs are effectively taught and assessed. The curriculum, comprising 131 national credit points — 98 compulsory and 33 elective — is structured into foundational (general) and professional levels. Courses are organised to gradually increase in complexity, allowing students to build a thorough understanding of finance and banking. Compulsory modules account for 74.81% of the programme, providing core knowledge, while elective modules supplement these with broader business insights.

The sequence moves from general economic knowledge to sector-specific expertise, with content and assessments consistently aligned with CLOs. Teaching strategies also incorporate practical insights through guest lectures and industry engagement, helping students understand real-world applications.

### **Finance and Investment**

The BFI programme is designed to equip students for success in the global finance sector by building on the strengths of similar programmes in developed countries. It provides a solid foundation in finance principles, advanced knowledge in finance and investment, and practical skills for financial markets. The programme structure is logically aligned with its learning outcomes, with programme objectives (POs) mapped to Course Objectives (COs) and Course Learning Objectives (CLOs), which are reinforced through quizzes, midterms, presentations, group work, and final exams. Completing all CLOs ensures that students achieve all POs.

The 129-credit curriculum is divided into a foundation block (50 credits, 38.7%) covering essential financial and banking courses, and a professional block (79 credits, 61.2%) offering advanced courses and electives to deepen knowledge. Courses are arranged in a progressive sequence to increase in difficulty, balancing compulsory and optional offerings to provide both a comprehensive understanding and opportunities for specialisation. Each course aligns with programme goals and current industry trends, ensuring students are well-prepared for successful careers in finance and investment.

The curriculum is continuously updated to meet programme objectives and industry demands. Since December 2022, updates include the addition of General English and Insurance Principles, the replacement of Course Project, Alternative Investment, and Portfolio Management with Course Project of Monetary and Financial Theories, Multinational Business Finance, and Social-Economic Forecasting, and adjustments to International Finance 2, Financial Analysis, and Taxation.

These revisions, discussed publicly and recorded in the 14 September 2022 meeting minutes, enhance students' knowledge, skills, and competencies for thriving in a global business environment.

### **Financial Technology**

The BFT programme, launched in 2019, is designed to train future Fintech specialists capable of leveraging technology to support financial decision-making. As one of Vietnam's pioneering Fintech bachelor programmes, alongside Ho Chi Minh City University of Economics and Law, BFT is structured in accordance with MOET regulations, the training framework of Asia University (Taiwan), and labour market demands.

Initially comprising 128 credit units (CUs), the curriculum is delivered almost entirely in English, except for political and philosophy courses, and is divided into two levels: a foundation level (48 CUs) covering Foreign Language, Political and Philosophy Science, and General Economics, and a professional level (80 CUs, including 12 electives) focused on Math, Technology, and Finance. Finance serves as the core pillar, supported by the other two disciplines, fostering multi-disciplinary skills and international employability.

The programme emphasises comprehensive knowledge of banking and finance, legal frameworks, mathematical modelling, and technological applications in the financial sector. It also develops creative thinking, adaptability to the Fourth Industrial Revolution, and competencies in teamwork, self-study, communication, problem-solving, and innovation. The curriculum has been regularly updated, with revisions in 2020 and 2022 bringing it to 130 CUs while maintaining the foundational pillars of Finance, Math, and Technology.

Updates in 2020 mainly adjusted course names to align with Asia University for student transfers, while the 2022 revision increased the emphasis on finance knowledge in response to employer feedback and consultations with the SBF and NEU Scientific Councils. Key adjustments included replacing modules such as Algebra and Calculus with Mathematics for Economics, Financial Data Management and Application with Multinational Business Finance, Topics in Fintech with Strategic Management, and Topics in Financial Innovation with Financial Evaluation.

Optional courses, aligned with the three pillars, are selected in consultation with academic advisors to reinforce students' expertise and innovation capacity. The programme combines theoretical instruction with practical engagement through soft skill training, seminars, and guest speaker sessions, ensuring students gain both academic knowledge and real-world competencies in Fintech and finance.

### **Financial Planning**

The Financial Planning programme aims to equip students with both fundamental and advanced knowledge in business, economics, banking, and finance, enabling them to analyse, research, formulate policies, and solve professional problems in financial planning. It also fosters skills for independent and collaborative work, adaptability to global integration, English communication, ethics, and professional responsibility.

The curriculum clearly defines programme learning outcomes (PLOs), from which modules are selected, and syllabi are prepared, specifying course learning outcomes and assessment methods. All modules collectively cover the PLOs, and the programme structure has been approved by the Councils of Science and Education of the School of Banking and Finance and NEU. The programme consists of 125 credit points, with 101 credits for compulsory modules and 24 credits for electives.

It is divided into foundation and professional levels, with professional education comprising 102 credits (82%) to provide in-depth knowledge of economics, management, accounting, finance, and financial planning, while ensuring multidisciplinary skills and international employability. Modules are sequenced to gradually increase in difficulty, combining theoretical instruction (approximately two-thirds of module time) with practical exercises. The curriculum progresses from general economic knowledge to specialised and in-depth financial planning content, with compulsory modules covering core business and finance knowledge and electives providing a broader understanding of the business environment.

Students also benefit from guest speakers with practical financial experience, enhancing their understanding of financial planning practice. To meet labour market demands, the programme is reviewed and updated every two years, ensuring graduates acquire relevant knowledge, skills, and competencies for the global business environment and Vietnam's international integration. Except for five political science modules taught in Vietnamese, all other courses are delivered in English. To support English proficiency, students complete 36 credits of practical English courses in the first two semesters, covering speaking, listening, reading, and writing, though these credits do not count toward the final programme score.

### **Rationale for degree and programme name (Asterisk Criterion)**

#### **Financial Economics**

The Financial Economics programme was developed after the Faculty of Economics accumulated substantial teaching and research experience in Economics and established international cooperation with the University of Lincoln in Economics and Finance. The name "Financial Economics" was therefore chosen to distinguish the programme from traditional Economics or Finance degrees offered in Vietnam. Unlike conventional programmes that focus primarily on either macroeconomic theory or corporate finance, this programme emphasises the application of economic models to financial markets, monetary policy, risk assessment, and investment analysis. The title also reflects the programme's analytical and research-oriented orientation, preparing graduates for careers in financial institutions, government agencies, international organisations, and academia. The BA (Hons) designation aligns with the academic structure, research component (including a thesis), and international orientation of the curriculum. Overall, the degree title and programme name precisely represent the content, learning outcomes, and strategic positioning of the programme.

#### **Financial and Banking**

The BFB programme and degree titles fully comply with the Vietnamese National Quality Framework (NQF) as stipulated in Decision No. 1982/QĐ-TTg, and the curriculum objectives align with the qualifications required for the programme. The programme's name reflects its purpose: equipping students with comprehensive knowledge and practical skills in finance and banking. Through courses such as Corporate Finance, Commercial Banking, Public Finance, International Finance, Stock Market, Securities Analysis and Investment, Project Evaluation, Financial Analysis, Personal Finance, Central Banking, International Taxation, International Investment, Multinational Business Finance, and International Settlement, students gain exposure to nearly all key areas of finance and banking.

#### **Finance and Investment**

Before December 2022, the programme was called the Bachelor of Financial Investment. However, the SBF Science and Training Council recognised that its scope was broader than the original name suggested, leading to its renaming as the Bachelor of Finance and Investment (BFI) programme, in compliance with the National Quality Framework (NQF) under Decision No. 1982/QĐ-TTg dated October 18, 2016. The BFI programme goes beyond conventional finance degrees in several ways.

### **Financial Technology**

The Bachelor of Financial Technology (BFT) degree and programme name fully comply with Vietnam's National Qualifications Framework under Decision No. 1982/QĐ-TTg and align with the curriculum and programme objectives. The BFT curriculum is built on three pillars: foundational and advanced knowledge in economics, finance, and investment; information technology and its application in financial institutions; and statistical, mathematical, and econometric methods.

### **Financial Planning**

The Financial Planning programme and its degree title fully comply with the National Quality Framework (NQF) set by MOET, offering a high-quality curriculum designed to prepare graduates for competitiveness and global integration. Key courses, including Finance 1 and 2, Commercial Bank Management, Financial Planning, State Financial Planning, Cash Flow Planning, and Personal and Family Financial Planning, equip students with broad, comprehensive knowledge across the major areas of financial planning. The degree and programme name are also comparable to international undergraduate programmes, such as the Bachelor of Business Administration with a major in Financial Planning at California State University, San Bernardino (USA), facilitating student mobility and opportunities to pursue postgraduate studies abroad.

### **Integration of theory and practice (Asterisk Criterion)**

#### **Financial Economics**

The FE programme is designed to integrate theory and practice in a balanced manner. Courses, including some general courses taught by the Faculty of Economics, link theoretical concepts with practical applications through case studies, group assignments, report writing, and class presentations. The curriculum further reinforces this connection by incorporating internships, typically in the fourth year, where students gain hands-on experience at businesses, state agencies, or other organisations and submit an Internship Report summarising their learning. Additionally, the Faculty organises one-day company visits each year, allowing students to observe operations and engage with industry representatives. Leveraging strong faculty connections with banks, securities firms, businesses, and governmental or non-governmental organisations, the programme provides further opportunities for real-world exposure.

#### **Financial and Banking**

The integration of theory and practice in the Finance and Banking programme is carefully structured across all modules. Each module, typically 2–3 national credit units with 30–45 class hours, balances theoretical instruction with practical content, with lecturers determining the ratio based on course materials. Theoretical sessions provide students with core concepts, principles, and processes while incorporating real-life examples for discussion and assignments. Lecturers often draw on their direct experience in financial institutions and non-

financial firms, and regularly update their knowledge through seminars, research, and professional training to ensure students engage with authentic industry scenarios. Students are further exposed to practical learning through several initiatives. Field trips for second- and third-year students to banks, non-financial firms, and other institutions allow them to observe business operations, hear from practitioners, and reflect on their experiences in reports.

Internships are a core component of the programme, lasting 15 weeks (12 weeks of practical work and 3 weeks for an internship thesis). Students are placed in institutions aligned with the Finance and Banking curriculum, where they apply theoretical knowledge to real-world challenges. Their internship thesis demonstrates their ability to integrate theory with practice, analyse practical situations, and develop problem-solving skills essential for careers in the finance and banking sector.

### **Finance and Investment**

The BFI curriculum seamlessly integrates theory and practice to create a dynamic learning environment, continuously updated to reflect new theories, quality standards, legal frameworks, and industry practices. Current data is incorporated into class discussions and case studies, ensuring students not only understand theoretical concepts but also know how to apply them in real-world contexts. Courses are structured with a 2:1:3 ratio of lectures, exercises, and self-study, fostering active participation, critical thinking, and practical skill development. Lectures prepare students for engagement with pre-readings or assignments, while exercises and self-study encourage creative problem-solving and independent learning, creating a collaborative learning environment between lecturers and students. The programme further enriches practical learning by inviting guest speakers from financial institutions and corporations to share industry insights. Students culminate their studies with a final thesis that applies theoretical knowledge to real-world issues, often drawing on internship experiences.

Additional opportunities, including competitions, workshops, and a WorldQuant investment practice program, allow students to link theory to practice. Collaborative seminars with institutions such as Lincoln University further enhance learning. The success of BFI students in competitions and practical projects highlights the programme's effective fusion of theory and applied skills, preparing graduates for immediate employment in the finance sector.

### **Financial Technology**

The BFT programme effectively integrates theory and practice through its three knowledge pillars: Finance, Math, and Technology. In the Finance pillar, foundational modules such as Financial Market and Institutions engage students with discussions on Bitcoin, IPOs, and case studies of stock market manipulation in Vietnam, while advanced courses like Financial Management, Financial Analysis, Commercial Banking, Financial Investments, International Financial Management, International Payment Systems, and E-Commerce challenge students to analyse enterprise and bank case studies and propose solutions.

In the Math pillar, modules such as Econometrics teach fundamental statistics and regression models, with students practicing applications in Excel and R, complemented by discussions with guest speakers on real-world financial scenarios. The Technology pillar exposes students to databases, big data analytics, MapReduce, and Hadoop for analysing practical case data. Beyond the classroom, BFT students participate in Fintech competitions and contests. The programme's lecturers, who are specialists in Finance, Math, and Technology, often work as analysts and consultants.

### **Financial Planning**

Theoretical knowledge is complemented by practical teaching methods, such as inquiry-based learning and case studies, and the content is regularly updated to reflect new financial regulations and developments. Practical exercises, including real-life case studies and tools such as Excel, are used in modules such as Portfolio Analysis to help students apply theory to practice. The NEU's structured balance between lectures, exercises, and self-study (2:1:3) further reinforces the integration of theory and practice.

### **Interdisciplinary thinking**

### **Financial Economics**

The development of the FE programme builds on the Faculty of Economics' strength in interdisciplinary research. While other universities offer quality finance programmes, the Faculty recognised that narrow specialisation without a solid foundation in economics and quantitative analysis limits graduates' career opportunities. Accordingly, the FE curriculum provides a comprehensive blend of economics, finance, and quantitative techniques, equipping students to analyse complex issues and adapt quickly to new knowledge, thereby opening up a broader range of career opportunities. The programme's interdisciplinary approach is evident in courses such as Game Theory, Behavioural Economics, and the History of International Monetary and Financial Systems, which integrate insights from strategy, psychology, and political decision-making alongside economics and finance. General knowledge courses, including Fundamentals of Law, Political Economics, and Philosophy.

### **Financial and Banking**

The BFB programme strongly emphasises interdisciplinary thinking, aiming to equip graduates with a solid foundation in economics, business administration, finance, and banking. Of the 50 courses in the curriculum (excluding the Final Thesis), 23 are specialised in banking and finance, while the remaining courses provide supplemental knowledge in two groups. The first group covers foundational theories and operational principles in economics and management, including Marxist-Leninist Philosophy, Microeconomics, Macroeconomics, and Fundamentals of Laws. The second group focuses on analytical and computational tools, such as Econometrics, Probability and Mathematical Statistics, Business Research, Accounting Principles, Statistics for Business and Economics, and Essentials of Management, equipping students to analyse, evaluate, and forecast financial phenomena while understanding the broader business context.

Recognising that finance and banking involve complex relationships influenced by both internal and external factors, the programme integrates interdisciplinary knowledge to enable students to address sector-specific issues comprehensively. Students can further tailor their learning through optional courses, such as International Business, Business Administration, Principles of Law, and Accounting, and are engaged in group projects that require integrating concepts from finance, economics, and general management to solve real-world cases in domestic and international contexts.

This interdisciplinary approach is also applied in the Internship Project and research assignments, where students independently select topics, collect and analyse data, and evaluate financial elements of businesses or banking services using economic and business concepts. The success of this approach is reflected in graduate outcomes. According to NEU's

2022 Employment Report, of 649 respondents, 39.29% secured employment directly related to their major, 32.66% worked in related fields, and 21.72% were employed in unrelated sectors, demonstrating the programme's effectiveness in preparing students for diverse and practice-oriented careers.

### **Finance and Investment**

The BFI training programme combines foundation and professional knowledge to provide students with a comprehensive understanding of Finance and Investment. At the foundation level, students acquire general knowledge through courses in Philosophy, Political Economy, Scientific Socialism, History of the Communist Party of Vietnam, Ho Chi Minh's Thought, Foreign Languages, Physical Education, and National Defence and Security Education, along with essential economic courses such as Mathematics for Economics, Fundamentals of Law, Microeconomics, and Macroeconomics. At the professional level, students engage in a range of finance-focused courses that incorporate case studies and group work, addressing real-world issues in corporations, financial institutions, research bodies, and regulatory organisations. This approach enables students to explore different areas of finance, discover their interests, and pursue diverse career paths beyond the finance sector.

Interdisciplinary thinking is further fostered through the final project, in which students independently select thesis topics to assess the financial aspects of non-financial businesses, financial institutions, or securities companies. They apply economic concepts, data analysis, modelling, and research skills, demonstrating their ability to integrate theoretical knowledge with practical and interdisciplinary applications.

### **Financial Technology**

The BFT curriculum, while centred on the three core pillars of Finance, Mathematics, and Technology, extends beyond these areas to include a broad range of foundational and specialised courses from related fields. Foundational courses such as Microeconomics, Macroeconomics, Foundations of Management, Principles of Law, and Principles of Accounting equip students with essential knowledge, while specialised courses like Innovation and Creativity and E-Commerce foster applied skills.

Additionally, students can choose optional courses such as Entrepreneurship, Principles of Marketing, Computer Architecture, or Discrete Mathematics to further broaden their expertise in finance and related areas. The programme also emphasises the development of soft skills, including critical thinking, teamwork, and focus, through case studies, field trips, and active participation in forums, talks, and competitions. Students are encouraged to connect theory with practice, gaining practical insights into finance and technology while exploring diverse career paths. A hallmark of the programme is the final thesis, which students independently select and develop, evaluating financial aspects of fintech enterprises, financial institutions, and other organisations. Completing the thesis requires applying economic concepts, conducting data analysis, modelling, and using other methodologies, thereby highlighting students' interdisciplinary knowledge and research capabilities.

### **Financial Planning**

The Financial Planning programme features an interdisciplinary curriculum designed to prepare students for occupations requiring broad, transdisciplinary knowledge. In addition to core financial planning courses, the programme includes modules outside the field, such as Marxist-Leninist Philosophy, Business Ethics, Introduction to Physical Geography, Introduction

to Law and Business Transactions, Principles of Marketing, Organisational Behaviour, Time Series Analysis and Forecasting, and Portfolio Analysis. Students learn to integrate knowledge across different courses and themes, applying it to complex financial planning problems. The programme encourages participation in seminars and workshops, which students from other majors, such as finance or international business, often attend. In their final year, students complete internships at companies or state agencies, producing reports that require the application of interdisciplinary knowledge in real-world settings.

## **Ethical aspects**

### **Financial Economics**

The programme does not have a specific course on Ethical Issues. However, through courses such as Ho Chi Minh Ideology, Fundamental of Laws, and Behavioural Economics, as well as during the process of completing assignments in several classes and writing a thesis, the lecturers have also emphasised the importance of ethics in business and research, as well as general ethical issues.

### **Finance and Banking, Finance and Investment and Financial Technology**

The ethical aspects of the three SBF programmes are embedded across all stages of student learning and consistently emphasised by SBF and other NEU faculty lecturers. From the beginning of their enrollment, students are informed about the importance of honesty, academic integrity, and adherence to university regulations during orientation meetings organised by NEU and SBF. Throughout their studies, students are expected to comply with rules on attendance, academic honesty in exams and thesis work, and fair contribution and assessment in team-based activities, with mechanisms in place to detect and address breaches (e.g., Turnitin for plagiarism, strict penalties for cheating).

Lecturers guiding students in the proper use of study materials, citation practices, and referencing, ensuring that assignments, projects, and exams meet established academic standards. Ethical conduct is reinforced in examinations, which are supervised by two proctors and monitored with surveillance cameras, with violations managed according to their severity. The emphasis on ethics extends to final projects, research, and course-based assignments. Supervisors provide detailed instructions on proper referencing and citation, and submitted work is rigorously checked both manually and using Turnitin to detect plagiarism. Students are required to correct non-compliant work or, in cases of serious breaches, to redo the assignment entirely. Through these structured practices, the programmes cultivate a strong culture of academic integrity, honesty, and ethical responsibility among students.

### **Financial Planning**

The Financial Planning programme incorporates ethical training as an integral part of its curriculum. Students study Business Ethics in the first semester of Year two and are expected to act honestly and ethically in all academic work, properly cite sources, and acknowledge shared ownership of ideas in group projects. The programme also emphasises the responsible use of technology, advising students not to over-rely on AI applications in academic tasks. To ensure academic integrity, tools like Turnitin are used to monitor originality, with a similarity index limit of 25% for essays, projects, theses, and research work.

## **Methods and scientific practice (Asterisk Criterion)**

### **Financial Economics**

As shown in the curriculum overview, graduation theses and essays on Financial Economics are two research projects that require students to fully implement the steps involved in scientific research, from literature review, identifying research gaps, developing a theoretical framework, collecting data, performing quantitative analysis techniques, interpreting estimation results, and making policy recommendations. In addition, in several courses, especially those in the Module of Advanced Courses of the FE Major, students are often required to do small assignments and presentations, in which they are either asked to synthesize research papers and/or to collect and analyse data on a particular topic.

### **Financial and Banking**

The FB programmes at NEU equip students with strong methodological competencies essential for conducting high-quality research. These competencies include controlling research processes, collecting and analysing data, and reflecting on study outcomes. Instruction emphasises linking conceptual understanding and prior knowledge to experiments, data, and real-world phenomena, ensuring students gain practical experience in scientific practice. Students develop research skills through courses such as Mathematics for Economics, Statistics for Business and Economics, Probability and Mathematical Statistics, and Econometrics. The programme also structures modules to progressively build research abilities, including Theory on Money and Finance, Securities Analysis and Investment, Business Research, and the Graduation Thesis. Ongoing assessment embedded in the syllabus reinforces learning and supports skill development. By the end of the programme, students are prepared to conduct independent research, present and defend their thesis, and respond effectively to questions from academic juries, demonstrating both methodological proficiency and applied research skills.

### **Finance and Investment**

The programme equips students with comprehensive knowledge and skills for scientific research, starting with foundational courses in Mathematics, Statistics, and Econometrics that build essential research methods. In the seventh semester, students take the Socio-Economic Forecasting course, which covers forecasting processes and techniques to address the growing demand for these skills in real-world contexts.

Students gain hands-on experience throughout the entire research process, including data collection, cleaning, and analysis, through modules such as the Course Project in Monetary Financial Theories and the Graduation Thesis, as well as participation in competitions such as the Student Scientific Competition. They are guided by SBF lecturers with expertise in scientific research and international publications, ensuring they acquire the skills needed for research-oriented work. The programme culminates in a final research defence, during which students present their findings and respond to questions from an evaluation committee. Additionally, the programme serves as a central platform for organising the NEU Research Challenge, further promoting a culture of research and innovation among students.

### **Financial Technology**

During their four years at NEU, BFT students acquire a broad spectrum of knowledge and skills, integrating theory and practice across the three pillars of Mathematics, Finance, and Technology. The programme begins with foundational courses such as Introduction to ICT, Introduction to Statistics, Microeconomics and Macroeconomics, and Mathematics for Economists. Students then progress to industry-focused modules including Financial

Management 1, Financial Market & Institutions, Computer Programming, Information Systems, Financial Software, Applied Statistics, and Entrepreneurship/Marketing.

In the third year, students study specialised subjects such as Financial Management 2, Financial Statement Analysis, Commercial Bank Management, International Finance Management, Innovation & Creativity, Introduction to Fintech and Implementation, Financial Data Management & Analytics, Risk Management, Portfolio Management, and Project Evaluation. The fourth year focuses on comprehensive courses, including Financial Investments, International Payment Systems, Big Data Analytics, Multinational Business Finance, and E-Commerce. Through case studies and projects, lecturers guide students in developing creative thinking and problem-solving skills.

BFT students also participate in research conferences and competitions organised by NEU and external organisations, allowing them to engage in applied research projects. Employers are regularly invited to present industry requirements and career opportunities, preparing students for internships in financial institutions, commercial banks, and Fintech companies. Structured internship plans and thesis guidelines ensure quality and readiness for professional roles.

### **Financial Planning**

The Financial Planning programme equips students with strong methodological and research competencies, covering the full research process, from project management and data collection to analysis and reflection on findings. Lectures provide conceptual understanding, while modules encourage students to link theoretical knowledge with practical experiences, experiments, and data analysis. Courses such as Behavioural Research Methods and Timeseries Analysis and Forecast train students in research skills, guiding them on how to develop ideas into tangible outcomes.

During internships and scientific research projects, students receive guidance from experienced faculty, practice their research skills, and are required to present and defend their final thesis before a jury. These experiences ensure students are well-prepared for research-oriented work and professional applications. Upon graduation, students can pursue advanced studies, including Master's and PhD programmes in finance or business in countries such as the US, the UK, or Germany, enabling them to follow scientific or academic career paths.

### **Examination and final thesis (Asterisk Criterion)**

#### **Financial Economics**

Course Learning Outcomes (CLOs) form the basis for all assessments in the Financial Economics programme, ensuring that examinations accurately measure students' mastery of course content. Various assessment methods are employed, including essays, multiple-choice questions, or combinations of both, administered either on paper or electronically. Paper exams are anonymised by the Quality Assurance Department before being graded blind by lecturers, who design questions specifically aligned with the CLOs. The final thesis, typically undertaken in the fourth year, follows NEU's regulations and is supported by detailed guidance on workload, format, content, and submission requirements, including plagiarism checks via Turnitin. During the thesis defense, students present their work to a committee, respond to questions, and receive a grade based on the quality of the thesis, their presentation, and their responses. The thesis is designed to fulfil CLOs by enabling students to integrate and apply

their acquired knowledge, skills, and general abilities to analyse and address real-world problems in economics and financial economics. It also incorporates a one-term internship.

### **Finance and Banking, Finance and Investment and Financial Technology**

The BFB, BFI, and BFT programmes at NEU employ a comprehensive assessment system designed to ensure that students achieve the intended learning outcomes in line with the NQF and NEU's targeted qualifications. Assessments for each module include course evaluations and final evaluations, covering class participation, individual and group assignments, midterm exams, and final exams.

Exam formats are clearly indicated in course syllabuses at the start of each semester and typically combine multiple-choice questions that test theoretical knowledge and essay questions that assess application skills. Lecturers are required to return marked exams within seven working days and provide feedback, allowing students to review results if needed. In their final year, students undertake an internship and prepare a graduation thesis, which evaluates their research abilities, application of finance and banking theory, scientific thinking, and methodological skills. The thesis involves an in-depth study of a specific finance or banking topic within an economic entity or industry, including a theoretical chapter, empirical or experimental analysis, and practical recommendations for improvement. Throughout the internship, lecturers provide guidance and feedback on both thesis development and practical application. Thesis evaluation considers several criteria: theoretical knowledge, practical application, problem-solving, communication skills, and critical thinking.

The thesis committee, comprising at least two members, assesses the content, research methodology, presentation, student attitude, and completion of the internship plan. NEU and SBF also provide structured support through scientific seminars, training sessions, and guidance on the research process, ensuring students are well-prepared to complete their theses successfully. This approach enables students to undertake research projects at both macro and micro levels, integrating theory with practical insights.

### **Financial Planning**

Assessment in the Financial Planning programme is carefully aligned with the intended learning outcomes and detailed in each module's syllabus. Most courses include at least one mid-term and one final exam, with some incorporating an additional mid-term or a group project with presentation. Exams combine multiple-choice questions to assess theoretical understanding and essay or calculation questions to evaluate the application of theory in practice, with each question linked to specific course learning outcomes.

Lecturers are required to complete marking within seven working days, provide feedback, and allow students to review their results if needed. English writing and communication skills are assessed through reports and presentations in selected modules. In the final year, students complete an internship and produce two major papers: a report analysing a corporation's financial performance and a final thesis, which may also involve small-scale financial research. The thesis assesses students' ability to apply knowledge and scientific methods acquired throughout the programme. Evaluation is conducted by a committee of at least two members, who consider the thesis content, use of scientific methods, presentation skills, professionalism, and completion of the internship plan. This structured assessment approach ensures that students demonstrate both theoretical understanding and practical competence.

## Appraisal:

The curriculum adequately reflects the qualification objectives of the study programmes. The content of the courses is well-balanced, logically connected, and oriented towards the intended learning outcomes. The areas of specialisation (compulsory electives) or optional electives enable students to acquire additional competencies and skills. The panel members noticed a lack of explicit rationale for certain modules within the programme design, such as the inclusion of programming in C, and therefore suggest that the faculty clarify the curriculum's focus and reflect more deeply on the relevance of its content to the core learning outcomes.

The degrees and programmes names correspond to the curriculum and programme objectives. Theoretical questions are, where possible, explained by means of practical examples. There is evidence that the programme qualifies for interdisciplinary thinking.

Ethical implications (for example, those of economic or juridical ways of thinking and acting) are appropriately communicated.

Students acquire methodological competencies and can conduct scientific work at the required level. However, the panel members noticed a somewhat restricted approach to research paradigms and therefore **suggest** embracing a broader perspective by incorporating a more diverse range of ontological, epistemological, and methodological frameworks to encompass the full spectrum of scientific research methods.

All exams, as defined for the courses, are suited in format and content to assess the intended learning outcomes. The requirements align with the desired qualification level. The exams feature a wide variety of test formats.

The final theses are evaluated against previously published, coherently applied criteria, rules, and procedures. The students demonstrate, especially in their theses, their ability to conduct scientific work and achieve the study programme's qualification objectives. The panel members noted that the theses meet the formal requirements but often fall short on substantive content and therefore **recommend** strengthening the methodology in the final theses.

|                                                                     | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|---------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.1 Contents                                                        |             |                              |                            |                                    |      |
| 3.1.1* Logic and conceptual coherence (Asterisk Criterion)          |             |                              | X                          |                                    |      |
| 3.1.2* Rationale for degree and programme name (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 3.1.3* Integration of theory and practice (Asterisk Criterion)      |             |                              | X                          |                                    |      |
| 3.1.4 Interdisciplinary thinking                                    |             |                              | X                          |                                    |      |
| 3.1.5 Ethical aspects                                               |             |                              | X                          |                                    |      |
| 3.1.6* Methods and scientific practice (Asterisk Criterion)         |             |                              | X                          |                                    |      |
| 3.1.7* Examination and final thesis (Asterisk Criterion)            |             |                              | X                          |                                    |      |

## 3.2 Structure

|                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Projected study time                                                                                                                                                          | For all programmes – 4 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Number of credits (national credits and ECTS credits)                                                                                                                         | FE - 123 Vietnamese credits/194,3 ECTS credits<br>BFB – 131 Vietnamese credits/ 206,98 ECTS credits<br>BFI – 129 Vietnamese credits/ 203,82 ECTS credits<br>BFT – 130 Vietnamese credits/ 205 ECTS credits<br>BFP – 125 Vietnamese credits/ 197 ECTS credits                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Workload per credit                                                                                                                                                           | FE -15 hours in-class and 30 hours self-studying<br>BFB - 45 hours in-class and 90 self-study hours<br>BFI - 30 to 45 hours in-class and 90 hours for self-study<br>BFT - 15 hours in-class and 30 hours self-studying<br>BFP - 45 (15 working hours in class, 30 hours for self-study)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Number of modules/courses                                                                                                                                                     | FE - 37 courses<br>BFB - 41 (10 foundation, 30 specialised, 1 final thesis)<br>BFI - 41 (15 foundation/core, 44 specialised, 1 final thesis)<br>BFT - 40 modules<br>BFP - 40 (5 foundation modules + 4 major foundation modules + 17 major modules + 12 advanced modules + 1 field trip + 1 final thesis)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Time required for processing the final thesis/project and awarded credits                                                                                                     | FE - 10 credits and be completed within one semester (4-5 months)<br>BFB – 10 credits and 3 months<br>BFI - 10 credits and 3 months<br>BFT – 10 credits and 15 weeks<br>BFP – 12 credits and 3 months                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Number of contact hours (For MBA programmes: Please describe in which way the substantial proportion of structured contact according to the EQUAL MBA Guidelines is ensured.) | FE - 1650 hours (110 credits × 15 hours)<br>BFB - 1,815 hours (15hours*121CUs). This number does not include the 10 CUs of the final thesis, because during the thesis period, students do not spend time in the classroom, even though they regularly meet and work with supervisors.<br>BFI – 1,935 hours /15hours*129 CUs). This number does not include the 10 CUs of the final thesis, because during the thesis period, students do not spend time in the classroom, even though they regularly meet and work with supervisors.<br>BFT - 1,800 hours (15hours*120CUs) (The 10 CUs thesis is not included in this amount because students do not spend time in class during the thesis).<br>BFP - 1,650 hours (15 hours * 110 CPs). This amount does not include the 3 CPs field trip and 12 CPs thesis because during the field trip and thesis, the students do not take time in the classroom, even though they regularly visit and work with supervisors. |

### Modular structure of the study programme (Asterisk Criterion)

### **Financial Economics**

In line with MOET and NEU guidelines for curriculum development, the FE programme is carefully structured to support both theoretical education and practical training, enabling students to achieve the defined Programme Learning Outcomes. The curriculum comprises 36 courses totalling 123 Vietnamese credit points (CP), with most courses carrying 3 CP based on the expected student workload. Internship and practical components are integrated throughout the programme, allowing students to earn credit while gaining hands-on experience. Each course includes detailed descriptions of intended learning outcomes and relevant information as outlined in the programme information sheet, ensuring clarity and alignment with overall educational objectives.

### **Financial and Banking**

The BFB programme is structured as a four-year degree spanning eight semesters, comprising 41 modules and 131 national credit points (CPs). These include 10 foundation modules, 19 specialised core modules, 11 specialised optional modules, and a final thesis, with each credit corresponding to 45 class hours and 90 hours of self-study. Students are also required to complete supplementary modules in physical education and military education, while seminars and internships enhance practical skills and career readiness.

The curriculum aligns with the Vietnamese NQF and meets the qualifications for a bachelor's degree, which typically requires 120 CUs. NEU defines one credit as 50 hours of study, encompassing lectures, practice, self-study, research, and assessments, with one class hour lasting 50 minutes. Comparatively, Vietnamese credits and European ECTS credits differ in workload calculations, with one Vietnamese credit approximately equating to 1–2 ECTS credits. Vietnamese credits emphasise contact hours and self-study, while ECTS credits reflect the total workload required to achieve programme objectives.

The curriculum is organised into two levels: foundation and professional education. The foundation level (44 CPs) covers general knowledge in politics and philosophy (11 CPs), English (9 CPs), fundamental economics (12 CPs), and basic business, management, and finance knowledge (12 CPs). The professional education level (87 CPs) plus the graduation thesis (10 CPs) develops students' banking and finance expertise, including fundamental knowledge (15 CPs), specialised core and elective modules (44 CPs), and in-depth professional knowledge (18 CPs). Modules are sequenced to build knowledge progressively, facilitating effective comprehension and mastery of finance and banking concepts.

### **Finance and Investment**

The programme comprises 129 CPs, with 102 compulsory (79%) and 27 elective (21%), structured into foundation and professional levels, as updated in 2022. The four-year curriculum is designed to support effective implementation and help students achieve learning outcomes. Each module includes detailed descriptions covering lecturer contact, credits, prerequisites, objectives, content, teaching language, learning outcomes and competencies, teaching and learning methods, assessment formats, and criteria. Courses are organised progressively, with foundational knowledge leading into professional education, and the difficulty level increasing over time to deepen students' understanding of finance and investment. The curriculum emphasises learner-centered teaching methods.

### **Financial Technology**

According to the NQF, the bachelor's degree currently requires a minimum academic load of 120 national CPs. Typically, several smaller modules break down the total credits. The 4-year Fintech programme has 130 CPs and 40 courses. The curriculum has two stages: foundation education (14 modules, 50 CPs) and professional education (26 courses, 80 CPs). Module descriptions detail learning outcomes, workload, timetable, assessment, and teaching and learning methods. Students receive these descriptions prior to the start of classes.

### **Financial Planning**

The Financial Planning programme is designed to be completed in four years and comprises 40 courses, including nine foundation modules, 17 major modules, 12 advanced modules, 1 field trip, and 1 final thesis. The programme totals 125 national credit points, with 101 national credit points for compulsory modules and 24 for electives, and students may also attend seminars to enhance their soft skills. One credit corresponds to 45 hours of student study, encompassing class attendance, guided study, self-study, research, practical experiences, and assessments.

Detailed module syllabi provide students with information on lecturers, credit allocation, prerequisites, module aims, content, language of instruction, learning outcomes and competencies, teaching and learning methods, assessment formats, and criteria. The curriculum balances foundation knowledge in management, accounting, and economics with professional finance and financial planning knowledge, enabling students to integrate their learning in practical settings such as field trips, internships, and real-world problem-solving.

The programme structure is designed to support a smooth learning progression. In Year 1, students focus on foundation modules and adapt to undergraduate study. Year 2 continues with foundation courses in business while introducing major finance courses. Years 3 and 4 emphasise advanced financial courses and specialised financial planning modules, culminating in the final thesis in Year four. Modules are sequenced to build knowledge progressively, gradually increasing in complexity, ensuring students develop a deep and comprehensive understanding of financial planning.

## **Study and exam regulations (Asterisk Criterion)**

### **For all programmes**

**Table 6: Grading scales of the NEU**

| Ten-point scale | ECTS | Four-point scale | Level |
|-----------------|------|------------------|-------|
| 9.0 – 10        | A+   | 4.0              | Pass  |
| 8.5 – 8.9       | A    | 4.0              | Pass  |
| 8.0 – 8.4       | B+   | 3.5              | Pass  |
| 7.0 – 7.9       | B    | 3.0              | Pass  |
| 6.5 – 6.9       | C+   | 2.5              | Pass  |
| 5.5 – 6.4       | C    | 2.0              | Pass  |
| 5.0 – 5.4       | D+   | 1.5              | Pass  |

|           |   |     |      |
|-----------|---|-----|------|
| 4.5 – 4.9 | D | 1.0 | Pass |
| Under 4.5 | F | 0.0 | Fail |

### **Financial Economics**

The Financial Economics programme is fully governed by the Undergraduate Training Regulations of National Economics University (NEU), which ensure transparency, fairness, and consistency in academic and examination procedures. The programme follows a credit-based system, requiring students to complete 123 national credit points within a standard duration of four years. Students must register for a minimum and maximum credit load per semester in accordance with NEU regulations, ensuring both academic flexibility and feasibility of workload.

The programme is implemented under a unified credit-based system, with a standard duration of four years and a maximum study duration of six years for full-time students. Each course applies a transparent multi-component assessment system, typically including attendance (10%), continuous assessment (40%), and a final examination (50%).

Examinations may be conducted in written (essay), multiple-choice, computer-based, or online formats as specified in the course syllabus. Procedures such as anonymised marking, double grading, centralised data management, and formal appeal mechanisms ensure fairness, transparency, and academic integrity throughout the assessment process.

The programme culminates in a compulsory graduation thesis of at least 10 credits. The final thesis grade consists of 50% supervisor assessment and 50% committee evaluation.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes share common study and examination regulations because they are delivered primarily by lecturers from SBF and other NEU faculties. All adhere to MOET's National Qualifications Framework and to Decision No. 1155/QD-DHKTQD, which sets out uniform assessment standards for undergraduate study. Students are evaluated through participation, mid-term assessments or assignments, and a final exam, with component scores rounded to the nearest 0.5 on a 10-point scale. Each module follows the required structure of 10% participation, 40% mid-term work, and 50% final examination, and students must attend at least 80% of classes, complete all assessments, and earn at least 5 out of 10 marks to pass. Detailed assessment methods and weightings are provided in the module descriptions and reiterated by lecturers at the start of each term, ensuring alignment between assessment methods and expected learning outcomes. Information about exams is communicated through the university website, email, and class monitors.

Mid-term and final exam periods are announced at the beginning of the semester, and detailed schedules are published 4–6 weeks in advance. To sit the final exam, students must achieve a participation grade above 5, and to pass a module, they must obtain an average of at least 4.5 on the 10-point scale. Students who fail must re-register, and those who miss exams without valid justification receive a zero. Valid absences permit retakes, and credit transfer is possible for academic mobility, provided supporting documents are supplied and transferred credits do not exceed 25% of the programme workload.

NEU applies strict regulations to ensure fairness and objectivity in marking. Under Decision No. 830/QD-DHKTQD, exams are graded anonymously by two lecturers, with students' names

removed by the Examination and Academic Quality Assurance Department. Papers must be marked within seven working days, and a third examiner is involved if the first two marks differ by more than 1.5 points. Students may request re-marking, which is conducted by lecturers who were not part of the original grading. At the end of each semester, students also evaluate their courses and lecturers. Finally, the regulations governing the final thesis in all three programmes follow NEU's official framework for internships and thesis work as stipulated in Decision No. 2247/QD-DHKTQD, ensuring consistency and academic integrity across the programmes.

### **Financial Planning**

Examination and assessment regulations at NEU strictly follow the NQF set by MOET. Students are evaluated in each module through multiple components, typically including participation, midterm exams or assignments, and a final exam, all scored on a 10-point scale. Most modules allocate 10% to participation, 40% to midterm/group assignments, and 50% to the final exam. To pass a module, students must achieve a minimum score of 5, complete all assessment items, and attend at least 80% of classes.

Detailed assessment methods, components, and weights are provided in each module's syllabus and communicated at the start of the term. Assessment is based on expected learning outcomes, evaluating students' cognitive mastery of course content. Marking is conducted anonymously by two lecturers, overseen by the Quality Assurance department, and must be completed within seven working days.

If the two marks differ by more than 1.0, a third marker reviews the paper. Students may request a re-mark through a formal process handled by different lecturers. Students absent without valid reasons receive a score of 0, while those with valid reasons may retake exams counted as their first attempt. Course grades are weighted averages of assessment components, with a minimum passing grade of 4.5/10 (D on ECTS, 1.0 on the 4-point scale). Failing students must re-register for the course.

NEU also allows for academic interruptions, such as participation in study abroad programmes, with credit transfer permitted on a case-by-case basis for up to 25% of the programme workload, provided students submit supporting documents, including a learning agreement, transcript, certificate, and course syllabus.

### **Feasibility of study workload (Asterisk Criterion)**

#### **Financial Economics**

According to NEU's Regulation on Undergraduate Training, students in the FE programme must register for 15–25 national credit points per major semester (Autumn and Spring) and up to 12 national credit points in the summer semester. With a total of 123 national credit points over a maximum of six years, the programme's workload is manageable, even for students who need to retake exams or take brief breaks due to illness or other reasons. Feedback from annual student meetings and regular consultations with academic advisors indicates that students generally find the workload reasonable. NEU and the Faculty provide academic advising and use an academic result alert system. These services help students identify challenges early, develop plans to improve learning outcomes, and ensure that temporary setbacks do not impede progress through the programme.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes share the same principles for ensuring a feasible study workload because they are taught by lecturers from SBF and other NEU faculties. In line with MOET regulations, Decision No. 1155/QĐ-DHKTQĐ allows students to register for 10–25 national credit points per semester, and the BFB, BFI, and BFT programmes structure this into an annual load of about 32 national credit points. Each academic year consists of two 15-week semesters, followed by one spare week and three weeks allocated to final examinations.

Modules are designed with appropriate assessments so students can distribute their study time effectively and complete courses on schedule. At the end of each module, students provide feedback on units, credits, and lecturers, helping evaluate whether the workload is manageable. Throughout their studies, students receive continuous support from academic advisors appointed by SBF and other NEU faculties. Advisors meet students each semester to discuss course choices, study load, and learning opportunities, guiding them toward timely and suitable module registration.

### **Financial Planning**

Programme workloads are calculated to balance credits across semesters, averaging 32 credits per year. An academic year consists of two 15-week semesters, each including 14 weeks of classes, 1 week for review, and 3–4 weeks for final exams. Modules include sufficient assessments to ensure students can allocate adequate time and complete requirements on schedule. At the end of each course, students provide feedback on workload, credits, and teaching quality, which is used to revise the programme as needed. To support student success, extra tutoring of up to four hours per week is available for each module, and students can regularly seek additional guidance from lecturers and tutors.

### **Equality of opportunity**

#### **Financial Economics**

Vietnam's legal framework, including the Law on Gender Equality, the Law on Religious Beliefs, and the Decree on Ethnic Affairs, mandates equal treatment regardless of gender, ethnicity, or religion, and NEU fully complies with these regulations. Support for disadvantaged students is a key aspect of promoting equity, including accommodations for students with disabilities. While older NEU buildings lacked accessibility, newer constructions provide designated facilities, and a longstanding culture of mutual support further benefits students facing hardship, health issues, or other challenges. NEU maintains clear procedures to prevent discrimination based on age, gender, religion, or other factors, and actively gathers student feedback through multiple channels, including social media, academic advisors, teaching assistants, and the Ho Chi Minh Communist Youth Union.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes share a common commitment to ensuring equality of opportunity, as they are delivered by lecturers from SBF and other NEU faculties and therefore follow the same institutional policies. The BFB, BFT, and BFI programmes uphold gender equality and prohibit any form of discrimination, and offer affirmative measures for students with disabilities regarding academic requirements, standards, and time arrangements. Additional support is provided to single parents, international students, those from non-academic or migrant backgrounds, and students facing difficult personal circumstances. NEU implements fee-reduction policies for ethnic minority students, orphans, students with disabilities, low-income

students, and those whose parents have suffered work-related accidents or occupational diseases. Admission is open to all applicants who meet programme requirements. The university also actively mobilises benefactors to offer scholarships to talented students and those from disadvantaged backgrounds, maintaining a substantial scholarship fund to support learners in need.

### **Financial Planning**

The Financial Planning programme promotes gender equality and non-discrimination, providing affirmative support for students with disabilities and those in special circumstances. Assistance includes fee reductions for ethnic minority students, orphans, students with disabilities, low-income students, or students whose parents have experienced work-related accidents or occupational diseases.

### **Appraisal:**

The programmes' structure supports the smooth implementation of the curriculum and helps students to reach the defined learning outcomes. The programmes consist of modules and courses and assign credits to each module or course based on the required student workload. Practical components, if existent, are designed and integrated in such a way that credits can be acquired. The module/course descriptions provide detailed descriptions of intended learning outcomes and the information defined in the ECTS Users' Guide. There are legally binding study and exam regulations that contain all necessary rules and procedures and, where applicable, take into account national requirements. The study programme is designed so that students can study for a set period at other HEIs or undertake internships without extending their overall study time. The panel members noticed a lack of a uniform understanding regarding the distinction between EU and UK ECTS and, therefore, recommend the following **condition**:

**The HEI harmonises and uniformises credit calculations to ensure full compliance with the Lisbon Convention.**

When reviewing the workload, the HEI also considers evaluation findings, including student feedback and the programme's success rate. The HEI ensures gender equality and non-discrimination. Students with disabilities receive affirmative action regarding time and formal standards/requirements throughout the programme and examinations. Students in special circumstances, such as single parents, international students, students with a migration background, and/or students from so-called non-academic backgrounds, are particularly supported.

|                                                                      | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|----------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.2 Structure                                                        |             |                              |                            |                                    |      |
| 3.2.1* Modular structure of the study programme (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 3.2.2* Study and exam regulations (Asterisk Criterion)               |             |                              |                            | X                                  |      |
| 3.2.3* Feasibility of study workload (Asterisk Criterion)            |             |                              | X                          |                                    |      |

|                               | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|-------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.2.4 Equality of opportunity |             |                              | X                          |                                    |      |

### 3.3 Didactical concept

#### Logic and plausibility of the didactical concept (Asterisk Criterion)

##### **Financial Economics**

The FE at NEU adopts a student-centred didactical approach, aligning its objectives and learning outcomes with the University's vision, mission, core values, and the needs of key stakeholders, including employers and students. In recent years, teaching methods have shifted to emphasise active student participation, particularly in English-taught programmes like FE. Leveraging high-quality textbooks and reading materials, lecturers encourage students to engage with case studies, discuss issues in groups, and present their analyses, allowing assessment based on both the quality of reports and presentations. NEU has also invested heavily in information technology to support interactive and flexible learning. All course materials are uploaded to the LMS, where students can access resources, complete quizzes, and communicate with lecturers.

##### **Finance and Banking, Finance and Investment and Financial Technology**

Although the BFB programme is delivered in Vietnamese and the BFI and BFT programmes in English, all three follow a common didactical concept aligned with their intended learning outcomes. Each module, except for internships, includes both lecturing and practice sessions, with lecturing time typically twice as long to ensure students fully grasp new knowledge, while self-study is also built into the workload. Internship supervisors guide students through methods and requirements, and in co-lectured modules, instructors coordinate their teaching under the department head's supervision. The didactical concept across the programmes emphasises learner-centred education, focusing on how students learn rather than solely on content delivery. A variety of teaching methods—such as case studies, practical projects, learning games, and other interactive approaches—are used to connect theory with practice, build professional skills, and stimulate active participation.

##### **Financial Planning**

The programme emphasises diverse professional teaching and learning methods, including field trips, case studies, and practical projects. Students learn from NEU lecturers, international guest lecturers, and through coordinated sessions with domestic businesses. Although field trips for advanced financial planning students are organised in the later years, once foundational knowledge is acquired, opportunities also exist to study with lecturers from renowned US universities during summer courses in Vietnam. Courses integrate both lecture and practice, typically with lecture time twice as long as practice sessions, allowing for thorough explanation of concepts while promoting active student engagement. Didactical methods focus not only on knowledge delivery but also on developing vocational skills, linking theory to practice, and encouraging critical thinking, problem-solving, and decision-making. Self-learning is emphasised, particularly during internships and thesis work, with supervisors providing guidance on methods and requirements to ensure successful completion.

## **Course materials (Asterisk Criterion)**

### **Financial Economics**

The teaching and learning materials in this programme are of relatively high quality and up to date. Most textbooks used for teaching and learning are written by professors from Western countries and are widely used at universities worldwide. According to the university's regulations, each course may have up to two textbooks, which are available in the library (either in hard copy or online). Lecturers compile lecture notes based on these textbooks and other supplementary resources. These resources, including books, lectures, and articles, would be uploaded to each class's LMS, either as electronic files or links to the reading materials, and students can access them.

### **Finance and Banking, Finance and Investment and Financial Technology**

Across all three programmes, taught and managed by lecturers from SBF and other NEU faculties, course materials adhere to the same university-wide standards. NEU maintains strict regulations to ensure that all bachelor-level course materials are of high quality and sufficient for achieving the intended learning outcomes. These materials—ranging from textbooks and e-books to case studies, exercises, and recommended readings—provide students with the theoretical foundations, practical problems, and learning questions necessary to master each subject. Updated regularly to reflect current developments in the business world, the materials are aligned with programme objectives and qualification levels and are digitally accessible through the university's LMS. Lecturers upload updated materials to the LMS one week before classes begin, ensuring timely access and supporting students' independent learning. The resources also introduce students to a variety of problem-solving approaches, enabling them to develop their own theory-based solutions.

### **Financial Planning**

Course materials include textbooks, e-books, exercises, recommended readings, and e-library resources, and provide theoretical concepts, practical problems, case studies, and learning questions that help students master both content and learning methods. Materials are updated to reflect contemporary business trends and are digitally accessible through LMS. Students typically gain access one week before classes begin and may receive updates during the semester based on lecturer recommendations or student feedback. Textbooks and lecture slides may also be distributed in class. Access to diverse resources allows students to explore multiple perspectives, approach problems critically, and develop a well-rounded understanding of the subject matter.

## **Guest lecturers**

### **Financial Economics**

To enhance students' knowledge in specialised and practical areas, the Faculty of Economics invites industry experts each year to deliver talks lasting two to three hours. Additionally, the Faculty leverages partnerships with foreign universities, including the University of Lincoln, University of Essex, and Boise State University, to invite visiting academics and industry professionals to speak to students.

### **Financial and Banking**

Guest lecturers are invited to deliver valuable speeches to students, drawing on their sector-specific experience, whether from professional practice or research, or from culture and

politics. Guest lecturers are regularly invited to teach in the Programmes' classes. They come from different positions, such as banking and financial consulting, which enhances employment opportunities for students. Moreover, students are offered a wide range of open seminars and conferences to improve their academic research skills.

Guest lectures from experts in banks, securities companies, tax authorities, and regulatory agencies provide additional real-world insights, enabling students to compare theory with professional practice. Participation in relevant seminars and conferences also helps students deepen their practical understanding.

### **Finance and Investment**

Industry experts are invited to share insights and current trends, bridging the gap between academic learning and industry practices. Guest lecturers deliver valuable lectures to students, drawing on their specialized experience, whether from professional practice or academia. Their contribution forms an integral part of the study programmes' didactical concept. They come from different positions, such as CFO and fund manager to enhance employment opportunities and internships for students.

### **Financial Technology**

Guest lecturers are regularly invited to contribute to students' qualification process with their special experience, from positions such as lecturers from other departments, other universities, and managers, directors, and CEOs of Fintech companies and other organisations. Their contribution forms are an integral part of the Fintech programme's didactical concept. By attending speeches by experts, students can be well-equipped with not only practical knowledge but also the skills to gain insight into real-world work. Moreover, they share students who have some experience in problem-solving at their workplace. Some researchers also teach students basic research methods so they can conduct a research paper.

### **Financial Planning**

AEP is responsible for arranging guest lecturers. AEP has a network of professionals, including those in the finance industry. AEP invites them to work as guest lecturers for designed classes.

### **Lecturing tutors**

### **Financial Economics**

NEU has piloted the lecture-tutor teaching method and will apply it widely in the near future. However, this teaching method has not been applied in the FE programme.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes share common practices regarding lecturing tutors because they are taught and administered primarily by SBF and other NEU faculties. In earlier years, SBF provided tutors for several core first-year modules to support students in building foundational competencies and to assist lecturers in facilitating learning. These tutors actively participated in teaching and contributed directly to student learning. Today, however, the need for dedicated tutors has decreased due to stricter admission standards and lecturers' enhanced capacity to guide students independently.

Instead, each class is now assigned an academic advisor who supports students throughout their studies and helps them develop essential skills. Academic advisors guide students in understanding programme and university regulations, planning their study pathways, selecting suitable courses, and navigating training management systems. They also provide advice on learning methods and research activities, help students address academic difficulties, regularly monitor learning progress, remind students when their performance declines, and coordinate with faculties and departments to ensure comprehensive support and evaluation.

### **Financial Planning**

AEP is responsible for arranging tutors for foreign lecturers. AEP invites NEU teaching staff to provide tutoring for courses taught by foreign lecturers. Students in the programme can attend four-hour tutoring each week for each of these courses. Students can also contact lecturers and tutors for further guidance and support during the courses.

### **Appraisal:**

The didactical concept of the study programmes is described as plausible and oriented towards the programme objectives. It allows the application of different teaching and learning methods, such as case studies or practical projects. Students are encouraged to take an active role in creating the learning process.

The accompanying course materials are aligned with the intended learning outcomes and meet the required qualification level. They are up to date and digitally accessible for the students. They are user-friendly and encourage students to engage in further independent studies.

Guest lecturers are invited and contribute to the students' qualification process with their special experience, either from professional practice or scientific work, but also, for example, from culture and politics. Lecturing tutors support the students in the learning process and help them develop competencies and skills.

|                                                                              | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.3 Didactical concept                                                       |             |                              |                            |                                    |      |
| 3.3.1* Logic and plausibility of the didactical concept (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 3.3.2* Course materials (Asterisk Criterion)                                 |             |                              | X                          |                                    |      |
| 3.3.3 Guest lecturers                                                        |             |                              | X                          |                                    |      |
| 3.3.4 Lecturing tutors                                                       |             |                              | X                          |                                    |      |

## **3.4 International outlook**

### **International contents and intercultural aspects (Asterisk Criterion)**

### **Financial Economics**

The Faculty of Economics drew on the curricula of partner institutions, including Lincoln University and Essex University, as well as other universities such as Western Washington University and the University of Western Australia. Through the MoUs with Lincoln and Essex, students can transfer and continue their studies in the UK. The programme also uses widely adopted English-language textbooks and supplementary reading materials, enabling students to gain a broader understanding of economics and social and cultural issues.

### **Financial and Banking**

International content is deeply embedded in the curriculum, which includes multiple modules addressing global aspects of banking and finance, such as Monetary and Financial Theories, International Finance, Commercial Banking, and Corporate Finance, and integrates up-to-date materials that reflect international developments in the field. SBF and NEU regularly organise research seminars with an international focus, enabling students to engage in academic publishing and participate in conferences both at home and abroad. Practical examples and internationally oriented learning activities help them build intercultural competence, preparing them to work in multinational companies or international organisations and to pursue further studies in prestigious universities worldwide. NEU's growing network of international exchange programmes offers additional opportunities for students to interact with peers from around the globe, strengthening their global perspective and supporting the programme's objective of cultivating strong intercultural skills.

### **Finance and Investment**

The BFI programme prepares students to thrive in an international working environment by fostering intercultural competencies and a proactive mindset for global challenges. Its curriculum integrates international content, including courses such as International Finance, Multinational Business Finance, Project Evaluation, and Social Economic Forecasting, ensuring alignment with global finance and investment practices. Graduates are equipped to work in multinational corporations and pursue advanced degrees at top global universities, with a required IELTS score of 6.0. NEU continually enhances learning through modern facilities, including an E-learning system, electronic libraries, and innovative learning spaces, thereby providing students with access to global academic resources. Each year, SBF and NEU host seminars featuring foreign professors and industry practitioners, exposing students to international financial market trends and research practices. These opportunities allow students to present at conferences, publish research in national and international journals, and engage with peers worldwide.

### **Financial Technology**

The BFT programme is delivered predominantly in English (90%) and follows curricula and textbooks from countries such as the USA, UK, and Australia. It includes highly international courses, such as Multinational Business Finance, International Financial Management, and International Payment Systems, which expose students to global business operations, foreign currency trading, Incoterms, and international commercial law. Case studies with international elements further enhance students' intercultural understanding. Beyond coursework, BFT students participate in seminars with international guests and present research at NEU-hosted international conferences. These experiences prepare graduates to study and work in global environments and provide opportunities to pursue careers abroad, particularly in technology-driven finance and banking sectors.

### **Financial Planning**

The Financial Planning programme integrates a strong international and intercultural dimension across its curriculum, learning materials, teaching methods, and academic activities. Its structure is developed with reference to reputable international programmes in the US and Australia, ensuring alignment with global standards while incorporating distinctive features tailored to Vietnam, such as modules on state financial planning that prepare students for roles in government agencies. Learning materials are regularly updated to reflect global trends and sourced from internationally recognised publishers such as Pearson, Cengage, and McGraw-Hill, ensuring students receive current, globally relevant knowledge. Internationally qualified lecturers, including visiting professors from overseas universities, enrich the learning environment by bringing diverse cultural and professional perspectives into the classroom.

## **Internationality of the student body**

### **Financial Economics**

The FE programme has not yet enrolled any international students, and there are no strategies in place to attract international students in the near future. Given the current university admissions process, the scale, and the target group of international students studying at NEU, devoting a certain number of resources to attract international students to enrol in this programme is not an effective or meaningful strategy.

### **Financial and Banking**

The programme regularly attracts students from countries such as Laos, Cambodia, and Mongolia to courses delivered by SBF lecturers. NEU also actively encourages Vietnamese students to participate in exchange programmes abroad, enabling them to experience international academic environments, broaden their global perspectives, and strengthen their professional and personal development.

### **Finance and Investment**

SBF and NEU actively enrol both Vietnamese and international students from countries such as Laos, Cambodia, and Mongolia, and encourage participation in student exchange programmes to gain international experience, knowledge, skills, and networks.

### **Financial Technology**

The BFT encourages students to participate in exchange programmes with Asia University (Taiwan) to gain international study experience, acquire global knowledge and skills, expand their networks, and enhance personal development. Since 2021, ten students have participated in this exchange, engaging in study, internships, and career opportunities abroad. Although no international students have enrolled in the first five years, SBF continues to prepare for their future participation. Additionally, the programme follows international standards and practices, enabling graduates to pursue further studies at universities abroad.

### **Financial Planning**

Although the Financial Planning programme is newly launched, it is expected to draw international students soon due to its modern curriculum and globally oriented teaching methods. To support international students, NEU provides services such as language assistance, cultural integration activities, and dedicated counselling, helping them adapt smoothly to academic and social life.

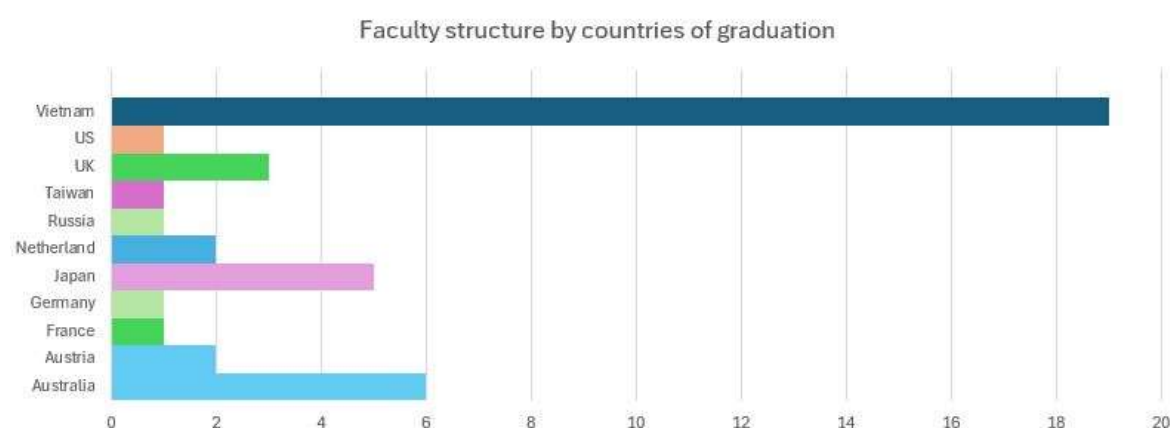
## Internationality of faculty

### Financial Economics

The Faculty of Economics comprises over 40 members, more than half of whom hold Master's or Doctorate degrees from leading universities in countries such as the United States, the United Kingdom, Australia, and Japan. Many faculty members collaborate with foreign universities and international organisations on research projects, receiving external funding and publishing their work in international journals and publishing houses. In recent years, several staff members have participated in short-term courses (3–6 months) at partner universities in the US, Australia, and New Zealand to further enhance their expertise.

The Faculty actively engages with international partners to organise conferences and academic events. Notably, it co-hosted an international conference with the School of Business and Economics at Boise State University, featuring a keynote address by the US Ambassador to Vietnam, providing valuable exposure and learning opportunities for both faculty and students.

**Figure 1: Faculty structure by countries of graduation**



### Finance and Banking, Finance and Investment and Financial Technology

Three programmes are mostly taught by lecturers from SBF and other NEU faculties; hence, the “Internationality of faculty” will be a shared aspect of these programmes in these criteria. The international composition of the faculty is reflected in teachers' international certificates, degrees, and professional experience. More than 40% of lecturers have graduated from master's or doctoral programmes at leading universities in countries such as Thailand, the UK, Australia, and the USA. A number of lecturers have participated in the Staff Mobility Programme at universities in Canada, Australia, New Zealand, etc. Lecturers of SBF have published research papers in international journals and actively participated in international conferences. Thus, their experiences help students develop the skills and perspectives to learn and work in a multicultural environment. In addition, several lecturers successfully obtained international certificates in banking and finance.

### Financial Planning

AEP collaborates closely with the School of Finance and Banking to staff the Financial Planning programme, drawing on lecturers who possess extensive international experience, many of whom hold Master's or PhD degrees from foreign universities and have worked in international environments. In addition, AEP maintains a strong network of foreign lecturers

from universities in developed countries, regularly inviting them to deliver courses, guest lectures, seminars, and workshops.

## **Foreign language contents**

### **Financial Economics**

With the exception of a few political courses such as Ho Chi Minh Ideology, Communist Party History, Physical Education, and Military Education, all courses in the FE programme are taught in English, utilising English-language textbooks and resources. To ensure that students, particularly those with limited English proficiency, can understand the essential material of the lecture, lecturers can also offer additional Vietnamese case studies and, if needed, spend a few minutes at the end of class summarising the contents in Vietnamese.

### **Financial and Banking**

Students are required to complete a defined number of English national credit points to build both communicative and professional language competence, and the proportion of foreign-language courses and materials aligns closely with the programme's qualification objectives. Across SBF and other NEU faculties, most textbooks and learning resources are drawn from leading international universities and professional organisations. The curriculum incorporates modules with foreign materials and translated content, and lecturers routinely use English-language resources in their teaching. Students are also encouraged to participate in English clubs to further enhance their language skills.

### **Finance and Investment**

The BFI programme is predominantly taught in English, with only a few specialised subjects delivered in Vietnamese. English courses are mandatory to develop students' professional and communication skills, aligning with the programme's objectives. Teaching materials are sourced from contemporary international textbooks and resources used in leading institutions worldwide, including California State University, Long Beach, and La Trobe University. Students also participate in English clubs to further enhance their language proficiency. During the first two semesters, English modules focus on speaking, listening, reading, and writing, preparing students to study effectively in English. Graduates are required to achieve a minimum IELTS score of 6.0 or equivalent, ensuring strong English competency for their professional and academic pursuits.

### **Financial Technology**

90% of the programme's modules are delivered and assessed in English. Lectures and course materials such as module handbooks, textbooks, slides, and case studies are sourced from international publishers. To ensure students can study in English, the English modules, which focus on speaking, listening, reading, and writing, must be completed in the first and second semesters. The dominance of English in the programmes enhances students' competencies and employability in the global workplace.

### **Financial Planning**

The programme curriculum includes 8 general-education courses required by MOET, 41 professional-education courses, and a final thesis. All professional-education courses and final theses are instructed in English. All textbooks for professional-education courses are in English. Study materials for these courses are designed in English.

## Appraisal:

International contents are an integral part of the curriculum. Students are thus prepared for the challenges in an international working environment. Through practical examples, students are enabled to act in an intercultural environment.

The international composition of the student body corresponds to the programme concept. The measures taken to promote internationality are goal-oriented. The international composition of the faculty (teachers from different countries and with international academic and professional experience) could be further strengthened. The panel members noted a limited range of external academic engagement and therefore **recommend** inviting more guest professors and/or introducing open seminars and workshops in various formats.

The proportion of foreign language courses and required foreign language materials aligns with the study programmes' qualification objectives.

|                                                                              | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.4 Internationality                                                         |             |                              |                            |                                    |      |
| 3.4.1* International contents and intercultural aspects (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 3.4.2 Internationality of the student body                                   |             |                              | X                          |                                    |      |
| 3.4.3 Internationality of faculty                                            |             |                              |                            | X                                  |      |
| 3.4.4 Foreign language contents                                              |             |                              | X                          |                                    |      |

## 3.5 Multidisciplinary competences and skills (Asterisk Criterion)

### **Financial Economics**

In the programme, particularly in Advanced courses of the Major, students engage in individual and group assignments that involve data collection and analysis using statistical software, report writing, and class presentations.

### **Financial and Banking**

The programme is designed to foster multidisciplinary competencies and skills throughout all sessions. Through case studies, students develop communication, problem-solving, leadership, teamwork, and presentation skills, while annual seminars, class activities, and social work further enhance their abilities. Many courses include presentations and group assignments, helping students improve public speaking, cooperation, and conflict-handling skills. Additionally, students are encouraged to join clubs in finance, English, or research, and participate in competitions to strengthen professional skills such as collaboration, organisation, and leadership. NEU-SBF also organises seminars and soft-skills workshops to support students' career readiness.

### **Finance and Investment**

Communication and public speaking skills are cultivated through presentations, group work, and participation in clubs such as the Presentation-MC Club, Economic English Club, and NEU

English Community. Leadership, teamwork, and problem-solving abilities are developed through involvement in clubs such as the Young Economists Club, the Club of Future Entrepreneurs, the Young Economic Scientists Club, and the NEU Office Skill Club, as well as through team-building activities that foster skills in communication, collaboration, conflict resolution, creativity, and decision-making. Soft skill seminars and activities organised by clubs such as MEC Music Club, NEU E-sports Club, Student Security Club, and NEU Model United Nations further enhance students' interpersonal and organisational competencies. Through competitions like Go Finance and workshops, students gain practical experience and industry-relevant skills.

### **Financial Technology**

The BFT programme is designed to equip students with a comprehensive set of skills and competencies essential for success in the fintech, finance, and business sectors. By integrating training in fintech, economics, management, and business administration, the programme enables students to analyse and make decisions using qualitative and quantitative methods, apply technology to financial operations, and develop innovative business models and financial services for the digital economy. The programme emphasises fluency in a foreign language, particularly English, and essential computer skills, including Microsoft Office and certifications such as MOS, IC3, or ICDL.

### **Financial Planning**

Soft skills are a central focus of the Financial Planning programme and are embedded in its learning outcomes. Through case studies, class activities, seminars, and social engagement, students develop essential competencies such as communication, problem-solving, teamwork, leadership, and presentation skills. Alongside these soft skills, the programme provides comprehensive training in finance, enabling students to collect and analyse data to evaluate financial plans at the individual, corporate, and national levels. Students are also expected to achieve strong proficiency in a foreign language, particularly English, and to build interpersonal skills suited to diverse and dynamic environments through frequent teamwork and presentations.

### **Appraisal:**

The students acquire communication, public-speaking, cooperation, and conflict-handling skills in accordance with the module/course descriptions. This is supported by appropriate didactic and methodological measures. The acquisition of further multidisciplinary competences, such as leadership skills and broad contextual knowledge, is ensured.

|      |                                                               | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------|---------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.5* | Multidisciplinary competences and skills (Asterisk Criterion) |             |                              | X                          |                                    |      |

## **3.6 Skills for employment / Employability (Asterisk Criterion)**

### **Financial Economics**

Surveys indicate that most graduates from the first cohort secured employment shortly after graduation, while those without jobs generally pursued further studies, and only a very small number were unemployed. For the second cohort, approximately 70% had already found employment by August 2025. Among employed graduates, around 60% reported being reasonably satisfied with their income. Based on their experience teaching and mentoring FE students, the Faculty is confident that the programme equips graduates with the knowledge, skills, and professional attitudes necessary to succeed in the labour market.

### **Financial and Banking**

Employability skill seminars equip students with job application and interview techniques, while internships provide practical experience and develop essential skills such as communication, writing, presentation, and conflict resolution. The NEU Career Centre, established in 2020, further supports students' career development by offering guidance, enhancing practical experience, and connecting students with internship and job opportunities through its extensive alumni network and industry partnerships.

### **Finance and Investment**

Although the BFI programme is relatively new and does not yet have comprehensive statistical data on employability, it is focused on equipping students with the skills needed for successful careers. Courses integrate practical exercises to build these skills, such as forming simulated investment portfolios in the Investment Analysis course to develop leadership and problem-solving abilities. The programme supports employability through annual workshops and seminars featuring alumni, industry partners, and international university collaborators, providing students with insights into real-world business environments. Students also engage with companies like VPS Security and VCB Thang Long Branch, gaining hands-on experience.

### **Financial Technology**

The BFT programme aims to enhance graduate employability by equipping students with a solid foundation in economics, finance, and information technology, along with their applications in the financial sector. Its interdisciplinary curriculum integrates finance and technology, preparing graduates for careers in banking, digital banking, and digital transformation roles across various industries. A survey of 172 graduates from two cohorts revealed that 4% are employed in the fintech sector, while an additional 33.3% work in fintech-related roles.

### **Financial Planning**

The programme emphasises employability through guest lectures, skill-building seminars, and mandatory internships that provide students with hands-on experience in professional environments. These internships allow students to apply their knowledge while developing essential competencies such as communication, writing, presentation, and conflict resolution. Through the combined efforts of the Career Centre, curriculum alignment with industry needs, and practical training opportunities, NEU ensures that students are well prepared to succeed in an increasingly competitive job market.

## **Appraisal:**

The promotion of employability – for instance, through the integration of theory and practice and the development of multidisciplinary competences and skills – runs as a common thread through all the study programmes' modules/courses.

|      |                                                            | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------|------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.6* | Skills for employment / Employability (Asterisk Criterion) |             |                              | X                          |                                    |      |

## 4. Academic environment and framework conditions

### 4.1 Faculty

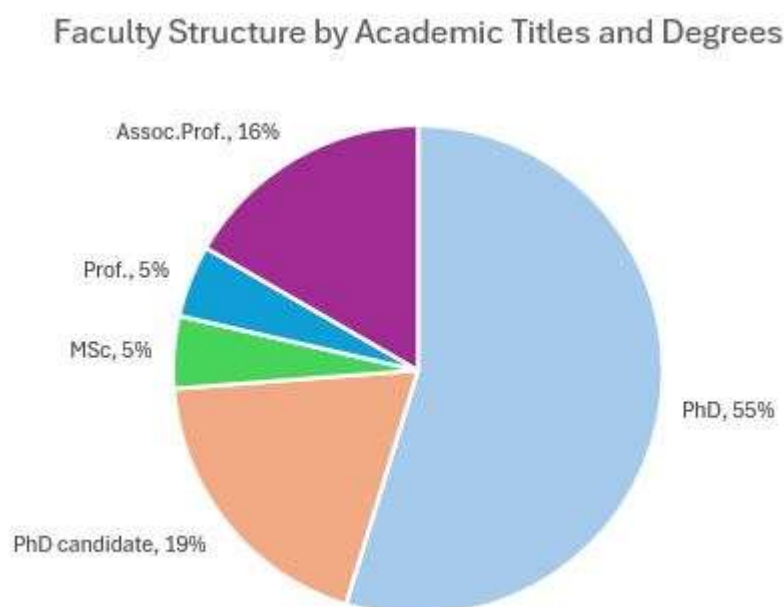
#### Structure and quantity of faculty in relation to curricular requirements (Asterisk Criterion)

##### Financial

##### Economics

As of June 30th, 2025, the Faculty of Economics has 42 full-time lecturers, including two Professors, seven Associate Professors, and 23 Doctorates. Over 20 lecturers have been involved in teaching the FE programme. The Faculty's lecturers teach the two foundation courses that all NEU students study: Microeconomics and Macroeconomics. They also teach most courses in the Foundation and Advanced Courses Module of the Major (Financial Economics). Some courses in the module may be taught by highly reputable lecturers from other faculties at NEU, who are invited directly by the Faculty.

**Figure 2: Faculty structure by Academic Titles and Degrees**



##### Finance and Banking, Finance and Investment and Financial Technology

SBF's organisational structure includes the Science and Training Council, the General Executive Board, the Administrative Department, the Executive Board for English-taught and international cooperation programmes, and six professional departments. As of July 2025, SBF has 66 staff members, including 65 full-time teaching staff and one administrative staff. All lecturers at the SBF hold a Certificate of Pedagogical Training for College and University Lecturers and have at least five years of teaching experience.

##### Financial Planning

As of July 2025, it comprises 66 full-time staff members, including 65 lecturers and one administrative staff member. SBF's academic team is highly qualified, with the Dean, the Vice Dean, and all six department heads holding the title of Associate Professor and bringing extensive experience in teaching and research. Department heads play a key role in managing

lecturers, overseeing course materials, advising students, planning class schedules, and maintaining alignment across modules to ensure the programme's learning outcomes are met.

### **Academic qualification of faculty (Asterisk Criterion)**

#### **Financial Economics**

At NEU, candidates must hold at least a master's degree in a relevant field to be recruited as lecturers, with preference given to those holding a doctorate or degrees from abroad. Faculty lecturers, both full-time and part-time, teach core courses such as Microeconomics and Macroeconomics, as well as specialised subjects including monetary and fiscal policy, public debt, exchange rates, banking, investment, social security, economic history, innovation, and environmental issues. Lecturers are required to produce scientific outputs annually, including journal articles, books, research projects with partner organisations, and conference presentations. With institutional support for international journal publications, the Faculty of Economics consistently leads NEU in high-quality research. The University also provides funding for lecturers to participate in short-term study programs at partner universities abroad, enroll in Coursera online courses, and attend conferences and seminars.

#### **Finance and Banking, Finance and Investment and Financial Technology**

All lecturers at the SBF are academically qualified and form a strong teaching team. Among them are one professor and 12 associate professors (21.3%), with 57.4% holding PhD degrees and 21.3% holding master's degrees. Five lecturers are current PhD candidates, and others plan to pursue PhDs, reflecting SBF's encouragement of self-directed professional development. In total, 35 lecturers and visiting researchers have graduated from top international institutions in the UK, the U.S., Australia, and New Zealand.

Beyond their expertise in banking and finance, many lecturers possess interdisciplinary knowledge in economics, business, public policy, and management, allowing them to teach a range of courses, including accounting and business administration. Recruitment is transparent and competitive, in line with MOET and NEU standards. Requirements include a relevant master's degree or higher, a strong bachelor's degree, English proficiency (minimum IELTS 6.5 or equivalent), office informatics skills, a pedagogical training certificate, and demonstrated pedagogical and research competency.

SBF and NEU actively enhance lecturer qualifications through research training, mentorship from experienced faculty, and guidance on publishing in prestigious international journals. Nearly 90% of lecturers have experience publishing internationally, and they share research insights with students to foster a research-oriented learning environment. NEU further supports lecturers by awarding prizes for international publications, funding advanced studies, and providing opportunities for short-term training abroad.

#### **Financial Planning**

SBF's teaching staff has 13 Associate Professors (20% of the faculty), while 55.4% of lecturers hold a PhD and 24.6% a master's degree. Several lecturers are PhD candidates, and many others plan to pursue doctoral studies, demonstrating a strong commitment to continuous professional development. In addition, 35 lecturers have studied, worked, or conducted research at universities in developed countries, including the UK, the US, Australia, and New Zealand, enriching the programme with international perspectives. Beyond finance and banking expertise, many lecturers possess interdisciplinary backgrounds in economics,

business, public policy, and management, enabling them to teach across disciplines. Recruitment of new lecturers follows a transparent and competitive process aligned with MOET and NEU standards, requiring relevant academic degrees, strong academic records, English proficiency (IELTS 6.5 or equivalent), IT and pedagogical certificates, and proven competence in teaching and research.

### **Pedagogical / didactical qualification of faculty (Asterisk Criterion)**

#### **Financial Economics**

At NEU, newly recruited apprentice lecturers are required to complete 3–4 months of pedagogical training, typically provided by the Pedagogical University or other institutions offering teaching qualifications. They also observe experienced faculty, work under a mentor assigned by the Dean, and submit lesson plans for feedback. After approximately 1 year, new lecturers deliver a trial lecture, which, along with mentor feedback and completion of pedagogical training, determines their readiness to teach independently. To continuously enhance teaching quality, the University organises short courses focused on new teaching technologies and methods to improve student engagement.

#### **Finance and Banking, Finance and Investment and Financial Technology**

The SBF and NEU ensure that all full-time and part-time lecturers hold pedagogical certifications. For those without prior certification, NEU organises and funds training courses provided by Hanoi National University of Pedagogy and the Academy of Education Management, covering teaching methods and skills. By June 2024, all SBF lecturers had obtained this certification. By June 2025, every lecturer had at least five years of teaching experience, meeting NEU and MOET accreditation requirements. Senior lecturers assist newly recruited faculty in preparing lecture notes and teaching strategies, and after a one-year internship, new lecturers deliver a mock lecture for approval by the SBF Science and Training Council. Each module's syllabus outlines the teaching methodology, and the Council reviews syllabi every two years to ensure relevant content, structured teaching activities, and assessments aligned with learning outcomes.

NEU has established 26 performance evaluation criteria covering compliance, teaching hours, and publications, which guide lecturers and administrators on annual expectations. Department heads organise evaluations, record discussions, and report results to SBF leadership. Performance levels are classified as Outstanding, Exceeds Expectations, Meets Expectations, or Improvement Required, with top lecturers receiving awards. Lecturers not meeting expectations receive support for improvement. Student surveys each semester further inform lecturers of areas to enhance their teaching. Performance evaluations are conducted annually through self-assessment, peer review, and departmental oversight. Outstanding lecturers are recognised through awards from NEU and MOET, with many SBF lecturers receiving Certificates of Merit each year for their teaching and research contributions.

#### **Financial Planning**

For lecturers hired before this requirement, the University organised fully funded training and certification courses delivered by reputable institutions such as Hanoi National University of Pedagogy and the Academy of Education Management. As a result, by July 2025, all SBF lecturers possess formal pedagogical credentials. 100% SBF's teaching staff have at least five years of teaching experience and fully meet accreditation standards set by NEU and MOET. New lecturers undergo a structured induction process, receiving guidance from senior faculty

for one year before delivering supervised trial lectures assessed by the School's Academic Committee. Only after meeting all requirements do they become officially recognised lecturers.

Pedagogical quality is further reinforced through regular curriculum and syllabus reviews conducted every two years by the Academic Committee, ensuring that teaching methods, course structure, and assessments align with intended learning outcomes. NEU also maintains a detailed lecturer performance evaluation system with 26 criteria covering compliance, teaching load, and research productivity.

## **Practical business experience of faculty**

### **Financial Economics**

Many lecturers at the Faculty of Economics collaborate with government agencies and international organisations, such as the Ministry of Finance, Ministry of Planning and Investment, Ministry of Labour, UNDP, ADB, FAO, and ActionAid, on research and consulting projects alongside their teaching duties. Some lecturers also engage with enterprises as experts in areas such as finance, market analysis, or human resources management.

### **Finance and Banking, Finance and Investment and Financial Technology**

Over 60% of SBF's teaching staff have professional experience in companies, international organisations, and government agencies, while others bring strong expertise in education and research. institutions and public organisations, including major national and international banks. Some faculty members are recognised financial experts in Vietnam, contributing to World Bank and Asian Development Bank projects and delivering short-term financial management training to large corporations and domestic banks. SBF also conducts research through contracts for Science and Technology projects in Hanoi, coordinated with the Hanoi People's Committee, the State Bank of Vietnam, the Ministry of Finance, and local financial institutions.

### **Financial Planning**

More than two-thirds of SBF's teaching staff have professional experience in companies, international organisations, or government agencies, while others contribute strong backgrounds in education and research. Many collaborate on scientific research with domestic and international institutions, participate in projects with major banks, and serve as financial experts contributing to World Bank and Asian Development Bank initiatives. They also provide short-term financial management training for corporations and domestic banks and undertake research projects commissioned by government bodies, including the Hanoi People's Committee, the State Bank of Vietnam, and the Ministry of Finance.

## **Internal cooperation (Asterisk Criterion)**

### **Financial Economics**

The Faculty of Economics actively fosters collaboration and cohesion among its members through regular academic and social activities. Faculty-wide meetings are held every two to three weeks, with attendance of at least two-thirds of members required. These meetings, along with scientific activity sessions, provide platforms for lecturers and postgraduate students to present research, discuss curriculum development, update course content, and compile textbooks. For regular courses, teaching teams often include three to four instructors,

and for foundation courses delivered to all NEU students, up to 20 instructors. These teams collaborate closely on course design, teaching methods, assessment, and exam preparation.

### **Finance and Banking, Finance and Investment and Financial Technology**

SBF fosters a strong culture of open discussion and collaboration among faculty members, aiming to align individual modules with overall programme qualification objectives. At the school level, the Science and Training Council convenes biennially to develop and update curricula, with ad hoc meetings held as needed. Semi-annual staff meetings bring faculty and management together to discuss administrative and academic issues, ongoing projects, staff evaluations, and conference planning. Within teaching groups, faculty coordinate to draft module descriptions that meet general standards, and at least two department-wide meetings occur each semester to share ideas, address emerging issues, and review teaching and research workloads. Semester-end evaluations focus on accomplishments, challenges, and improvement strategies, with results transparently discussed to guide NEU's Emulation and Reward Council in recognising outstanding performance. For programme delivery, the Programme Director meets with coordinators, lecturers, and tutors before each semester to plan, implement, and evaluate module preparation, delivery, and linkages. Coordinators assist in managing the semester's courses, ensuring alignment and quality across all modules.

### **Financial Planning**

At the school level, the Faculty Academic Committee meets biennially—and additionally when needed—to develop and update the curriculum, while semi-annual staff meetings bring together all faculty and administrators to discuss academic matters, ongoing projects, performance evaluations, and conference planning. Within teaching groups, lecturers coordinate to prepare module descriptions that meet shared standards.

At the department level, faculty convene at least twice each semester, with additional meetings held as needed to address emerging issues. At the beginning of each semester, teaching and research workloads are assigned according to the school's plan; at semester's end, performance evaluations are conducted by the Department, the Institute of Banking and Finance, and through lecturer self-assessment. These reviews emphasise achievements, challenges, and improvement strategies and contribute to transparent recognition processes that guide NEU's Emulation and Reward Council. Collaboration is further strengthened through research groups that unite faculty and students to enhance research competencies and teaching quality. Led by experienced academics, these groups support junior lecturers in selecting research topics, conducting literature reviews, and improving their scholarly output.

They also collaborate on developing new courses, authoring textbooks, and refining lectures. This mentorship-driven model has significantly elevated research capabilities across SBF, leading to numerous high-quality international publications and strong student performance in scientific research competitions.

### **Student support by the faculty (Asterisk Criterion)**

#### **Financial Economics**

The Faculty of Economics provides multiple support channels for students. Office staff is available during working hours to assist with general inquiries. Each class also has an assigned lecturer acting as a learning counsellor to guide students on course selection and scheduling. Additionally, students can contact lecturers directly with course-related questions at the end of

lessons, via email or messaging apps like Zalo, or by scheduling meetings. Some lecturers also maintain fixed office hours for consultations, although in practice, few students utilise this option.

### **Finance and Banking, Finance and Investment and Financial Technology**

The BFB, BFT, and BFI programmes at SBF provide comprehensive student support through a combination of academic advisors, programme coordinators, tutors, and administrative staff. Each class is assigned an academic advisor, a SBF lecturer with expertise in the students' major, who serves as the primary point of contact for academic and administrative guidance. Advisors assist with course selection, training management software, communication with administrative departments, and monitoring students' learning progress. Advisors meet with students at least twice per semester to review learning situations, address questions, and plan future learning activities. In the BFT and BFI programmes, programme coordinators support the programme director in curriculum development, event planning, and programme logistics. Academic advisors collaborate with coordinators to track students' academic progress and provide ongoing guidance toward successful programme completion.

First-year students benefit from a welcome ceremony introducing the study programme, learning orientation, academic regulations, and student support services, with participation from the Dean, programme coordinators, and academic advisors. Annual events, including the SBF Student Conference, teambuilding activities, office visits, expert talks, soft-skills training, and recruiter sessions, further enhance students' understanding of professional environments and career development opportunities.

For academic support, lecturers provide detailed syllabi at the start of each module, including contact information, and are available to answer questions and discuss throughout the course. Teaching activities integrate professional knowledge with soft skills development through presentations and teamwork. Final-year students receive guidance from assigned supervisors during internships, including support in locating companies, selecting report topics, and preparing reports. Administrative support is available through NEU's Political and Student Affairs Office and SBF staff, with programme-related information communicated promptly via bulletin boards, websites, emails, student representatives, and the student service department.

### **Financial Planning**

For each module, students receive direct support from the lecturers or tutors teaching the course. At the first lesson, lecturers provide their syllabus, including their email, phone number, and designated office hours, so students can seek guidance as needed. During class, students can raise questions, and lecturers are available to provide answers. Modules also emphasise the development of soft skills, with activities such as presentations and teamwork integrated into the teaching process.

For final-year students, each intern is assigned a lecturer to guide their internship, assisting with finding suitable companies, selecting report topics, and providing guidance on report content. Additionally, NEU organises an annual student research initiative, in which SBF faculty mentor students in selecting research topics and preparing scientific reports, further supporting their academic and professional development.

## Appraisal:

The structure and number of the faculty correspond to the programmes requirements and ensure that the students reach the intended qualification objectives. The faculty's composition, consisting of full-time and part-time (visiting) lecturers, guarantees that both the academic standards and the requirements of professional practice are fully satisfied.

The faculty's academic qualifications do not align with the study programme's requirements and objectives. The panel members noticed an insufficient number of full professors and, therefore, recommend the following **condition**:

**The HEI develops a formal strategy paper outlining measures to further strengthen the academic qualification profile of the teaching staff and to support the continued development of the academic body, including, where appropriate, the expansion of professorial capacity.**

The pedagogical and didactic qualifications of the faculty meet the requirements and objectives of the study programme. The HEI verifies faculty qualifications through an established procedure. The HEI ensures that assessors are familiar with existing testing and examination methods and receive support in developing their own skills in this field. Specific measures for the further qualification of the faculty members are implemented.

The practical business experience of the faculty corresponds to the requirement of the programme to integrate theory and practice.

Faculty members collaborate to align modules/courses with the overall qualification objectives. Meetings of all those teaching in the programmes take place regularly.

Student support is an integral part of the services provided by the faculty. It is offered on a regular basis and serves to help students study successfully.

|                                                                                                      | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.1 Faculty                                                                                          |             |                              |                            |                                    |      |
| 4.1.1* Structure and quantity of faculty in relation to curricular requirements (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 4.1.2* Academic qualification of faculty (Asterisk Criterion)                                        |             |                              |                            | X                                  |      |
| 4.1.3* Pedagogical / didactical qualification of faculty (Asterisk Criterion)                        |             |                              | X                          |                                    |      |
| 4.1.4 Practical business experience of faculty                                                       |             |                              | X                          |                                    |      |
| 4.1.5* Internal cooperation (Asterisk Criterion)                                                     |             |                              | X                          |                                    |      |
| 4.1.6* Student support by the faculty (Asterisk Criterion)                                           |             |                              | X                          |                                    |      |
| 4.1.7(*) Student support in distance learning (only relevant and an Asterisk Criterion)              |             |                              |                            |                                    | X    |

|                                                    | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|----------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| for blended-learning/distance learning programmes) |             |                              |                            |                                    |      |

## 4.2 Programme management

### Programme Director (Asterisk Criterion)

#### **Financial Economics**

The FE programme is managed through a structured system comprising three key roles: Programme Director, Programme Coordinator, and Academic Advisor. The Programme Director oversees both academic and organisational aspects, ensuring the curriculum's quality, relevance, and alignment with NEU's institutional goals. They coordinate faculty, manage resources and the programme budget, update the curriculum, supervise teaching staff, and ensure compliance with accreditation standards. The Programme Coordinator focuses on student-related processes, including overseeing admissions and progression, explaining academic policies, and facilitating communication between students, faculty, and administration. Programme management is supported by NEU's general services, including administrative staff, student support services, marketing and admissions teams, and academic departments. Coordination is maintained through regular meetings, committees for specific tasks, and a clear chain of responsibilities, ensuring the programme operates efficiently and meets both academic and student development goals.

#### **Finance and Banking, Finance and Investment and Financial Technology**

The Dean of SBF serves as the Programme Director, overseeing all aspects of the programme, including academic, pedagogical, didactical, social, and ethical quality, while also guiding the professional development of lecturers and administrative staff to ensure smooth and effective programme operation. The Dean's responsibilities include managing strategies and plans with lecturers and faculty to design and annually revise the curriculum, ensuring high-quality programmes aligned with learning outcomes and labour market demands.

The Dean participates in admissions counselling and collaborates with departments to provide programme-related information to society. Regularly receiving updates from department heads and programme coordinators, the Dean addresses issues efficiently, meets with staff to revise syllabi, and develops programme content. Additional responsibilities include supervising and appraising the performance of lecturers and administrative staff, approving reports for various management levels required by NEU, and coordinating with departments on recruitment, training, research, and career guidance. The Programme Director is supported by NEU office staff and functional departments, such as the Research Management Department, which facilitates research activities for teachers and students, and the Training Management Department, which assists with course registration, scheduling, student achievement tracking, and graduation ceremonies.

#### **Financial Planning**

The AEP oversees the organisation and management of the training process, with academic guidance from the SBF. The Programme Management Board, which includes NEU's President

and relevant functional departments, ensures the effective development and implementation of the programme. The Dean of AEP, supported by two Vice Deans, coordinates the activities of all AEP staff involved in running the programme. A dedicated programme coordinator assists the Dean by managing study schedules, arranging lectures and tutoring, organising exams, and monitoring students' academic progress. Meanwhile, SBF contributes to the design of the programme and to the development and review of its curriculum.

## **Process organisation and administrative support for students and faculty**

### **Financial Economics**

Administrative support at NEU is organised to ensure both students and lecturers receive comprehensive assistance. For students, dedicated services include a Faculty Assistant, an Official Paper Assistant, and an Academic Advisor. The Faculty Assistant, with a master's degree and ten years of experience, helps with scheduling, course registration, and exam timetables, frequently communicating through the programme's Facebook page. The Official Paper Assistant manages official documents, including transcripts, diplomas, and enrolment verifications, also providing updates via social media.

The Academic Advisor supports students on academic, research, personal, and career-related issues, communicating through both the Facebook page and Zalo group. New students are introduced to these services during orientation week, supported by handbooks, guides, and maps, while the university website provides comprehensive information on available services and contact details. For lecturers, administrative support includes assigning and preparing classrooms, distributing and preparing printed materials such as syllabi and exam papers, and ensuring the availability of technical equipment like projectors and computers.

NEU also provides professional development opportunities for administrative staff, including IT and language courses, workshops on management and teaching methods, professional certifications, and study or internship programs abroad in countries such as Australia, New Zealand, and Germany. This structured system ensures effective support, smooth operations, and continuous staff development.

### **Finance and Banking, Finance and Investment and Financial Technology**

The organisation and management of programmes at SBF are led by the Programme Director, who ensures effective programme administration in accordance with university regulations. This process is supported by SBF administrative staff and NEU functional departments, such as the Training Management and Research Management Departments. The Programme Director oversees the collection, processing, and reporting of programme-related information to the General Executive Board and coordinates annual programme planning.

Support for students and lecturers is provided on three levels: university, department, and school. At the university level, functional departments assist with administrative issues (One Gate Office), learning resources (Library and Information Centre), political and student affairs, mental health (clinic), career guidance (NEU Career Centre), and personal development activities (Youth Union). NEU also offers short courses, workshops, and international publication support for lecturers. Mechanisms such as the Sharing Box and the annual "Student Dialogue" allow students to provide feedback and suggestions to improve support services.

At the department level, functional departments such as the Examinations and Academic Quality Assurance Department and the Political and Student Affairs Office monitor teaching and learning, ensuring integrity, fairness, and regulatory compliance. Students and lecturers are actively involved in setting, reviewing, and updating training programmes, with annual surveys informing curriculum improvements, including the addition of modules suggested by learners and graduates.

At the school level, two administrative staff members provide guidance on procedures and assist students and lecturers in addressing issues related to other departments. Staff receive regular training in IT and soft skills to ensure high-quality service. Each class is assigned an academic advisor who monitors academic progress, provides guidance on programme content and requirements, participates in field trips, maintains evaluation records, and reports feedback to the Programme Director. Advisors are available both offline and online, and students can contact administrative staff at any time.

### **Financial Planning**

AEP has developed procedures for all administrative support for students and faculty. Each inquiry, whether from students or faculty, is analysed, and all tasks are then defined in response.

### **Appraisal:**

The programme director coordinates the activities of everyone involved in the programme and ensures that the programme runs smoothly.

Faculty members and students are supported by the administration in organising the study programme. Sufficient administrative staff is available. Decision-making processes, authority, and responsibilities are clearly defined. Teachers and students are included in decision-making processes that involve their areas of work.

The opportunities of electronic service support are used to supplement personal one-to-one counselling. The HEI offers the administrative staff opportunities for continuous professional development.

|                                                                                | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|--------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.2 Programme management                                                       |             |                              |                            |                                    |      |
| 4.2.1* Programme Director (Asterisk Criterion)                                 |             |                              | X                          |                                    |      |
| 4.2.2 Process organisation and administrative support for students and faculty |             |                              | X                          |                                    |      |

## **4.3 Cooperation and partnerships**

### **Cooperation with HEIs and other academic institutions or networks (Asterisk Criterion for cooperation programmes)**

### **Financial Economics**

The Faculty of Economics participates in a formal multilateral Cooperation Agreement among ten leading Vietnamese universities in the fields of Economics, Management and Business Administration.

The Cooperation Agreement was signed by the following institutions:

- National Economics University
- University of Economics Ho Chi Minh City
- Foreign Trade University
- Thuongmai University
- Banking Academy of Vietnam
- Academy of Finance
- Academy of Policy and Development
- University of Economics – Hue University
- University of Economics – University of Danang
- University of Economics – Vietnam National University, Hanoi

The Agreement ensures (1) Structured student mobility; (2) Transparent admission procedures; (3) Tuition regulation; (4) Formal credit recognition; (5) Academic quality assurance collaboration; (6) Joint research and academic development

### **Finance and Banking, Finance and Investment and Financial Technology**

SBF actively collaborates with a wide range of higher education and academic institutions to create a vibrant platform for academic activities for both lecturers and students. Each year, SBF hosts the International Conference on Financial Banking in partnership with domestic and international universities, including the National Economics University, Academy of Finance, Banking Academy, La Trobe University, and the University of California, Los Angeles (UCLA).

Since 2018, SBF has established partnerships with Latrobe University (Australia), University of California, Long Beach University (USA), and Asia University (Taiwan), with particularly strong collaboration in research and teaching with Latrobe University and the University of California. Through cooperation with foreign universities such as Long Beach University, University of Waikato (New Zealand), and La Trobe University, NEU can send lecturers abroad for further study in countries including the USA, Canada, and Australia. Notably, the Memorandum of Understanding with La Trobe University marks a strategic milestone for SBF's long-term development in training and education.

### **Financial Planning**

NEU and California State University, Long Beach (CSULB, USA) signed an agreement. CSULB helps NEU update and modernise its programme curricula. The agreement also includes faculty and student exchanges. The programme Financial Planning has been developed based on the programme curriculum of California State University Long Beach (CSULB, USA). The course syllabi are designed in reference to courses in the current programme of CSULB.

### **Cooperation with business enterprises and other organisations (Asterisk Criterion for educational and vocational programmes, franchise programmes)**

### **Financial Economics**

NEU has MoUs and cooperative agreements with organisations such as Military Bank (MB) and Sacombank (STB), facilitating internships, training, and regional and international initiatives. Students benefit through hands-on internship experiences, guest lectures, workshops, and networking opportunities, which provide practical skills, industry insights, and professional connections.

### **Finance and Banking, Finance and Investment and Financial Technology**

SBF maintains extensive collaboration with commercial banks, including the Big Four and other joint-stock banks, as well as associations such as the Vietnam Bankers Association and the Vietnam Insurance Association, securities firms, and insurance companies. NEU, SBF, and partner banks such as VCB, Agribank, Citi Bank, and HSBC annually select top-performing students for internships and scholarships, and many students secure offers through career fairs. SBF also collaborates with professional organisations, including the Ministry of Finance (MOF), the State Bank of Vietnam (SBV), and the State Securities Commission (SSC), to offer courses, seminars, and workshops. Lecturers also engage in short-term courses and seminars organised by the Ministry of Finance, State Bank of Vietnam, and other organisations, and SBF is occasionally invited to train employees of leading banks. Beyond training, SBF conducts commissioned research projects for the Hanoi People's Committee, the State Bank of Vietnam, the Ministry of Finance, the Hanoi Department of Science and Technology, and other financial institutions. Through NEU's alumni network, SBF maintains strong connections with senior leaders in banks and corporations, supporting students with scholarships, internships, practical experience sharing, and participation in expert talk shows.

### **Financial Planning**

NEU, AEP, and SFB have developed wide networks of businesses, enterprises, and other organisations. These include enterprises across various industries, including finance. AEP regularly organises visits for students to these enterprises, during which the students have an opportunity to engage in practical business. Students can seek internships in these enterprises.

## **Appraisal:**

The scope and nature of cooperation with HEI, other academic institutions, and networks relevant for the programme are plausibly presented. The agreements forming the basis of the cooperation are documented. The cooperation is actively pursued and has a clear impact on the conception and implementation of the study programme. All such activities contribute to the development of the students' qualifications and skills.

In case other academic institutions or organisations conduct parts of the study programme, the HEI ensures that the quality standards are met. The panel member **suggests** improving regional cooperation.

The scope and nature of cooperation with business enterprises and other institutions relevant to the programme are plausibly presented. The agreements forming the basis of the cooperation are documented. The cooperation is actively pursued and has a clear impact on the conception and implementation of the study programme. All such activities contribute to the development of the students' qualifications and skills.

In case other organisations conduct parts of the study programme, the HEI ensures that the quality standards are met.

|                                                                                                                                                             | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.3 Cooperation and partnerships                                                                                                                            |             |                              |                            |                                    |      |
| 4.3.1(*) Cooperation with HEIs and other academic institutions or networks (Asterisk Criterion for cooperation programmes)                                  |             |                              | X                          |                                    |      |
| 4.3.2(*) Cooperation with business enterprises and other organisations (Asterisk Criterion for educational and vocational programmes, franchise programmes) |             |                              | X                          |                                    |      |

## 4.4 Facilities and equipment

### Quantity, quality, media and IT equipment of teaching and group rooms (Asterisk Criterion)

#### For all programmes

NEU's campus, located in central Hanoi, spans 123,522 square meters, of which 112,303 are dedicated to teaching and research. The university is equipped with 538 classrooms, offices, laboratories, and multifunctional conference rooms featuring modern facilities. Its library has been recently upgraded, offering seminar and self-study rooms with a capacity of 1,000 readers. The collection includes 12,667 book titles (57,608 copies), 48 journal titles (21,283 copies), thousands of graduate, master's, and doctoral theses, 850 research projects, and 37,750 e-books, along with access to international databases such as IG Publishing, Emerald, ProQuest, Springer, and Elsevier.

NEU emphasises information technology, with 1,131 computers available—500 for office and library use, and 631 for learning and assessment. All faculty and staff have Office 365 accounts, and 40,000 accounts are provided for students. Additional software supports university management, teaching, library operations, and research, with 22 websites and systems facilitating communication and administrative functions. Modern internet infrastructure ensures free access for faculty, students, and visitors.

The university is also developing smart classrooms equipped with advanced technology to support online connectivity, real-time lectures, and innovative teaching methods. These facilities support research, teaching, and learning across all programmes. The Faculty of Economics has seven dedicated working rooms, totalling 466 m<sup>2</sup>, including meeting and faculty workspace, located on the eighth floor of the A1 building.

### Access to literature (Asterisk Criterion)

#### For all programmes

All students have full access to course materials, including printed copies and e-books provided by the university library. They can also consult a wide range of specialised books, newspapers, and magazines to support their learning. The library updates its collections

annually based on programme requirements and offers regular instruction on using library resources effectively. Efforts include expanding Vietnamese-language resources, professionally processing periodicals, theses, and research projects, and announcing new acquisitions in accordance with replenishment schedules.

Security measures, such as smart locks and routine data backups, are in place. The library is centralising NEU's digital resources and exploring automated library systems with support from the World Bank. Additionally, it promotes materials through initiatives like QR code access, ensuring students can fully utilise its resources for study and research.

**Table 7: Number of documents and textbooks of NEU's library**

| No.   | Document category            | Description                                                                                                                                                | Management software       | Total titles | Total copies |
|-------|------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|--------------|--------------|
| 1     | Print book                   | The list of learning materials printed into books for training at the University, including textbooks, lectures, scientific research works, theses.        | Libol 6.0                 | 54,510       | 153,125      |
| 2     | Print newspapers, magazines  | Newspapers and magazines purchased by NEU are saved from 2010-2014, one copy per title, and from 2015-2017, the full number of publications is available.  | Libol 6.0                 | 48           | 20,754       |
| 3     | E-book                       | The list of electronic books NEU bought from IG Publishing House, Elsevier, Springer                                                                       | Website Level 2 - Library | 10,749       | 10,749       |
| 4     | E-magazine                   | The list of electronic magazines NEU bought from the EMERALD publisher, SAGE publisher                                                                     | Website Level 2 - Library | 1,392        | 1,392        |
| 5     | E-book from ProQuest Central | Database NEU bought from ProQuest Central with 148 topics covering all the fields, training specialisations, and science research topics of the university | Website Level 2 - Library | 26,987       | 26,987       |
| 6     | Internal E-book              | These are the publications of theses and dissertations digitised by the Library.                                                                           | Dspace                    | 4,472        | 4,472        |
| Total |                              |                                                                                                                                                            |                           | 146,11       | 217,479      |

## Appraisal:

Since the online conference was held, the panel was unable to visit the University in person. Therefore, the panel was provided with descriptions of the University's premises and facilities and based their assessment on this evidence. Based on that information, the provided teaching rooms and learning facilities equipment appear to be aligned with the needs of the study programmes.

The quantity, quality, media, and IT facilities in the teaching rooms meet the programme's standards, even taking into account the resource needs of other study programmes. The rooms are fully equipped for students with disabilities and provide barrier-free access. Access to the internet via wireless LAN is free. A sufficient number of group rooms is available.

The library's opening hours adequately account for students' needs. Access to the literature and journals as well as to digital media (e.g. electronic media, databases) is ensured. The literature expressly required for the study programmes is available in the library and is also kept up to date.

|                                                                                                   | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|---------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.4 Facilities and equipment                                                                      |             |                              |                            |                                    |      |
| 4.4.1* Quantity, quality, media and IT equipment of teaching and group rooms (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 4.4.2* Access to literature (Asterisk Criterion)                                                  |             |                              | X                          |                                    |      |

## 4.4 Additional services

### Career counselling and placement service

#### For all programmes

The university actively engages employers, inviting them to share insights on recruitment, work skills, and job-hunting strategies. Internship opportunities facilitated through faculty and school connections often lead directly to employment. NEU tracks graduate outcomes through annual surveys to evaluate the effectiveness of these support measures. The NEU Career Centre provides ongoing career guidance, professional internships, and organises job fairs featuring real recruitment needs. Students receive practical support in resume writing, interview skills, and workplace communication, while participation in professional exams is encouraged to enhance career prospects.

### Alumni Activities

#### For all programmes

The NEU alumni network actively engages members through a variety of initiatives. Networking events, reunions, and social gatherings connect alumni with each other and with current students. Career development is supported through workshops, seminars, mentoring programmes, and career fairs featuring alumni-owned businesses. Social and cultural activities, including community service projects and annual golf tournaments, foster a sense of community. Distinguished alumni are invited to deliver guest lectures and participate in panel discussions, sharing their expertise and experiences. The network also organises fundraising campaigns to support scholarships, research, and university projects, while maintaining online platforms and social media groups to facilitate ongoing communication.

### Appraisal:

Career counselling and placement services are offered to the students and graduates to promote their employability. The HEI provides sufficient resources.

An alumni organisation has been established to build an alumni network. The panel members **suggest** strengthening and further developing the alumni organisation.

|       |                                          | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|-------|------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.5   | Additional services                      |             |                              |                            |                                    |      |
| 4.5.1 | Career counselling and placement service |             |                              | X                          |                                    |      |
| 4.5.2 | Alumni Activities                        |             |                              | X                          |                                    |      |

## 4.5 Financing of the study programme (Asterisk Criterion)

### **Financial Economics**

The FE programme's implementation plan is designed with a structured enrolment strategy, targeting a maximum of 120 students per year across two classes. Tuition fees fully cover the programme's operational costs, making it financially self-sustaining without the need for external funding or cross-subsidies. If enrolment falls below the required threshold, the programme may be closed, highlighting the importance of sufficient student numbers. NEU guarantees that all enrolled students have the resources and support necessary to complete the programme, including faculty, courses, and administrative assistance. Additionally, alternative arrangements, such as credit transfers to similar programmes, are available to ensure students can finish their studies without disruption.

### **Finance and Banking, Finance and Investment and Financial Technology**

The State budget funds the university's capital investment. Students' tuition fees are used to fund regular expenses such as facilities, IT, student support, the library, security, faculty and direct classroom expenses, among others. The total tuition fee of the BFB programme amounts to VND 71.8 million (about EUR 2,330), while BFT and BFI programmes cost VND 184 million (about EUR 5,970) each.

### **Financial Planning**

The programme is funded by students' tuition fees. The tuition fees are made public so that every student is aware of the programme's financial requirements before entering. NEU's Finance and Accounting Department is responsible for verifying students' tuition fee payments each semester and sending the verification results to AEP.

## Appraisal:

The income related to the programmes ensures that each cohort of students starting within the accreditation period can complete the study programme.

|      |                                                       | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|------|-------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.6* | Financing of the study programme (Asterisk Criterion) |             |                              | X                          |                                    |      |



## 5. Quality assurance and documentation

### 5.1 Quality assurance and quality development with respect to contents, processes and outcomes (Asterisk Criterion)

#### **Financial Economics**

The quality assurance of the FE programme is a central focus for the Programme Management Board, the Faculty of Economics, and NEU, and is implemented in accordance with MOET and NEU regulations and aligned with international standards, including the Asian University Network Quality Assurance (AUN-QA) and other American and European frameworks. NEU's quality management operates at two levels: the university and the faculty.

At the university level, the Quality Assurance Council advises and monitors the development of quality assurance strategies and plans, while the Department of Quality Assurance and Accreditation provides guidance on objectives, policies, processes, and regulations across all educational activities. The council convenes every two years and holds extraordinary sessions as needed, operating on democratic principles.

At the faculty level, Quality Assurance Units develop and implement assessment plans to ensure compliance with NEU and Circular 17/2021/TT-BGDDT regulations. Annual evaluations cover teaching methods, academic performance, lecturers and support staff, facilities, technology, educational resources, programme objectives, expected learning outcomes, and course content. The system follows the Plan-Do-Check-Act (PDCA) cycle, promoting continuous improvement and stakeholder confidence in programme quality.

Stakeholders actively contribute to quality assurance through surveys, meetings, and direct dialogue, providing feedback on syllabi, curriculum, and learning outcomes. The Department of Educational Testing and Quality Assurance compiles and analyses this feedback to guide adjustments. Faculty meetings discuss programme outcomes, teaching methods, and assessment approaches, and share best practices, with lecturers involved both directly in course preparation and indirectly through the Science Council in programme formulation.

Once revisions are completed, the updated training programme descriptions are made publicly available on the Faculty and NEU websites. The programme coordinator plays a key role in ensuring these processes are implemented effectively, supporting the ongoing development and quality assurance of the FE programme.

#### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes, primarily taught and managed by lecturers from SBF and other NEU faculties, share common approaches to quality assurance and development across content, processes, and outcomes. NEU adheres to MOET standards as well as globally recognised models such as the Asian Universities Network Quality Assurance (ANU\_QA), and it received institutional accreditation from FIBAA in March 2024. Quality management at NEU operates on two levels—university and faculty/department—using a Plan-Do-Check-Act (PDCA) cycle.

At the university level, the Quality Assurance Council oversees strategic planning and quality assurance, while the Examinations and Academic Quality Assurance Department recommends policies, objectives, and procedures to ensure high-quality instruction. At the SBF

level, the Quality Assurance Unit develops and implements academic quality assurance plans, including assessment. Annual programme reviews, mandated by Circular No. 17/2021/TT-BGDDT and NEU regulations, evaluate teaching methods, learning outcomes, faculty, facilities, technology, resources, programme objectives, and materials.

SBF enhances quality through collaborations with domestic and international educational, research, and business organisations, facilitating joint research, exchanges, and other academic activities. Transparency and public disclosure are prioritised, with strategies, plans, policies, and assessment reports widely shared to foster trust and stakeholder engagement.

### **Financial Planning**

NEU adheres to quality standards set by the MOET and aligns with international models, including the Asian University Network Quality Assurance (AUN QA), as well as American and European standards. Its quality management system operates on two levels: university and departmental. At the university level, the Quality Assurance Council monitors and advises on strategies, objectives, policies, and processes for educational quality, in collaboration with the Department of Quality Assurance and Accreditation. At the departmental level, AEP is supported by the Department of Quality Assurance and Accreditation. Regular evaluations cover teaching methods, academic assessments, lecturers and support staff, facilities, technology, resources, programme objectives, learning outcomes, and content. This process follows the Plan-Do-Check-Act cycle, ensuring continuous quality improvement and stakeholder confidence.

## **5.2 Instruments of quality assurance**

### **Evaluation by students**

#### **Financial Economics**

For the FE programme, most courses (1–14 subjects) are evaluated by the Department of Testing and Educational Quality Assurance, while the Faculty of Economics conducts other evaluations. Course evaluations assess whether objectives and learning outcomes align with teaching content and methods, the adequacy of facilities and materials, and overall student satisfaction. Surveys on the programme structure are conducted before graduation, focusing on the programme's objectives, learning outcomes, curriculum, workload, and the knowledge and skills acquired. The results inform periodic reviews and updates of the training programmes.

Student assessment follows a structured process: evaluation tools and criteria are developed using standardised forms; a regular schedule for evaluations is set, typically at the end of each term; students are informed about the evaluation process, its purpose, and how feedback will be used. Evaluations are conducted through the university's system, with the IT department uploading forms for student input. Data is collected, analysed, and shared with lecturers and the programme management board, with individual course results sent directly to lecturers.

Outcomes are communicated to students through summaries and in-class or email presentations. Based on the feedback, faculty and staff discuss necessary improvements and implement action plans to enhance courses and teaching methods. This systematic approach

ensures that student evaluations are conducted regularly, effectively communicated, and actively used to improve the educational experience.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes, primarily taught and managed by lecturers from SBF and other NEU faculties, share a systematic approach to student evaluation. Students play a central role in shaping and improving the programmes, directly influencing educational outcomes. Their feedback is collected through two main channels: online surveys and direct dialogues with representatives from SBF and NEU. Each year, the Examinations and Academic Quality Assurance Department distributes online evaluation forms via the Human Resources Management System, covering programme learning outcomes, course outlines, and specific course content. Additionally, at the end of each semester, students participate in direct dialogues with academic advisors, department heads, or SBF leadership to discuss training programmes, research, facilities, student management, pedagogical culture, and other relevant topics. Feedback is recorded to inform curriculum evaluation, lecturer performance, and the adequacy of school facilities. Student input guides annual adjustments to curricula and individual courses, with updated curricula and syllabi published on the SBF and NEU websites before each semester.

### **Financial Planning**

Students play a vital role in maintaining and enhancing the quality of education at AEP. For course evaluations, students assess whether the objectives and learning outcomes align with the teaching content and methods, and provide feedback on the adequacy of facilities and study materials, as well as overall satisfaction. These results inform course reviews and updates.

For programme evaluations, graduating students complete surveys addressing programme objectives, learning outcomes, curriculum structure, workload, and acquired knowledge and skills. The findings are used to review and improve the programme. Additionally, annual surveys are conducted at all levels to comprehensively assess the quality of higher education services. The results support the university's quality assurance processes and are reported to the MOET.

### **Evaluation by faculty**

#### **Financial Economics**

The Programme Management Board collects feedback from lecturers through questionnaires, either administered directly or via email, focusing on programme learning outcomes, curriculum structure and content, teaching methods, class organisation, and related factors. The responses are analysed by the Programme Management Board, particularly the training assistants, to evaluate the programme, student learning activities, and course-specific support.

Following the analysis, the Board conducts joint assessments and proposes solutions to address identified issues. Feedback is also exchanged and discussed during faculty meetings and scientific activities to support continuous programme improvement. Lecturers can provide direct comments to the Programme Management Board, which responds promptly. The results and any proposed adjustments are communicated to lecturers through one-on-one meetings with the Dean of the Faculty or the Programme Coordinator, ensuring individual feedback is addressed and implemented effectively.

### **Finance and Banking, Finance and Investment and Financial Technology**

Each semester, departments engage in scholarly activities to review course content, teaching methods, and assessment approaches to ensure alignment with programme outcomes and student learning achievements. Outcomes from these discussions are meticulously documented in meeting minutes, which department heads analyse and distribute to the university-level academic council, the scientific affairs department, and faculty. Lecturers communicate course details to students at the start of each module and upload syllabi to the LMS. SBF also conducts annual faculty evaluations to assess teaching quality and curriculum content, with survey results and improvement strategies shared at the end of each academic year. For the BFI and BFT programmes, updated course syllabi, teaching approaches, and evaluation methods are reviewed with programme coordinators before each semester. Faculty members participate in seminars and training sessions to enhance expertise, while course tutors provide ongoing feedback on content, teaching, and assessment throughout the year.

### **Financial Planning**

The lecturer of each course gives feedback on the course by the end of the course. The survey is designed in Microsoft Forms and includes questions about the students taking the course, teaching facilities, and support from the programme coordinator. The feedback is then synthesised and reported to the Dean and the Programme Management Board for programme improvement.

### **External evaluation by alumni, employers and third parties**

#### **Financial Economics**

The Faculty of Economics systematically gathers external evaluations from alumni and employers through surveys and seminars. Feedback on the programme is documented in seminar minutes and reviewed by the Programme Management Board, while employer survey forms are prepared by the Board. The Dean considers this feedback to determine necessary improvements, and the Quality Assurance Office ensures that the evaluation results are thoroughly analysed and aligned with programme standards and objectives.

Detailed reports summarising evaluation results and the measures taken are prepared and shared with external stakeholders, often through newsletters, highlighting key findings and outlining actions for improvement. Employers and alumni are regularly invited to seminars, job fairs, and career orientation events, providing opportunities to discuss the programme, teaching methods, and related activities. By involving external stakeholders in evaluations and maintaining transparent communication, the Faculty leverages their insights and support to continuously enhance the quality, relevance, and effectiveness of the FE programme.

### **Finance and Banking, Finance and Investment and Financial Technology**

The three programmes, primarily taught and managed by lecturers from SBF and other NEU faculties, actively incorporate external evaluation from alumni, employers, and third parties. Recognising that human resources are crucial to business performance, SBF places strong emphasis on stakeholder feedback to enhance academic quality. The training programmes are reviewed biennially, taking into account NEU's vision, mission, strategic orientations, market needs, and input from external stakeholders, in compliance with MOET regulations.

SBF conducts online surveys for alumni, gathering information on their current employment, workplace relevance, usefulness of foundation and professional modules in areas such as

Math, English, Technology, and Banking and Finance, as well as their satisfaction with the Fintech training, teaching quality, and programme support. Survey results are promptly communicated to alumni via official channels. In addition, SBF regularly organises seminars with employers to gather feedback on improving its English-speaking bachelor programmes and ensuring alignment with labour market requirements. Discussions and viewpoints from these meetings are carefully recorded by the SBF Board of Directors.

### **Financial Planning**

AEP and SBF plan to invite alumni, employers and third parties (e.g., finance associations and financial profession associations) to participate in evaluating the programme regarding the programme objectives, programme learning outcomes and learners' capabilities. The evaluation will be used for reviewing and redesigning the programme in order to best meet the expectations of learners and employers.

## **5.3 Programme documentation**

### **Programme description (Asterisk Criterion)**

#### **Financial Economics**

The FE programme is officially governed by the university's decision to run the programme, with all course outlines approved by the university. Comprehensive information about the programme is publicly available on the Faculty of Economics' website, and prospective students or parents can also consult training assistants for detailed guidance. The programme framework, along with updates on university training activities, is regularly published on NEU's website, the Faculty's site, its social media pages, and through Student Union channels.

Printed brochures and flyers are distributed during open days, education fairs, and outreach events to provide concise overviews of the study programme. Each semester's study plan is available on NEU's website at the start of the academic year, while individual course schedules are reported through the university's management system, accessible via lecturers' and students' accounts. This system provides detailed information on course timetables, lecture halls, semester start and end dates, and student lists. Training assistants also communicate study plans, timetables, and other relevant information directly to lecturers and students via email or through academic advisors, ensuring full access to necessary programme details.

#### **Finance and Banking, Finance and Investment and Financial Technology**

The programme curricula are carefully developed, formally documented, and approved by NEU's President, with biennial reviews conducted by the University's Scientific Council. Before each semester, NEU and SBF provide students with detailed information, including the curriculum, examination plans, and programme guidelines, which are regularly updated on the NEU websites. Prior to each course, lecturers clearly communicate course requirements, evaluation criteria, and examination regulations, which are also accessible in the SBF student handbook provided at enrolment. To enhance the student experience, NEU has created a "Living Room" on campus, offering essential resources such as the official website for updates on activities, the SBF Office for inquiries about student events, and the SBF Student Union Executive Committee for guidance on student activities and events.

## **Financial Planning**

Information about the programme, such as programme description, programme curriculum, admission, and study regulations, is available at NEU and AEP's websites. Information about the programme, Financial Planning, is made available for the public on AEP's website.

## **Information on activities during the academic year**

### **For all programmes**

Other activities during the academic year will include general activities for students of NEU, such as citizen activities at the beginning of the course, class meetings at the beginning of the course, studies on national defence education, medical examinations, and getting feedback from students on teaching operations each semester. All of these will be published on the NEU's website and academic advisor channels before the event or activity occurs. In addition, activities implemented by the Faculties will be announced on the Faculty's website and fanpage. This will be the fastest way to get information to students. All activities that take place during the academic year will be reflected in the study plan of each school year. After implementing these activities, the programme will summarise, evaluate, and draw lessons in the year-end report of the programme.

## **Appraisal:**

A quality assurance and development procedure has been established that systematically and continuously monitors and improves the programme's quality with respect to its content, processes, and outcomes. It takes into account the evaluation results and the analysis on student workload, success rate, and graduate employment, as well as the profile of the student population. Faculty members and students serve on the respective committees to plan and assess quality assurance and development procedures. Responsibilities are clearly defined. However, the panel members noted a need for a more secure environment for student feedback and, therefore, **recommend** ensuring that all surveys are fully anonymous and strengthening student voices by more actively involving students and the student union in discussions on the further development of the programmes.

Student evaluations are conducted regularly in accordance with a prescribed procedure; the outcomes are communicated to students and inform the quality development process.

Quality control by the faculty is conducted regularly and in accordance with a prescribed procedure; the outcomes are communicated and used to inform the quality development process.

An external evaluation is carried out regularly and in accordance with a prescribed procedure; the outcomes are communicated and provide input to the quality development process.

The study programmes' content, curriculum, and examination scheme have been suitably documented and published (e.g., course plan and exam regulations).

The HEI regularly publishes current news and information – both quantitative and qualitative – about the study programme.

|        |                                                                                                                 | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|--------|-----------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 5.1*   | Quality assurance and quality development with respect to contents, processes and outcomes (Asterisk Criterion) |             |                              | X                          |                                    |      |
| 5.2    | Instruments of quality assurance                                                                                |             |                              |                            |                                    |      |
| 5.2.1  | Evaluation by students                                                                                          |             |                              | X                          |                                    |      |
| 5.2.2  | Evaluation by faculty                                                                                           |             |                              | X                          |                                    |      |
| 5.2.3  | External evaluation by alumni, employers and third parties                                                      |             |                              | X                          |                                    |      |
| 5.3    | Programme documentation                                                                                         |             |                              |                            |                                    |      |
| 5.3.1* | Programme description (Asterisk Criterion)                                                                      |             |                              | X                          |                                    |      |
| 5.3.2  | Information on activities during the academic year                                                              |             |                              | X                          |                                    |      |

# Quality profile

HEI: National Economics University, Vietnam

## Bachelor / Master programme:

1. Financial Economics
2. Finance and Banking
3. Finance and Investment
4. Financial Technology
5. Financial Planning

|          |                                                                                                                      | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|----------|----------------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| <b>1</b> | <b>Objectives</b>                                                                                                    |             |                              |                            |                                    |      |
| 1.1*     | Objectives of the study programme (Asterisk Criterion)                                                               |             |                              | X                          |                                    |      |
| 1.2*     | International orientation of the study programme design (Asterisk Criterion)                                         |             |                              | X                          |                                    |      |
| 1.3      | Positioning of the study programme                                                                                   |             |                              |                            |                                    |      |
| 1.3.1    | Positioning of the study programme in the educational market                                                         |             |                              | X                          |                                    |      |
| 1.3.2    | Positioning of the study programme on the job market for graduates („Employability“)                                 |             |                              | X                          |                                    |      |
| 1.3.3    | Positioning of the study programme within the HEI's overall strategic concept                                        |             |                              | X                          |                                    |      |
| <b>2</b> | <b>Admission</b>                                                                                                     |             |                              |                            |                                    |      |
| 2.1*     | Admission requirements (Asterisk Criterion)                                                                          |             |                              | X                          |                                    |      |
| 2.2      | Counselling for prospective students                                                                                 |             |                              | X                          |                                    |      |
| 2.3*     | Selection procedure (if relevant)                                                                                    |             |                              | X                          |                                    |      |
| 2.4(*)   | Professional experience (if relevant; Asterisk Criterion for master programmes that require professional experience) |             |                              |                            |                                    | X    |
| 2.5*     | Ensuring foreign language proficiency (Asterisk Criterion)                                                           |             |                              |                            | X                                  |      |
| 2.6*     | Transparency and documentation of admission procedure and decision (Asterisk Criterion)                              |             |                              | X                          |                                    |      |
| <b>3</b> | <b>Contents, structure and didactical concept</b>                                                                    |             |                              |                            |                                    |      |
| 3.1      | Contents                                                                                                             |             |                              |                            |                                    |      |
| 3.1.1*   | Logic and conceptual coherence (Asterisk Criterion)                                                                  |             |                              | X                          |                                    |      |
| 3.1.2*   | Rationale for degree and programme name (Asterisk Criterion)                                                         |             |                              | X                          |                                    |      |
| 3.1.3*   | Integration of theory and practice (Asterisk Criterion)                                                              |             |                              | X                          |                                    |      |
| 3.1.4    | Interdisciplinary thinking                                                                                           |             |                              | X                          |                                    |      |
| 3.1.5    | Ethical aspects                                                                                                      |             |                              | X                          |                                    |      |
| 3.1.6*   | Methods and scientific practice (Asterisk Criterion)                                                                 |             |                              | X                          |                                    |      |
| 3.1.7*   | Examination and final thesis (Asterisk Criterion)                                                                    |             |                              | X                          |                                    |      |

|          |                                                                                                                                  | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|----------|----------------------------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 3.2      | Structure                                                                                                                        |             |                              |                            |                                    |      |
| 3.2.1*   | Modular structure of the study programme (Asterisk Criterion)                                                                    |             |                              | X                          |                                    |      |
| 3.2.2*   | Study and exam regulations (Asterisk Criterion)                                                                                  |             |                              |                            | X                                  |      |
| 3.2.3*   | Feasibility of study workload (Asterisk Criterion)                                                                               |             |                              | X                          |                                    |      |
| 3.2.4    | Equality of opportunity                                                                                                          |             |                              | X                          |                                    |      |
| 3.3      | Didactical concept                                                                                                               |             |                              |                            |                                    |      |
| 3.3.1*   | Logic and plausibility of the didactical concept (Asterisk Criterion)                                                            |             |                              | X                          |                                    |      |
| 3.3.2*   | Course materials (Asterisk Criterion)                                                                                            |             |                              | X                          |                                    |      |
| 3.3.3    | Guest lecturers                                                                                                                  |             |                              | X                          |                                    |      |
| 3.3.4    | Lecturing tutors                                                                                                                 |             |                              | X                          |                                    |      |
| 3.4      | Internationality                                                                                                                 |             |                              |                            |                                    |      |
| 3.4.1*   | International contents and intercultural aspects (Asterisk Criterion)                                                            |             |                              | X                          |                                    |      |
| 3.4.2    | Internationality of the student body                                                                                             |             |                              | X                          |                                    |      |
| 3.4.3    | Internationality of faculty                                                                                                      |             |                              |                            | X                                  |      |
| 3.4.4    | Foreign language contents                                                                                                        |             |                              | X                          |                                    |      |
| 3.5*     | Multidisciplinary competences and skills (Asterisk Criterion)                                                                    |             |                              | X                          |                                    |      |
| 3.6*     | Skills for employment / Employability (Asterisk Criterion)                                                                       |             |                              | X                          |                                    |      |
| 4.       | Academic environment and framework conditions                                                                                    |             |                              |                            |                                    |      |
| 4.1      | Faculty                                                                                                                          |             |                              |                            |                                    |      |
| 4.1.1*   | Structure and quantity of faculty in relation to curricular requirements (Asterisk Criterion)                                    |             |                              | X                          |                                    |      |
| 4.1.2*   | Academic qualification of faculty (Asterisk Criterion)                                                                           |             |                              |                            | X                                  |      |
| 4.1.3*   | Pedagogical / didactical qualification of faculty (Asterisk Criterion)                                                           |             |                              | X                          |                                    |      |
| 4.1.4    | Practical business experience of faculty                                                                                         |             |                              | X                          |                                    |      |
| 4.1.5*   | Internal cooperation (Asterisk Criterion)                                                                                        |             |                              | X                          |                                    |      |
| 4.1.6*   | Student support by the faculty (Asterisk Criterion)                                                                              |             |                              | X                          |                                    |      |
| 4.1.7(*) | Student support in distance learning (only relevant and an Asterisk Criterion for blended-learning/distance learning programmes) |             |                              |                            |                                    | X    |
| 4.2      | Programme management                                                                                                             |             |                              |                            |                                    |      |
| 4.2.1*   | Programme Director (Asterisk Criterion)                                                                                          |             |                              | X                          |                                    |      |
| 4.2.2    | Process organisation and administrative support for students and faculty                                                         |             |                              | X                          |                                    |      |
| 4.3      | Cooperation and partnerships                                                                                                     |             |                              |                            |                                    |      |

|          |                                                                                                                                                    | Exceptional | Exceeds quality requirements | Meets quality requirements | Does not meet quality requirements | n.r. |
|----------|----------------------------------------------------------------------------------------------------------------------------------------------------|-------------|------------------------------|----------------------------|------------------------------------|------|
| 4.3.1(*) | Cooperation with HEIs and other academic institutions or networks (Asterisk Criterion for cooperation programmes)                                  |             |                              | X                          |                                    |      |
| 4.3.2(*) | Cooperation with business enterprises and other organisations (Asterisk Criterion for educational and vocational programmes, franchise programmes) |             |                              | X                          |                                    |      |
| 4.4      | Facilities and equipment                                                                                                                           |             |                              |                            |                                    |      |
| 4.4.1*   | Quantity, quality, media and IT equipment of teaching and group rooms (Asterisk Criterion)                                                         |             |                              | X                          |                                    |      |
| 4.4.2*   | Access to literature (Asterisk Criterion)                                                                                                          |             |                              | X                          |                                    |      |
| 4.5      | Additional services                                                                                                                                |             |                              |                            |                                    |      |
| 4.5.1    | Career counselling and placement service                                                                                                           |             |                              | X                          |                                    |      |
| 4.5.2    | Alumni Activities                                                                                                                                  |             |                              | X                          |                                    |      |
| 4.6*     | Financing of the study programme (Asterisk Criterion)                                                                                              |             |                              | X                          |                                    |      |
| 5        | Quality assurance and documentation                                                                                                                |             |                              |                            |                                    |      |
| 5.1*     | Quality assurance and quality development with respect to contents, processes and outcomes (Asterisk Criterion)                                    |             |                              | X                          |                                    |      |
| 5.2      | Instruments of quality assurance                                                                                                                   |             |                              |                            |                                    |      |
| 5.2.1    | Evaluation by students                                                                                                                             |             |                              | X                          |                                    |      |
| 5.2.2    | Evaluation by faculty                                                                                                                              |             |                              | X                          |                                    |      |
| 5.2.3    | External evaluation by alumni, employers and third parties                                                                                         |             |                              | X                          |                                    |      |
| 5.3      | Programme documentation                                                                                                                            |             |                              |                            |                                    |      |
| 5.3.1*   | Programme description (Asterisk Criterion)                                                                                                         |             |                              | X                          |                                    |      |
| 5.3.2    | Information on activities during the academic year                                                                                                 |             |                              | X                          |                                    |      |

# Appendix

## Overview of curricula

**Table 8: Curriculum - Bachelor of Financial Economics programme**

| Module No. | Course name                                          | Compulsory or elective | National Credit Points per Semester |   |   |   |   |   |   |   | Workload       |                  | Method of Teaching<br>i.e. lecture course, seminar |
|------------|------------------------------------------------------|------------------------|-------------------------------------|---|---|---|---|---|---|---|----------------|------------------|----------------------------------------------------|
|            |                                                      |                        | 1                                   | 2 | 3 | 4 | 5 | 6 | 7 | 8 | Hours in Class | Hours Self-Study |                                                    |
| 1          | Philosophy of Marxism-Leninism                       | Compulsory             | 3                                   |   |   |   |   |   |   |   | 45             | 90               | Lecture course                                     |
| 1,1        | Introduction to the fundamentals of Marxism-Leninism |                        |                                     |   |   |   |   |   |   |   | 13             | 26               |                                                    |
| 1,2        | Dialectical materialism                              |                        |                                     |   |   |   |   |   |   |   | 10             | 20               |                                                    |
| 1,3        | Materialist dialectics                               |                        |                                     |   |   |   |   |   |   |   | 10             | 20               |                                                    |
| 1,4        | Historical materialism                               |                        |                                     |   |   |   |   |   |   |   | 10             | 20               |                                                    |
|            | Midterm exam                                         |                        |                                     |   |   |   |   |   |   |   | 2              | 4                |                                                    |
|            |                                                      |                        |                                     |   |   |   |   |   |   |   |                |                  |                                                    |
| 2          | Foreign Language - English 1                         | Compulsory             | 3                                   |   |   |   |   |   |   |   | 45             | 90               | Lecture course                                     |
| 2,1        | Careers                                              |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,2        | Companies                                            |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,3        | Change                                               |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,4        | Organisation                                         |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,5        | Stress                                               |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,6        | Entertaining                                         |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |
| 2,7        | New business                                         |                        |                                     |   |   |   |   |   |   |   | 3              | 6                |                                                    |

|      |                                              |            |   |  |  |  |  |  |  |    |    |                |
|------|----------------------------------------------|------------|---|--|--|--|--|--|--|----|----|----------------|
| 2,8  | Marketing                                    |            |   |  |  |  |  |  |  | 3  | 6  |                |
| 2,9  | Planning                                     |            |   |  |  |  |  |  |  | 3  | 6  |                |
| 2.10 | Managing people                              |            |   |  |  |  |  |  |  | 3  | 6  |                |
| 2,11 | Conflict                                     |            |   |  |  |  |  |  |  | 3  | 6  |                |
| 2,12 | Products                                     |            |   |  |  |  |  |  |  | 3  | 6  |                |
|      | Midterm and Group Presentation               |            |   |  |  |  |  |  |  | 9  | 18 |                |
|      |                                              |            |   |  |  |  |  |  |  |    |    |                |
| 3    | Microeconomics 1                             | Compulsory | 3 |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 3,1  | Overview                                     |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,2  | Supply and Demand                            |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,3  | Elasticity                                   |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,4  | Consumer Theory                              |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,5  | Production Theory                            |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,6  | Market Structures                            |            |   |  |  |  |  |  |  | 8  | 16 |                |
| 3,7  | International Trade                          |            |   |  |  |  |  |  |  | 5  | 10 |                |
| 3,8  | The Role of Government in the Market Economy |            |   |  |  |  |  |  |  | 5  | 10 |                |
|      | Midterm exam                                 |            |   |  |  |  |  |  |  | 2  | 4  |                |
|      |                                              |            |   |  |  |  |  |  |  |    |    |                |
| 4    | Mathematics for Economists                   | Compulsory | 3 |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 4,1  | Linear Algebra                               |            |   |  |  |  |  |  |  | 10 | 20 |                |
| 4,2  | Functions of one Variable                    |            |   |  |  |  |  |  |  | 11 | 22 |                |
| 4,3  | Integration and Its Applications             |            |   |  |  |  |  |  |  | 11 | 22 |                |
| 4,4  | Functions of several Variables               |            |   |  |  |  |  |  |  | 11 | 22 |                |
|      | Midterm exam                                 |            |   |  |  |  |  |  |  | 2  | 4  |                |
|      |                                              |            |   |  |  |  |  |  |  |    |    |                |

|     |                                                                                 |            |   |   |  |  |  |  |  |  |    |    |                |
|-----|---------------------------------------------------------------------------------|------------|---|---|--|--|--|--|--|--|----|----|----------------|
| 5   | Fundamental of Laws                                                             | Compulsory | 3 |   |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 5,1 | The State                                                                       |            |   |   |  |  |  |  |  |  | 10 | 20 |                |
| 5,2 | The Law                                                                         |            |   |   |  |  |  |  |  |  | 10 | 20 |                |
| 5,3 | The Administrative and Criminal Law                                             |            |   |   |  |  |  |  |  |  | 10 | 20 |                |
| 5,4 | The Civil Law and Business Law                                                  |            |   |   |  |  |  |  |  |  | 10 | 20 |                |
|     | Midterm exam & Group Presentation                                               |            |   |   |  |  |  |  |  |  | 5  | 10 |                |
|     |                                                                                 |            |   |   |  |  |  |  |  |  |    |    |                |
|     | Semester 2                                                                      |            |   |   |  |  |  |  |  |  |    |    |                |
| 6   | Political economics of Marxism and Leninism                                     | Compulsory |   | 2 |  |  |  |  |  |  | 30 | 60 | Lecture course |
| 6,1 | Subjects, Research Methods, and Functions of Marxism-Leninism Political Economy |            |   |   |  |  |  |  |  |  | 5  | 10 |                |
| 6,2 | Commodities, Marketsm and Role of Market Participants                           |            |   |   |  |  |  |  |  |  | 5  | 10 |                |
| 6,3 | Productions of Surplus Values in Market Economy                                 |            |   |   |  |  |  |  |  |  | 5  | 10 |                |
| 6,4 | Competition and Monopoly in Market Economy                                      |            |   |   |  |  |  |  |  |  | 5  | 10 |                |
| 6,5 | Socialist-Oriented Market Economy and Economic Interest Relations               |            |   |   |  |  |  |  |  |  | 4  | 8  |                |

|      |                                                                                    |            |  |   |  |  |  |  |  |    |    |                |
|------|------------------------------------------------------------------------------------|------------|--|---|--|--|--|--|--|----|----|----------------|
| 6,6  | Industrialization, Modernization and International Economic Integration of Vietnam |            |  |   |  |  |  |  |  | 4  | 8  |                |
|      | Midterm exam                                                                       |            |  |   |  |  |  |  |  | 2  | 4  |                |
| 7    | Macroeconomics 1                                                                   | Compulsory |  | 3 |  |  |  |  |  | 45 | 90 | Lecture course |
| 7,1  | Measuring a Nation's Income                                                        |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,2  | Measuring the Cost of Living                                                       |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,3  | Production and Growth                                                              |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,4  | Saving, Investment and Financial System                                            |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,5  | Unemployment                                                                       |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,6  | The Monetary System                                                                |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,7  | Money Growth and Inflation                                                         |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,8  | Open-economy Macroeconomics: Basic Concepts                                        |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,9  | Aggregate Demand and Aggregate Supply                                              |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7.10 | The Influence of Monetary and Fiscal Policy on Aggregate Demand                    |            |  |   |  |  |  |  |  | 4  | 8  |                |
| 7,11 | The Short-run Trade-off between Inflation and Unemployment                         |            |  |   |  |  |  |  |  | 3  | 6  |                |

|     |                                             |            |  |   |  |  |  |  |  |  |    |    |                |
|-----|---------------------------------------------|------------|--|---|--|--|--|--|--|--|----|----|----------------|
|     | Midterm exam                                |            |  |   |  |  |  |  |  |  | 2  | 4  |                |
| 8   | Foreign Language-English 2                  | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 8,1 | Brands                                      |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 8,2 | Travel                                      |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 8,3 | Change                                      |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 8,4 | Organisation                                |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 8,5 | Advertising                                 |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 8,6 | Money                                       |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
|     | Midterm exam and Group Presentation         |            |  |   |  |  |  |  |  |  | 9  | 18 |                |
| 9   | Statistics for Economics and Finance        | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 9,1 | Introduction to Statistics                  |            |  |   |  |  |  |  |  |  | 5  | 8  |                |
| 9,2 | Introduction to Statistical Software        |            |  |   |  |  |  |  |  |  | 5  | 8  |                |
| 9,3 | Descriptive Statistics: Tables and Charts   |            |  |   |  |  |  |  |  |  | 5  | 8  |                |
| 9,4 | Descriptive Statistics: Numerical Summaries |            |  |   |  |  |  |  |  |  | 5  | 8  |                |
| 9,5 | Probability and Random Variables            |            |  |   |  |  |  |  |  |  | 5  | 8  |                |
| 9,6 | Sampling Distribution and Estimation        |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 9,7 | Hypothesis Testing                          |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
| 9,8 | Regression Analysis                         |            |  |   |  |  |  |  |  |  | 6  | 12 |                |
|     | Midterm exam                                |            |  |   |  |  |  |  |  |  | 2  | 4  |                |
|     |                                             |            |  |   |  |  |  |  |  |  |    |    |                |

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|-------|-------------------------------------------------------------|------------|--|---|--|--|--|--|--|--|----|----|----------------|
| 10    | Accounting Principles                                       | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | Lecture course |
| 10,1  | Introduction to Financial Accounting                        |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,2  | Further Look at Financial Statements                        |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,3  | The Accounting Information System                           |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,4  | Accrual Accounting Concepts                                 |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,5  | Merchandising Operations and Multiple Step Income Statement |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,6  | Reporting and Analysing Inventory                           |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,7  | Reporting and Analysing Receivables                         |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,8  | Reporting and Analysing Long-term Assets                    |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10,9  | Reporting and Analysing Liabilities                         |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
| 10.10 | Reporting and Analysing Stockholder's Equity                |            |  |   |  |  |  |  |  |  | 4  | 8  |                |
|       | Midterm exam & Group Presentation                           |            |  |   |  |  |  |  |  |  | 5  | 10 |                |
|       |                                                             |            |  |   |  |  |  |  |  |  |    |    |                |
|       | Semester 3                                                  |            |  |   |  |  |  |  |  |  |    |    |                |
| 11    | Scientific Socialism                                        | Compulsory |  | 2 |  |  |  |  |  |  | 30 | 60 | Lecture course |

|      |                                                                               |            |  |  |   |  |  |  |  |    |    |                |
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| 11,1 | Introduction to Scientific Socialism                                          |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,2 | The Historical Mission of the Working Class                                   |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,3 | Socialism and the Transition to Socialism                                     |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,4 | Socialist Democracy and Socialist State                                       |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,5 | Classical Social Structure and Class Alliances in the Transition to Socialism |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,6 | Ethnic and Religious Issues in the Transition to Socialism                    |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 11,7 | Family Issues in the Transition to Socialism                                  |            |  |  |   |  |  |  |  | 4  | 8  |                |
|      | Midterm exam                                                                  |            |  |  |   |  |  |  |  | 2  | 4  |                |
|      |                                                                               |            |  |  |   |  |  |  |  |    |    |                |
| 12   | Foreign Language - English 3                                                  | Compulsory |  |  | 3 |  |  |  |  | 45 | 90 | Lecture course |
| 12,1 | Money                                                                         |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,2 | Culture                                                                       |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,3 | Human Resources                                                               |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,4 | International Market                                                          |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,5 | Business Ethics                                                               |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,6 | Leadership                                                                    |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,7 | Competitive                                                                   |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,8 | Communication                                                                 |            |  |  |   |  |  |  |  | 4  | 8  |                |
| 12,9 | Global Marketing                                                              |            |  |  |   |  |  |  |  | 4  | 8  |                |
|      | Midterm exam and Group Presentation                                           |            |  |  |   |  |  |  |  | 9  | 18 |                |

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|       |                                                      |            |  |  |   |  |  |  |  |  |    |    |                |
| 13    | Monetary and Financial Theories                      | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | Lecture course |
| 13,1  | Introduction                                         |            |  |  |   |  |  |  |  |  | 3  | 6  |                |
| 13,2  | What is Money?                                       |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,3  | An Overview of the Financial System                  |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,4  | The Meaning of Interest Rates                        |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,5  | The Behavior of Interest Rates                       |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,6  | Introduction to Finance and Financial Management     |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,7  | Banking and the Management of Financial Institutions |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,8  | Non-Bank Institutions                                |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,9  | Introduction to the Central Bank                     |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13.10 | The Money Supply Process                             |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
| 13,11 | Monetary Policy                                      |            |  |  |   |  |  |  |  |  | 4  | 8  |                |
|       | Midterm exam                                         |            |  |  |   |  |  |  |  |  | 2  | 4  |                |
|       |                                                      |            |  |  |   |  |  |  |  |  |    |    |                |
| 14    | Econometrics 1                                       | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | Lecture course |
| 14,1  | Introduction                                         |            |  |  |   |  |  |  |  |  | 6  | 12 |                |
| 14,2  | Single Regression Model                              |            |  |  |   |  |  |  |  |  | 6  | 12 |                |

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|------|---------------------------------------|------------|--|--|---|--|--|--|--|----|----|----------------|
| 14,3 | Multiple Regression Model             |            |  |  |   |  |  |  |  | 6  | 12 |                |
| 14,4 | Inference on Regression Model         |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 14,5 | Regression with Dummy Variable        |            |  |  |   |  |  |  |  | 6  | 12 |                |
| 14,6 | Model Specification                   |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 14,7 | Time Series Regression                |            |  |  |   |  |  |  |  | 6  | 12 |                |
|      | Computer Test and Group Assignment    |            |  |  |   |  |  |  |  | 5  | 10 |                |
|      |                                       |            |  |  |   |  |  |  |  |    |    |                |
| 15   | Microeconomics 2                      | Compulsory |  |  | 3 |  |  |  |  | 45 | 90 | Lecture course |
| 15,1 | Economic Models                       |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 15,2 | Demand Theory                         |            |  |  |   |  |  |  |  | 6  | 12 |                |
| 15,3 | Choice under Uncertainty              |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 15,4 | The Theory of the Firm                |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 15,5 | Competition and Monopoly              |            |  |  |   |  |  |  |  | 6  | 12 |                |
| 15,6 | Imperfect Competition                 |            |  |  |   |  |  |  |  | 6  | 12 |                |
| 15,7 | Labor Market                          |            |  |  |   |  |  |  |  | 5  | 10 |                |
| 15,8 | Government in Mixed Economy           |            |  |  |   |  |  |  |  | 5  | 10 |                |
|      | Midterm exam                          |            |  |  |   |  |  |  |  | 2  | 4  |                |
|      |                                       |            |  |  |   |  |  |  |  |    |    |                |
|      | Semester 4                            |            |  |  |   |  |  |  |  |    |    |                |
| 16   | History of Vietnamese Communist Party | Compulsory |  |  | 2 |  |  |  |  | 30 | 60 | Lecture course |

|      |                                                                                                                      |            |  |  |  |   |  |  |  |    |    |                |
|------|----------------------------------------------------------------------------------------------------------------------|------------|--|--|--|---|--|--|--|----|----|----------------|
| 16,1 | The Foundation of the Communist Party of Vietnam and the leads to Seize Power (1930-1945)                            |            |  |  |  |   |  |  |  | 10 | 20 |                |
| 16,2 | The Communist Party of Vietnam led to resistance wars, completed national liberation and reunification (1945-1975)   |            |  |  |  |   |  |  |  | 9  | 18 |                |
| 16,3 | The Communist Party of Vietnam led the country in the transition to socialism and carried out Doi Moi (1975-present) |            |  |  |  |   |  |  |  | 9  | 18 |                |
|      | Midterm exam                                                                                                         |            |  |  |  |   |  |  |  | 2  | 4  |                |
|      |                                                                                                                      |            |  |  |  |   |  |  |  |    |    |                |
| 17   | Foreign Language - English 4                                                                                         | Compulsory |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 17,1 | Getting to know each other                                                                                           |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 17,2 | The Process of 3-step writing                                                                                        |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 17,3 | Basic Knowledge of Writing Emails and Memos in Business                                                              |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 17,4 | Strategies of Writing Positive Business Documents                                                                    |            |  |  |  |   |  |  |  | 5  | 10 |                |

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| 17,5 | Strategies of Writing Negative Business Documents                              |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 17,6 | Strategies of Persuasive Business Documents                                    |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 17,7 | Basic Knowledge of Strategies of Presentation Skills in Business Communication |            |  |  |  |   |  |  |  | 5  | 10 |  |
|      | Midterm exam                                                                   |            |  |  |  |   |  |  |  | 10 | 20 |  |
|      |                                                                                |            |  |  |  |   |  |  |  |    |    |  |
| 18   | Development Economics                                                          | Compulsory |  |  |  | 3 |  |  |  | 45 | 90 |  |
| 18,1 | Introduction                                                                   |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 18,2 | Theories of Economic Growth and Development                                    |            |  |  |  |   |  |  |  | 6  | 12 |  |
| 18,3 | Inequality and Poverty                                                         |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 18,4 | Investment and Savings                                                         |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 18,5 | Fiscal Policy                                                                  |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 18,6 | Financial Development and Inflation                                            |            |  |  |  |   |  |  |  | 5  | 10 |  |
| 18,7 | International Trade and Development                                            |            |  |  |  |   |  |  |  | 6  | 12 |  |
| 18,8 | Balance of Payments, Debt, Financial Crises, and Stabilization Policies        |            |  |  |  |   |  |  |  | 6  | 12 |  |
|      | Midterm exam                                                                   |            |  |  |  |   |  |  |  | 2  | 4  |  |
|      |                                                                                |            |  |  |  |   |  |  |  |    |    |  |

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| 19   | Macroeconomics 2                                          | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | Lecture course |
| 19,1 | Introduction to Economic Fluctuations                     |            |  |  |  |   |  |  |  |  | 5  | 10 |                |
| 19,2 | Aggregate Demand I: Building the IS-LM Model              |            |  |  |  |   |  |  |  |  | 6  | 12 |                |
| 19,3 | Aggregate Demand II: Applying the IS-LM Model             |            |  |  |  |   |  |  |  |  | 5  | 10 |                |
| 19,4 | The Open Economy: The Mundell-Fleming Model               |            |  |  |  |   |  |  |  |  | 6  | 12 |                |
| 19,5 | The Short-run Tradeoff between Inflation and Unemployment |            |  |  |  |   |  |  |  |  | 5  | 10 |                |
| 19,6 | Capital Accumulation as Source of Growth                  |            |  |  |  |   |  |  |  |  | 6  | 12 |                |
| 19,7 | Population Growth and Technological Progress              |            |  |  |  |   |  |  |  |  | 5  | 10 |                |
| 19,8 | Growth Empirics and Policy                                |            |  |  |  |   |  |  |  |  | 5  | 10 |                |
|      | Midterm exam                                              |            |  |  |  |   |  |  |  |  | 2  | 4  |                |
|      |                                                           |            |  |  |  |   |  |  |  |  |    |    |                |
| 20   | Financial Economics 1                                     | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | Lecture course |
| 20,1 | Introduction                                              |            |  |  |  |   |  |  |  |  | 4  | 8  |                |
| 20,2 | Financial Markets and Institutions                        |            |  |  |  |   |  |  |  |  | 5  | 10 |                |

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|------|-----------------------------------------------|------------|--|--|--|---|--|--|--|----|----|----------------|
| 20,3 | Managing Financial Health and Performance     |            |  |  |  |   |  |  |  | 4  | 8  |                |
| 20,4 | Allocation Resources Overtime                 |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 20,5 | Household Savings and Investment Decisions    |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 20,6 | Risks and Returns and The Historical Record   |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 20,7 | The Analysis of Investment Projects           |            |  |  |  |   |  |  |  | 4  | 8  |                |
| 20,8 | Principles of Market Valuation                |            |  |  |  |   |  |  |  | 4  | 8  |                |
| 20,9 | Valuation Common Stocks                       |            |  |  |  |   |  |  |  | 4  | 8  |                |
|      | Midterm exam and Group Presentation           |            |  |  |  |   |  |  |  | 5  | 10 |                |
|      |                                               |            |  |  |  |   |  |  |  |    |    |                |
| 21   | Fundamentals of Financial Mathematics         | Compulsory |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 21,1 | Introduction                                  |            |  |  |  |   |  |  |  | 10 | 20 |                |
| 21,2 | Interest Accumulation and Time Value of Money |            |  |  |  |   |  |  |  | 11 | 22 |                |
| 21,3 | General Cash Flows                            |            |  |  |  |   |  |  |  | 11 | 22 |                |
| 21,4 | Loans and Bond Analysis                       |            |  |  |  |   |  |  |  | 11 | 22 |                |
|      | Midterm exam                                  |            |  |  |  |   |  |  |  | 2  | 4  |                |
|      |                                               |            |  |  |  |   |  |  |  |    |    |                |
|      | Semester 5                                    |            |  |  |  |   |  |  |  |    |    |                |
| 22   | Ho Chi Minh Ideology                          | Compulsory |  |  |  | 2 |  |  |  | 30 | 60 | Lecture course |

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| 22,1 | Ho Chi Minh's Ideology: Concept, Object, Research Methods, and Learning Implications                           |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 22,2 | Background, the Formation and Development of Ho Chi Minh's Ideology                                            |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 22,3 | Ho Chi Minh's Ideology on National Independence and Socialism                                                  |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 22,4 | Ho Chi Minh's Ideology on Communist Party of VN and the State of the People, By the People, and For the People |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 22,5 | Ho Chi Minh's Ideology on Great National Solidarity and International Solidarity                               |            |  |  |  |   |  |  |  | 4  | 8  |                |
| 22,6 | Ho Chi Minh's Ideology on Culture, Ethics, and People                                                          |            |  |  |  |   |  |  |  | 4  | 8  |                |
|      | Midterm exam                                                                                                   |            |  |  |  |   |  |  |  | 2  | 4  |                |
|      |                                                                                                                |            |  |  |  |   |  |  |  |    |    |                |
| 23   | Financial Economics 2                                                                                          | Compulsory |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 23,1 | Valuation of Known Cash Flows: Bonds                                                                           |            |  |  |  |   |  |  |  | 5  | 10 |                |

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|------|-----------------------------------------------------|------------|--|--|--|---|--|--|--|----|----|----------------|
| 23,2 | Principles of Risk Management                       |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,3 | Hedging, Insuring and Diversifying                  |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,4 | Financial Structure of the Firm                     |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,5 | Capital Allocation to Risky Assets                  |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,6 | Optimal Risky Portfolios                            |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,7 | Capital Market Equilibrium                          |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 23,8 | Forward and Futures Markets                         |            |  |  |  |   |  |  |  | 5  | 10 |                |
|      | Midterm exam and Group Presentation                 |            |  |  |  |   |  |  |  | 5  | 8  |                |
|      |                                                     |            |  |  |  |   |  |  |  |    |    |                |
| 24   | The Vietnam's Economy                               | Compulsory |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 24,1 | Overview of Vietnam's Economic History              |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,2 | The Overall Picture of the Vietnamese Economy       |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,3 | Forming the Basic Foundations of the Market Economy |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,4 | State and Economic Actors                           |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,5 | Fiscal and Financial Systems                        |            |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,6 | Agriculture, Farmers, and Rural Economy             |            |  |  |  |   |  |  |  | 5  | 10 |                |

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|------|--------------------------------------------------------------------|----------|--|--|--|---|--|--|--|----|----|----------------|
| 24,7 | Industrialization and Participation in the Global Production Chain |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 24,8 | International Economic Integration                                 |          |  |  |  |   |  |  |  | 5  | 10 |                |
|      | Group Assignment and Presentation                                  |          |  |  |  |   |  |  |  | 5  | 10 |                |
|      |                                                                    |          |  |  |  |   |  |  |  |    |    |                |
| 25   | Econometrics 2                                                     | Optional |  |  |  | 3 |  |  |  | 45 | 90 |                |
| 25,1 | Estimation Method with Instrumental Variables                      |          |  |  |  |   |  |  |  | 9  | 18 |                |
| 25,2 | Regression with Panel Data                                         |          |  |  |  |   |  |  |  | 9  | 18 |                |
| 25,3 | Logit and Probit Regression                                        |          |  |  |  |   |  |  |  | 9  | 18 |                |
| 25,4 | Ordinal Logit/Probit Regression                                    |          |  |  |  |   |  |  |  | 8  | 16 |                |
| 25,5 | Multinomial Logit/Probit Regression                                |          |  |  |  |   |  |  |  | 8  | 16 |                |
|      | Midterm exam                                                       |          |  |  |  |   |  |  |  | 2  | 4  |                |
|      |                                                                    |          |  |  |  |   |  |  |  |    |    |                |
| 26   | International Macroeconomics                                       | Optional |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 26,1 | The Global Macroeconomy                                            |          |  |  |  |   |  |  |  | 8  | 16 |                |
| 26,2 | Introduction to Exchange Rates and the Foreign Exchange Market     |          |  |  |  |   |  |  |  | 8  | 16 |                |

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|------|----------------------------------------------------------|----------|--|--|--|--|---|--|--|----|----|----------------|
| 26,3 | Exchange Rate I: The Monetary Approach in the Long-run   |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 26,4 | Exchange Rate II: The Asset Approach in the Short-run    |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 26,5 | Fixed versus Floating: International Monetary Experience |          |  |  |  |  |   |  |  | 8  | 16 |                |
|      | Midterm exam & Group Presentation                        |          |  |  |  |  |   |  |  | 5  | 10 |                |
|      |                                                          |          |  |  |  |  |   |  |  |    |    |                |
| 27   | Investment Analysis in Financial Markets                 | Optional |  |  |  |  | 3 |  |  | 45 | 90 | Lecture course |
| 27,1 | Basics of Investment Analysis                            |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 27,2 | Investment Analysis Methods in Financial Market          |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 27,3 | Bond Valuation                                           |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 27,4 | Stock Valuation                                          |          |  |  |  |  |   |  |  | 8  | 16 |                |
| 27,5 | Portfolio Theory                                         |          |  |  |  |  |   |  |  | 8  | 16 |                |
|      | Midterm exam & Group Presentation                        |          |  |  |  |  |   |  |  | 5  | 10 |                |
|      |                                                          |          |  |  |  |  |   |  |  |    |    |                |
| 28   | The Economics of Money, Banking and Financial Markets    | Optional |  |  |  |  | 3 |  |  | 45 | 90 | Lecture course |
| 28,1 | An Overview of the Financial System                      |          |  |  |  |  |   |  |  | 2  | 4  |                |
| 28,2 | Commercial Banks and Depository Institutions             |          |  |  |  |  |   |  |  | 5  | 10 |                |

|      |                                                         |          |  |  |  |   |  |  |  |    |    |                |
|------|---------------------------------------------------------|----------|--|--|--|---|--|--|--|----|----|----------------|
| 28,3 | The Pricing of Financial Assets                         |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,4 | Factors Affecting Yields                                |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,5 | The Money Market                                        |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,6 | The Bond Market                                         |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,7 | The Stock Market                                        |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,8 | Principles of Portfolio Selection and Efficient Markets |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 28,9 | Financial Crises                                        |          |  |  |  |   |  |  |  | 3  | 6  |                |
|      | Midterm exam & Group Presentation                       |          |  |  |  |   |  |  |  | 5  | 10 |                |
|      |                                                         |          |  |  |  |   |  |  |  |    |    |                |
| 29   | Economic Growth                                         | Optional |  |  |  | 3 |  |  |  | 45 | 90 | Lecture course |
| 29,1 | Introduction to Economic Growth                         |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,2 | The Role of Capital: The Solow Model                    |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,3 | Population and Economic Growth                          |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,4 | Human Capital and Productivity Measurement              |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,5 | Technology and Growth                                   |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,6 | Efficiency                                              |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,7 | Government                                              |          |  |  |  |   |  |  |  | 5  | 10 |                |
| 29,8 | Growth in the Open Economy                              |          |  |  |  |   |  |  |  | 5  | 10 |                |
|      | Midterm exam                                            |          |  |  |  |   |  |  |  | 5  | 10 |                |
|      |                                                         |          |  |  |  |   |  |  |  |    |    |                |

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|------|-------------------------------------------|------------|--|--|--|--|---|---|--|--|----|----|----------------|
| 30   | Microeconomics 3                          | Optional   |  |  |  |  | 3 |   |  |  | 45 | 90 | Lecture course |
| 30,1 | Overview of Productivity                  |            |  |  |  |  |   |   |  |  | 10 | 20 |                |
| 30,2 | Measures of Productivity Change           |            |  |  |  |  |   |   |  |  | 10 | 20 |                |
| 30,3 | Managerial Behavior                       |            |  |  |  |  |   |   |  |  | 10 | 20 |                |
| 30,4 | Practical Considerations                  |            |  |  |  |  |   |   |  |  | 10 | 20 |                |
|      | Midterm exam & Group Presentation         |            |  |  |  |  |   |   |  |  | 5  | 5  |                |
|      |                                           |            |  |  |  |  |   |   |  |  |    |    |                |
|      |                                           |            |  |  |  |  |   |   |  |  |    |    |                |
|      | Semester 6                                |            |  |  |  |  |   |   |  |  |    |    |                |
| 31   | Behavioral Economics                      | Compulsory |  |  |  |  |   | 3 |  |  | 45 | 90 | Lecture course |
| 31,1 | Review of Classical Standard Economics    |            |  |  |  |  |   |   |  |  | 7  | 14 |                |
| 31,2 | Introduction to Behavioral Economics      |            |  |  |  |  |   |   |  |  | 8  | 16 |                |
| 31,3 | Some Behavior Effects and Prospect Theory |            |  |  |  |  |   |   |  |  | 7  | 14 |                |
| 31,4 | Heuristics and Biases                     |            |  |  |  |  |   |   |  |  | 7  | 14 |                |
| 31,5 | Emotions in Decision Making               |            |  |  |  |  |   |   |  |  | 7  | 14 |                |
| 31,6 | Strategic Interaction                     |            |  |  |  |  |   |   |  |  | 7  | 14 |                |
|      | Midterm exam                              |            |  |  |  |  |   |   |  |  | 2  | 4  |                |
|      |                                           |            |  |  |  |  |   |   |  |  |    |    |                |
| 32   | Analysis of Financial Data                | Compulsory |  |  |  |  |   | 3 |  |  | 45 | 90 | Lecture course |

|       |                                                       |          |  |  |  |  |  |   |  |    |    |                |
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| 32,1  | Introduction to Financial Data Analysis               |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,2  | Basic Data Handling                                   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,3  | Financial Data and Their Properties                   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,4  | Correlation                                           |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,5  | Introduction to Regression                            |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,6  | Statistical Aspects of Regression                     |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,7  | Multiple Regression                                   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,8  | Univariate Time Series Analysis and Its Application   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32,9  | Regression with Time Series Variables                 |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 32.10 | Forecasting                                           |          |  |  |  |  |  |   |  | 4  | 8  |                |
|       | Midterm exam                                          |          |  |  |  |  |  |   |  | 5  | 10 |                |
|       |                                                       |          |  |  |  |  |  |   |  |    |    |                |
| 33    | Monetary Policy and Financial Markets                 | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 33,1  | Introduction to Monetary Policy and Financial Markets |          |  |  |  |  |  |   |  | 3  | 6  |                |
| 33,2  | An Overview of the Financial System                   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,3  | Central Banks                                         |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,4  | The Money Supply Process                              |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,5  | Tools of Monetary Policy                              |          |  |  |  |  |  |   |  | 4  | 8  |                |

|       |                                                      |          |  |  |  |  |  |   |  |    |    |                |
|-------|------------------------------------------------------|----------|--|--|--|--|--|---|--|----|----|----------------|
| 33,6  | The Conduct of Monetary Policy: Strategy and Tactics |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,7  | The Foreign Exchange Market                          |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,8  | The International Financial System                   |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33,9  | Monetary Policy Theory                               |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33.10 | The Role of Expectations in Monetary Policy          |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 33.11 | Transmission                                         |          |  |  |  |  |  |   |  | 4  | 8  |                |
|       | Midterm exam                                         |          |  |  |  |  |  |   |  | 2  | 4  |                |
|       |                                                      |          |  |  |  |  |  |   |  |    |    |                |
| 34    | Corporate Finance                                    | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 34,1  | Overview of Corporate Finance                        |          |  |  |  |  |  |   |  | 3  | 6  |                |
| 34,2  | Financial Markets and Institutions                   |          |  |  |  |  |  |   |  | 3  | 6  |                |
| 34,3  | Financial Statements, Cashflows and Taxes            |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 34,4  | Analysis of Financial Statement                      |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 34,5  | Time Value of Money                                  |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 34,6  | Interest Rates                                       |          |  |  |  |  |  |   |  | 4  | 8  |                |
| 34,7  | Bonds and Their Valuation                            |          |  |  |  |  |  |   |  | 3  | 6  |                |
| 34,8  | Risk and Rates of Returns                            |          |  |  |  |  |  |   |  | 3  | 6  |                |

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|-------|-----------------------------------------------------|------------|--|--|--|--|--|---|--|----|----|----------------|
| 34,9  | Stock and Their Valuation                           |            |  |  |  |  |  |   |  | 3  | 6  |                |
| 34.10 | Cost of Capital                                     |            |  |  |  |  |  |   |  | 3  | 6  |                |
| 34.11 | The Basics of Capital Budgeting                     |            |  |  |  |  |  |   |  | 3  | 6  |                |
| 34.12 | Cash Flow Estimation and Risk Analysis              |            |  |  |  |  |  |   |  | 3  | 6  |                |
| 34.13 | Capital Structure and Leverage                      |            |  |  |  |  |  |   |  | 3  | 6  |                |
|       | Midterm exam                                        |            |  |  |  |  |  |   |  | 2  | 4  |                |
|       |                                                     |            |  |  |  |  |  |   |  |    |    |                |
| 35    | Application of Game Theory in Economics and Finance | Optional   |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 35,1  | Applications of Mathematics in Game Theory          |            |  |  |  |  |  |   |  | 7  | 14 |                |
| 35,2  | Introduction to Game Theory                         |            |  |  |  |  |  |   |  | 8  | 16 |                |
| 35,3  | Static Games of Complete Information                |            |  |  |  |  |  |   |  | 7  | 14 |                |
| 35,4  | Dynamic Games of Complete Information               |            |  |  |  |  |  |   |  | 7  | 14 |                |
| 35,5  | Static Games of Incomplete Information              |            |  |  |  |  |  |   |  | 7  | 14 |                |
| 35,6  | Dynamic Games of Incomplete Information             |            |  |  |  |  |  |   |  | 7  | 14 |                |
|       | Midterm exam                                        |            |  |  |  |  |  |   |  | 2  | 4  |                |
|       |                                                     |            |  |  |  |  |  |   |  |    |    |                |
| 36    | Essay on Financial Economics                        | Compulsory |  |  |  |  |  | 3 |  |    |    |                |

|      |                                                                                    |          |  |  |  |  |  |   |  |  |    |    |                |
|------|------------------------------------------------------------------------------------|----------|--|--|--|--|--|---|--|--|----|----|----------------|
| 36,1 | Meet and discuss content and working methods.                                      |          |  |  |  |  |  |   |  |  |    |    |                |
| 36,2 | Choose a topic and write an outline                                                |          |  |  |  |  |  |   |  |  |    |    |                |
| 36,3 | Meet and discuss content in detail for each part of the essay                      |          |  |  |  |  |  |   |  |  |    |    |                |
| 36,4 | For submission                                                                     |          |  |  |  |  |  |   |  |  |    |    |                |
|      |                                                                                    |          |  |  |  |  |  |   |  |  |    |    |                |
| 37   | Behavioral Finance                                                                 | Optional |  |  |  |  |  | 3 |  |  | 45 | 90 | Lecture course |
| 37,1 | Foundation of Finance 1: Expected Utility Theory                                   |          |  |  |  |  |  |   |  |  | 4  | 8  |                |
| 37,2 | Foundation of Finance 2: Asset Pricing, Market Efficiency, and Agency Relationship |          |  |  |  |  |  |   |  |  | 4  | 8  |                |
| 37,3 | Prospect Theory, Framing and Mental Accounting                                     |          |  |  |  |  |  |   |  |  | 4  | 8  |                |
| 37,4 | Challenges to Market Efficiency                                                    |          |  |  |  |  |  |   |  |  | 4  | 8  |                |
| 37,5 | Behavioral Science Foundations                                                     |          |  |  |  |  |  |   |  |  | 3  | 6  |                |
| 37,6 | Implications of Heuristics and Bias for Financial Decision-Making                  |          |  |  |  |  |  |   |  |  | 3  | 6  |                |
| 37,7 | Implication of Overconfidence for                                                  |          |  |  |  |  |  |   |  |  | 3  | 6  |                |

|       |                                                             |          |  |  |  |  |   |  |  |    |    |                |  |
|-------|-------------------------------------------------------------|----------|--|--|--|--|---|--|--|----|----|----------------|--|
|       | Financial Decision-Making                                   |          |  |  |  |  |   |  |  |    |    |                |  |
| 37,8  | Individual Investors and the Force of Emotion               |          |  |  |  |  |   |  |  | 3  | 6  |                |  |
| 37,9  | Social Forces                                               |          |  |  |  |  |   |  |  | 3  | 6  |                |  |
| 37.10 | Market Outcomes                                             |          |  |  |  |  |   |  |  | 3  | 6  |                |  |
| 37.11 | Rational Managers and Irrational Investors                  |          |  |  |  |  |   |  |  | 3  | 6  |                |  |
| 37.12 | Behavioral Corporate Finance and Managerial Decision Making |          |  |  |  |  |   |  |  | 3  | 6  |                |  |
|       | Midterm exams and Group Presentation                        |          |  |  |  |  |   |  |  | 5  | 10 |                |  |
|       |                                                             |          |  |  |  |  |   |  |  |    |    |                |  |
| 38    | History of International Monetary and Financial Systems     | Optional |  |  |  |  | 3 |  |  | 45 | 90 | Lecture course |  |
| 38,1  | The Gold Standard                                           |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
| 38,2  | Interwar Instability                                        |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
| 38,3  | The Bretton Woods System                                    |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
| 38,4  | After Bretton Woods                                         |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
| 38,5  | A Brave New Monetary World                                  |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
| 38,6  | A Decade of Crises                                          |          |  |  |  |  |   |  |  | 6  | 12 |                |  |
|       | Midterm Exam and Group Presentation                         |          |  |  |  |  |   |  |  | 9  | 18 |                |  |
|       |                                                             |          |  |  |  |  |   |  |  |    |    |                |  |
| 39    | Macroeconomics 3                                            | Optional |  |  |  |  | 3 |  |  | 45 | 90 | Lecture course |  |
| 39,1  | A Dynamic Model of Economic Fluctuations                    |          |  |  |  |  |   |  |  | 8  | 16 |                |  |

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|------|--------------------------------------------------------------------------------------------|----------|--|--|--|--|--|---|--|----|----|----------------|
| 39,2 | Alternative Perspectives on Stabilization Policy                                           |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 39,3 | Government Debt and Budget Deficits                                                        |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 39,4 | The Financial System: Opportunities and Dangers                                            |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 39,5 | The Microfoundations of Consumption and Investment                                         |          |  |  |  |  |  |   |  | 8  | 16 |                |
|      | Midterm Exam and Group Presentation                                                        |          |  |  |  |  |  |   |  | 5  | 10 |                |
|      |                                                                                            |          |  |  |  |  |  |   |  |    |    |                |
|      |                                                                                            |          |  |  |  |  |  |   |  |    |    |                |
|      | Semester 7                                                                                 |          |  |  |  |  |  |   |  |    |    |                |
| 40   | International Money and Finance                                                            | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 40,1 | National and International Accounts: Income, Wealth, and the Balance of Payments           |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 40,2 | Balance of Payments 1: The Gains from Financial Globalisation                              |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 40,3 | Balance of Payments 2: Output, Exchange Rates, and Macroeconomic Policies in the Short-run |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 40,4 | Exchange Rate Crises: How Pegs Work and How They Break                                     |          |  |  |  |  |  |   |  | 8  | 16 |                |

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|------|--------------------------------------------------------------|----------|--|--|--|--|--|---|--|----|----|----------------|
| 40,5 | Optimum Currency Areas and the Euro                          |          |  |  |  |  |  |   |  | 4  | 8  |                |
|      | Midterm exam and Group Presentation                          |          |  |  |  |  |  |   |  |    |    |                |
|      |                                                              |          |  |  |  |  |  |   |  | 9  | 18 |                |
| 41   | Personal Financial Planning                                  | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 41,1 | Personal and Family Financial Planning in Action             |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 41,2 | Personal and Family Money Management Skills                  |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 41,3 | Wise Purchasing Strategies and Financial Products for Person |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 41,4 | Personal Investment Strategies                               |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 41,5 | Retirement Planning                                          |          |  |  |  |  |  |   |  | 8  | 16 |                |
|      | Midterm exam & Group Presentation                            |          |  |  |  |  |  |   |  | 5  | 8  |                |
|      |                                                              |          |  |  |  |  |  |   |  |    |    |                |
| 42   | Business Cycles and Asset Markets                            | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 42,1 | Consolidation on Business Cycles                             |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 42,2 | The Role of Expectation Macroeconomics                       |          |  |  |  |  |  |   |  | 8  | 16 |                |
| 42,3 | Introduction to Asset Markets                                |          |  |  |  |  |  |   |  | 8  | 16 |                |

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|------|---------------------------------------------------------|----------|--|--|--|--|--|--|---|---|----|----|----------------|
| 42,4 | Assets Prices and The Business Cycle                    |          |  |  |  |  |  |  |   | 8 | 16 |    |                |
| 42,5 | Case Studies                                            |          |  |  |  |  |  |  |   | 8 | 16 |    |                |
|      | Midterm exam & Group Presentation                       |          |  |  |  |  |  |  |   | 5 | 8  |    |                |
|      |                                                         |          |  |  |  |  |  |  |   |   |    |    |                |
| 43   | Financial Econometrics                                  | Optional |  |  |  |  |  |  | 3 |   | 45 | 90 |                |
| 43,1 | Introduction to Financial Econometrics and ARIMA Models |          |  |  |  |  |  |  |   |   | 8  | 16 |                |
| 43,2 | Vector Autoregressive (VAR) Models and Causality Tests  |          |  |  |  |  |  |  |   |   | 8  | 16 |                |
| 43,3 | Non-Stationarity and Unit-Root Tests                    |          |  |  |  |  |  |  |   |   | 8  | 16 |                |
| 43,4 | Cointegration and Error Correction Models               |          |  |  |  |  |  |  |   |   | 8  | 16 |                |
| 43,5 | Modelling the Variance: ARCH-GARCH Models               |          |  |  |  |  |  |  |   |   | 8  | 16 |                |
|      | Group Assignment & Presentation                         |          |  |  |  |  |  |  |   |   | 5  | 8  |                |
|      |                                                         |          |  |  |  |  |  |  |   |   |    |    |                |
| 44   | Financial Asset Pricing: Theory and Method              | Optional |  |  |  |  |  |  | 3 |   | 45 | 90 | Lecture course |
| 44,1 | Introduction to Valuation                               |          |  |  |  |  |  |  |   |   | 5  | 10 |                |
| 44,2 | Risk Free Rate                                          |          |  |  |  |  |  |  |   |   | 4  | 8  |                |
| 44,3 | Beta                                                    |          |  |  |  |  |  |  |   |   | 4  | 8  |                |
| 44,4 | Risk Premium                                            |          |  |  |  |  |  |  |   |   | 5  | 10 |                |
| 44,5 | Cost of Debt and WACC                                   |          |  |  |  |  |  |  |   |   | 5  | 10 |                |
| 44,6 | Cash Flows                                              |          |  |  |  |  |  |  |   |   | 5  | 10 |                |

|      |                                                                              |          |  |  |  |  |  |  |   |  |    |    |                |
|------|------------------------------------------------------------------------------|----------|--|--|--|--|--|--|---|--|----|----|----------------|
| 44,7 | Estimate Growth Rate                                                         |          |  |  |  |  |  |  |   |  | 5  | 10 |                |
| 44,8 | Estimate Terminal Value                                                      |          |  |  |  |  |  |  |   |  | 5  | 10 |                |
| 44,9 | Fundamental Principles of Relative Valuation                                 |          |  |  |  |  |  |  |   |  | 5  | 10 |                |
|      | Midterm exam                                                                 |          |  |  |  |  |  |  |   |  | 2  | 4  |                |
|      |                                                                              |          |  |  |  |  |  |  |   |  |    |    |                |
| 45   | Theories of Portfolio Choice                                                 | Optional |  |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 45,1 | Introduction to the Investment Background                                    |          |  |  |  |  |  |  |   |  | 9  | 18 |                |
| 45,2 | Principles of Valuation                                                      |          |  |  |  |  |  |  |   |  | 9  | 18 |                |
| 45,3 | Analysis and Management of Common Stocks                                     |          |  |  |  |  |  |  |   |  | 9  | 18 |                |
| 45,4 | Analysis and Management of Bond                                              |          |  |  |  |  |  |  |   |  | 8  | 16 |                |
| 45,5 | Derivatives Security Analysis                                                |          |  |  |  |  |  |  |   |  | 8  | 16 |                |
|      | Midterm exam                                                                 |          |  |  |  |  |  |  |   |  | 2  | 4  |                |
|      |                                                                              |          |  |  |  |  |  |  |   |  |    |    |                |
| 46   | Economic Policy Analysis                                                     | Optional |  |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 46,1 | An Overview of Economic Policy Analysis                                      |          |  |  |  |  |  |  |   |  | 7  | 14 |                |
| 46,2 | Evaluation Criteria and Identifying Alternatives in Economic Policy Analysis |          |  |  |  |  |  |  |   |  | 7  | 14 |                |

|      |                                                             |          |  |  |  |  |  |   |  |    |    |                |
|------|-------------------------------------------------------------|----------|--|--|--|--|--|---|--|----|----|----------------|
| 46,3 | How Fiscal Policy Affects the National Economy              |          |  |  |  |  |  |   |  | 7  | 14 |                |
| 46,4 | Fiscal Accounts, Analysis, and Fiscal Sustainability        |          |  |  |  |  |  |   |  | 7  | 14 |                |
| 46,5 | Transmission Channels of Monetary Policy                    |          |  |  |  |  |  |   |  | 7  | 14 |                |
| 46,6 | Monetary Policy Rules                                       |          |  |  |  |  |  |   |  | 7  | 14 |                |
| 46,7 | International Trade Policy                                  |          |  |  |  |  |  |   |  | 8  | 16 |                |
|      | Midterm exam                                                |          |  |  |  |  |  |   |  | 2  | 4  |                |
|      |                                                             |          |  |  |  |  |  |   |  |    |    |                |
| 47   | The economics of derivatives                                | Optional |  |  |  |  |  | 3 |  | 45 | 90 | Lecture course |
| 47,1 | Introduction to Derivatives                                 |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,2 | Forwards, Futures, and Swaps                                |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,3 | Options                                                     |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,4 | Financial Engineering and Security Design                   |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,5 | Financial Engineering and Corporate Applications            |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,6 | Financial Engineering and Real Options                      |          |  |  |  |  |  |   |  | 5  | 10 |                |
| 47,7 | Financial Engineering and Corporate Investment Applications |          |  |  |  |  |  |   |  | 5  | 10 |                |

|       |                                                                        |            |    |    |    |    |    |    |    |    |     |     |  |
|-------|------------------------------------------------------------------------|------------|----|----|----|----|----|----|----|----|-----|-----|--|
| 47,8  | Financial Engineering and Applications                                 |            |    |    |    |    |    |    |    |    | 5   | 10  |  |
|       | Midterm exam                                                           |            |    |    |    |    |    |    |    |    | 5   | 10  |  |
|       |                                                                        |            |    |    |    |    |    |    |    |    |     |     |  |
|       | Semester 8                                                             |            |    |    |    |    |    |    |    |    |     |     |  |
| 48    | Bachelor's Final Thesis                                                | Compulsory |    |    |    |    |    |    |    | 10 | 150 | 300 |  |
| 48,1  | Meet and discuss content and working methods                           |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,2  | Choose a topic, write the structure/outline, and search for references |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,3  | Develop research methodology and/or sampling                           |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,4  | Collect, process, and analyse data                                     |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,5  | Produce and present research results in tables/graphs                  |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,6  | Write up the report draft for comments                                 |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,7  | Revise the report for the final check                                  |            |    |    |    |    |    |    |    |    |     |     |  |
| 48,8  | Submission                                                             |            |    |    |    |    |    |    |    |    |     |     |  |
|       |                                                                        |            |    |    |    |    |    |    |    |    |     |     |  |
|       |                                                                        |            |    |    |    |    |    |    |    |    |     |     |  |
| Total |                                                                        |            | 15 | 14 | 14 | 17 | 26 | 27 | 24 | 10 |     |     |  |

**Table 9: Curriculum – Bachelor of Finance and Banking programme**

| Module No. | Course name                                 | Compulsory or elective? | National Credit Points per Semester |   |   |   |   |   |   |   | Workload       |                  | Method of Teaching<br>i.e. lecture course, seminar      |
|------------|---------------------------------------------|-------------------------|-------------------------------------|---|---|---|---|---|---|---|----------------|------------------|---------------------------------------------------------|
|            |                                             |                         | 1                                   | 2 | 3 | 4 | 5 | 6 | 7 | 8 | Hours in Class | Hours Self-Study |                                                         |
|            |                                             |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
|            | Semester 1                                  |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
| 1          | Marxist-Leninist philosophy                 | Compulsory              | 3                                   |   |   |   |   |   |   |   | 45             | 60               | L                                                       |
| 2          | Microeconomics 1                            | Compulsory              | 2                                   |   |   |   |   |   |   |   | 45             | 90               | L/S                                                     |
| 3          | Fundamentals of Laws                        | Compulsory              | 2                                   |   |   |   |   |   |   |   | 45             | 90               | L                                                       |
| 4          | Mathematics for Economics                   | Compulsory              | 2                                   |   |   |   |   |   |   |   | 45             | 90               | L                                                       |
| 5          | Foreign Language                            | Compulsory              | 2                                   |   |   |   |   |   |   |   | 30             | 90               | Classroom lecturing, assignment, case study discussions |
|            |                                             |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
|            | Semester 2                                  |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
| 6          | Political Economics of Marxism and Leninism | Compulsory              |                                     | 3 |   |   |   |   |   |   | 30             | 40               | L                                                       |
| 7          | Scientific Socialism                        | Compulsory              |                                     | 3 |   |   |   |   |   |   | 30             | 40               | L                                                       |
| 8          | Macroeconomics 1                            | Compulsory              |                                     | 3 |   |   |   |   |   |   | 45             | 90               | L/S                                                     |
| 9          | Probability and Mathematical Statistics     | Compulsory              |                                     | 3 |   |   |   |   |   |   | 45             | 90               | L                                                       |
| 10         | Econometrics 1                              | Elective                |                                     | 3 |   |   |   |   |   |   | 45             | 90               | L                                                       |
| 11         | Algebra                                     | Elective                |                                     | 3 |   |   |   |   |   |   | 45             | 90               | L                                                       |
| 12         | Business Communications                     | Elective                |                                     | 3 |   |   |   |   |   |   | 45             | 90               | L                                                       |
|            |                                             |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
|            | Semester 3                                  |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
| 13         | Communist Party History                     | Compulsory              |                                     |   | 3 |   |   |   |   |   | 30             | 60               | L                                                       |
| 14         | Ho Chi Minh Ideology                        | Compulsory              |                                     |   | 3 |   |   |   |   |   | 30             | 60               | L                                                       |
| 15         | Monetary and Financial Theories 1           | Compulsory              |                                     |   | 3 |   |   |   |   |   | 45             | 90               | L                                                       |
| 16         | Essentials of Management 1                  | Compulsory              |                                     |   | 3 |   |   |   |   |   | 45             | 75               | L                                                       |

|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |
|----|---------------------------------------------------|------------|--|--|---|---|---|--|--|--|----|----|-----|
| 17 | Accounting Principles                             | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 18 | Statistics For Business And Economics             | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 19 | Marketing Management                              | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |
|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |
|    | Semester 4                                        |            |  |  |   |   |   |  |  |  |    |    |     |
| 20 | Corporate Finance 1                               | Elective   |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 21 | Commercial Bank 1                                 | Elective   |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 22 | Insurance Principles                              | Elective   |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 23 | Monetary and Financial Theories 2                 | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 24 | Public Finance                                    | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 25 | International Finance 1                           | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
| 26 | Stock Market 1                                    | Compulsory |  |  | 3 |   |   |  |  |  | 45 | 90 | L   |
|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |
|    | Semester 5                                        |            |  |  |   |   |   |  |  |  |    |    |     |
| 27 | Commercial Bank 2                                 | Compulsory |  |  |   | 3 |   |  |  |  | 45 | 90 | L/T |
| 28 | Finance 2                                         | Compulsory |  |  |   | 3 |   |  |  |  | 45 | 90 | L/T |
| 29 | Securities Analysis and Investment                | Compulsory |  |  |   | 3 |   |  |  |  | 45 | 90 | L/S |
| 30 | Course Project of Monetary and Financial Theories | Compulsory |  |  |   | 3 |   |  |  |  | 45 | 90 | L/T |
| 31 | Tax Management                                    | Compulsory |  |  |   | 3 |   |  |  |  | 45 | 90 | L   |
| 32 | International Business                            | Elective   |  |  |   | 3 |   |  |  |  | 45 | 90 | L   |
| 33 | Service Quality Management                        | Elective   |  |  |   | 3 |   |  |  |  | 45 | 90 | L   |
| 34 | English for Banking and Finance                   | Elective   |  |  |   | 3 |   |  |  |  | 45 | 90 | L   |
|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |
|    | Semester 6                                        |            |  |  |   |   |   |  |  |  |    |    |     |
| 35 | Cost Accounting                                   | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L   |
| 36 | Management information system                     | Elective   |  |  |   |   | 3 |  |  |  | 45 | 81 | L   |
| 37 | Business Research                                 | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L   |
| 38 | Project Evaluation                                | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L   |
| 39 | Mutinaltional Business Finance                    | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L   |
| 40 | Financial Analysis                                | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L/T |
| 41 | Central Banking                                   | Elective   |  |  |   |   | 3 |  |  |  | 45 | 90 | L   |
|    |                                                   |            |  |  |   |   |   |  |  |  |    |    |     |

|       |                                   |            |    |    |    |    |    |    |    |    |    |     |       |
|-------|-----------------------------------|------------|----|----|----|----|----|----|----|----|----|-----|-------|
|       | Semester 7                        |            |    |    |    |    |    |    |    |    |    |     |       |
| 42    | Customer Realationship Management | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 43    | Strategic Management              | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 44    | Derivatives                       | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 45    | Taxation and tax management       | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 46    | Fixed Income Securities Market    | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 47    | International Taxation            | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 48    | International Investment          | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 49    | International settlement          | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
| 50    | Personal Finance                  | Elective   |    |    |    |    |    |    | 3  |    | 45 | 90  | L     |
|       |                                   |            |    |    |    |    |    |    |    |    |    |     |       |
|       | Semester 8                        |            |    |    |    |    |    |    |    |    |    |     |       |
| 51    | Final Thesis                      | Compulsory |    |    |    |    |    |    |    | 10 | 15 | 135 | L/S/T |
|       |                                   |            |    |    |    |    |    |    |    |    |    |     |       |
| Total |                                   |            | 11 | 21 | 21 | 21 | 24 | 18 | 27 | 10 |    |     |       |

**Table 10: Curriculum – Bachelor of Finance and Investment programme**

| Modul No. | Title of Module / Course Unit + Compulsory or elective?  | National Credit Points per Semester |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|-----------|----------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----------------|------------------|------------------------------|
|           |                                                          | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
|           | 1 <sup>st</sup> Semester                                 |                                     |    |    |    |    |    |    |                |                  |                              |
| M1        | Marxist-Leninist Philosophy + Compulsory                 | 3                                   |    |    |    |    |    |    | 45             | 60               |                              |
| M 1.1     | Chapter 1: Dialectical materialism                       |                                     |    |    |    |    |    |    | 6              | 8                | L                            |
| M 1.2     | Chapter 2: Materialist dialectics                        |                                     |    |    |    |    |    |    | 15             | 20               | L                            |
| M 1.3     | Chapter 3: Historical materialism                        |                                     |    |    |    |    |    |    | 21             | 28               | L                            |
| M2        | General English + Compulsory                             | 3                                   |    |    |    |    |    |    | 45             | 90               |                              |
| M 2.1     | Course Unit 1. Careers                                   |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.2     | Course Unit 2. Companies                                 |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.3     | Course Unit 3. Changes                                   |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.4     | Course Unit 4. Stress                                    |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.5     | Course Unit 5. Organisations                             |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.6     | Course Unit 6. Entertaining                              |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.7     | Course Unit 7. New business                              |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.8     | Course Unit 8. Marketing                                 |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.9     | Course Unit 9. Planning                                  |                                     |    |    |    |    |    |    | 3              | 6                | L                            |
| M 2.10    | Course Unit 10. Managing people                          |                                     |    |    |    |    |    |    | 9              | 12               | L                            |
| M 2.11    | Course Unit 11. Conflict                                 |                                     |    |    |    |    |    |    | 9              | 12               | L                            |
| M 2.12    | Course Unit 12. Products                                 |                                     |    |    |    |    |    |    | 9              | 12               | L                            |
| M3        | Mathematics for Economics + Compulsory                   | 3                                   |    |    |    |    |    |    | 45             | 90               |                              |
| M 3.1     | Course Unit 1. Functions, Graphs, and Limits             |                                     |    |    |    |    |    |    | 6              | 12               | L/T                          |
| M 3.2     | Course Unit 2. Differentiation: Basic Concepts           |                                     |    |    |    |    |    |    | 6              | 12               | L/T                          |
| M 3.2     | Course Unit 3. Additional Applications of the Derivative |                                     |    |    |    |    |    |    | 6              | 12               | L/T                          |

|        |                                                                                                  |   |  |  |  |  |  |  |    |    |     |
|--------|--------------------------------------------------------------------------------------------------|---|--|--|--|--|--|--|----|----|-----|
| M 3.3  | Course Unit 4. Integration                                                                       |   |  |  |  |  |  |  | 9  | 18 | L/T |
| M 3.3  | Course Unit 5. Additional Topics in Integration                                                  |   |  |  |  |  |  |  | 9  | 18 | L/T |
| M 3.4  | Course Unit 6. Calculus of Several Variables                                                     |   |  |  |  |  |  |  | 9  | 18 | L/T |
| M4     | Microeconomics + Compulsory                                                                      | 3 |  |  |  |  |  |  | 45 | 90 |     |
| M 4.1  | Course Unit 1. Thinking Like an Economist                                                        |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.2  | Course Unit 2: Comparative Advantage                                                             |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.3  | Course Unit 3. Supply and Demand                                                                 |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.4  | Course Unit 4. Elasticity                                                                        |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.5  | Course Unit 5. Demand                                                                            |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.6  | Course Unit 6. Perfectly Competitive Supply                                                      |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.7  | Course Unit 7. Efficiency, Exchange, and the Invisible Hand in Action                            |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.8  | Course Unit 8. Monopoly, Oligopoly, and Monopolistic Competition                                 |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.9  | Course Unit 9. Externalities, Property Rights, and the Environment                               |   |  |  |  |  |  |  | 3  | 6  | L/S |
| M 4.10 | Course Unit 10. The Economics of Information                                                     |   |  |  |  |  |  |  | 6  | 12 | L/S |
| M 4.11 | Course Unit 11. Public Goods and Tax Policy                                                      |   |  |  |  |  |  |  | 6  | 12 | L/S |
| M 4.12 | Course Unit 12. International Trade and Trade Policy                                             |   |  |  |  |  |  |  | 6  | 12 | L/S |
| M5     | Fundamentals of Laws + Compulsory                                                                | 3 |  |  |  |  |  |  | 45 | 90 | L/S |
| M 5.1  | Course Unit 1. The State                                                                         |   |  |  |  |  |  |  | 9  | 18 | L/S |
| M 5.2  | Course Unit 2. The Law                                                                           |   |  |  |  |  |  |  | 12 | 24 | L/S |
| M 5.3  | Course Unit 1. Administrative and Criminal Law                                                   |   |  |  |  |  |  |  | 12 | 24 | L/S |
| M 5.4  | Course Unit 4. Civil and Business Law                                                            |   |  |  |  |  |  |  | 12 | 24 | L/S |
|        | 2nd Semester                                                                                     |   |  |  |  |  |  |  |    |    |     |
| M6     | Political Economics of Marxism and Leninism + Compulsory                                         | 2 |  |  |  |  |  |  | 30 | 40 |     |
| M 6.1  | Chapter 1: The subjects, research methods and functions of Marxist-Leninist political economy.   |   |  |  |  |  |  |  | 2  | 4  | L   |
| M 6.2  | Chapter 2: Specifically issues such as; commodities, markets and the role of market participants |   |  |  |  |  |  |  | 4  | 8  | L   |
| M 6.3  | Chapter 3: Production of surplus values in a market economy                                      |   |  |  |  |  |  |  | 10 | 20 | L   |
| M 6.4  | Chapter 4: Competition and monopoly in the market economy                                        |   |  |  |  |  |  |  | 4  | 8  | L   |
| M 6.5  | Chapter 5: Socialist-oriented market economy and economic interest relations                     |   |  |  |  |  |  |  | 4  | 8  | L   |
| M 6.6  | Chapter 6: Industrialization, Modernization and international economic integration of Vietnam.   |   |  |  |  |  |  |  | 4  | 8  | L   |

|        |                                                                                               |  |   |  |  |  |  |  |    |    |       |
|--------|-----------------------------------------------------------------------------------------------|--|---|--|--|--|--|--|----|----|-------|
| M7     | Business English + Compulsory                                                                 |  | 3 |  |  |  |  |  | 45 | 90 |       |
| M 7.1  | Course Unit 1. Brands                                                                         |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.2  | Course Unit 2. Travel                                                                         |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.3  | Course Unit 3. Change                                                                         |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.4  | Course Unit 4. Organisation                                                                   |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.5  | Course Unit 5. Advertising                                                                    |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.6  | Course Unit 6. Money                                                                          |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 7.7  | Course Unit 7. Business Communication: Process & Product                                      |  |   |  |  |  |  |  | 9  | 18 | L     |
| M8     | Scientific Socialism + Compulsory                                                             |  | 2 |  |  |  |  |  | 30 | 40 |       |
| M 8.1  | Chapter 1: Introduction to Scientific Sociology                                               |  |   |  |  |  |  |  | 2  | 4  | L     |
| M 8.2  | Chapter 2: The historical mission of the working class                                        |  |   |  |  |  |  |  | 4  | 8  | L     |
| M 8.3  | Chapter 3: Socialism and the transition to socialism                                          |  |   |  |  |  |  |  | 3  | 6  | L     |
| M 8.4  | Chapter 4: Socialist Democracy and the Socialist State                                        |  |   |  |  |  |  |  | 5  | 10 | L     |
| M 8.5  | Chapter 5: Class social structure and class alliances, from the military economy to socialism |  |   |  |  |  |  |  | 4  | 8  | L     |
| M 8.6  | Chapter 6: Ethnic and religious issues in the military economy to socialism                   |  |   |  |  |  |  |  | 6  | 12 | L     |
| M 8.7  | Chapter 7: Family problems in military accounts to socialism                                  |  |   |  |  |  |  |  | 4  | 8  | L     |
| M9     | Macroeconomics 1 + Compulsory                                                                 |  | 3 |  |  |  |  |  | 45 | 90 |       |
| M 9.1  | Chapter 1: Introduction                                                                       |  |   |  |  |  |  |  | 2  | 9  | L/T/S |
| M 9.2  | Chapter 2: Measuring a national's income                                                      |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.3  | Chapter 3: Measuring the cost of living                                                       |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.4  | Chapter 4: Unemployment                                                                       |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.5  | Chapter 5. Production and growth                                                              |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.6  | Chapter 6. Financial, Saving and Investment                                                   |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.7  | Chapter 7. Monetary system                                                                    |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.8  | Chapter 8. Open-economy                                                                       |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.9  | Chapter 9. Aggregate Demand and Aggregate Supply                                              |  |   |  |  |  |  |  | 5  | 9  | L/T/S |
| M 9.10 | Chapter 10. Fiscal and monetary policies                                                      |  |   |  |  |  |  |  | 3  | 9  | L/T/S |
| M10    | Essentials of Management 1 + Compulsory                                                       |  | 3 |  |  |  |  |  | 45 | 90 |       |
| M10.1  | Chapter 1: The management process                                                             |  |   |  |  |  |  |  | 12 | 15 | L/S   |

|        |                                                                                                                                 |  |  |   |  |  |  |  |    |    |     |
|--------|---------------------------------------------------------------------------------------------------------------------------------|--|--|---|--|--|--|--|----|----|-----|
| M10.2  | Chapter 2: The decision making process                                                                                          |  |  |   |  |  |  |  | 4  | 9  | L/S |
| M10.3  | Chapter 3: Fundamentals of Planning                                                                                             |  |  |   |  |  |  |  | 4  | 9  | L/S |
| M10.4  | Chapter 4: Fundamentals of Control                                                                                              |  |  |   |  |  |  |  | 4  | 9  | L/S |
| M10.5  | Chapter 5: The strategic management process                                                                                     |  |  |   |  |  |  |  | 4  | 9  | L/S |
| M10.6  | Chapter 6: Fundamentals of Organizing                                                                                           |  |  |   |  |  |  |  | 8  | 15 | L/S |
| M10.7  | Chapter 7: Essentials Leadership                                                                                                |  |  |   |  |  |  |  | 4  | 9  | L/S |
| M10.8  | Chapter 8: Motivation – theory and practice                                                                                     |  |  |   |  |  |  |  | 5  | 15 | L/S |
|        | 3rd Semester                                                                                                                    |  |  |   |  |  |  |  |    |    |     |
| M11    | Viet Nam Communist Party History + Compulsory                                                                                   |  |  | 2 |  |  |  |  | 30 | 60 |     |
| M 11.1 | Chapter 1: The foundation of the Communist Party of Vietnam and the leads to seize power (1930-1945)                            |  |  |   |  |  |  |  | 6  | 12 | L   |
| M11.2  | Chapter 2: The Communist Party of Vietnam led two resistance wars, completed national liberation and reunification (1945-1975)  |  |  |   |  |  |  |  | 6  | 12 | L   |
| M 11.3 | Chapter 3: The Communist Party of Vietnam led the country in the transition to socialism and carried out DOI MOI (1975-present) |  |  |   |  |  |  |  | 6  | 12 | L   |
| M12    | Ho Chi Minh Ideology + Compulsory                                                                                               |  |  | 2 |  |  |  |  | 30 | 60 |     |
| M 12.1 | Chapter 1: Ho Chi Minh's ideology: Concept, object, research methods and learning implications                                  |  |  |   |  |  |  |  | 2  | 4  | L   |
| M12.2  | Chapter 2: Background, the formation and development of Ho Chi Minh's ideology                                                  |  |  |   |  |  |  |  | 6  | 12 | L   |
| M12.3  | Chapter 3: Ho Chi Minh's ideology on national independence and socialism                                                        |  |  |   |  |  |  |  | 6  | 12 | L   |
| M 12.2 | Chapter 4: Ho Chi Minh's ideology on the Communist Party of Vietnam and the State of the people, by the people, for the people  |  |  |   |  |  |  |  | 6  | 12 | L   |
| M12.4  | Chapter 5: Ho Chi Minh's ideology on great national solidarity and international solidarity                                     |  |  |   |  |  |  |  | 4  | 8  | L   |
| M12.5  | Chapter 6: Ho Chi Minh's ideology on culture, ethics, and people                                                                |  |  |   |  |  |  |  | 6  | 12 | L   |
| M13    | Academic English /8 + Compulsory                                                                                                |  |  | 3 |  |  |  |  | 45 | 90 | L   |
| M13.1  | Course Unit 1.Course introduction                                                                                               |  |  |   |  |  |  |  | 6  | 12 | L   |
| M13.2  | Course Unit 2. The Process of 3-step writing                                                                                    |  |  |   |  |  |  |  | 12 | 24 | L   |
| M13.3  | Course Unit 3. Basic knowledge of writing emails and memos in business                                                          |  |  |   |  |  |  |  | 6  | 12 | L   |
| M13.4  | Course Unit 4. Strategies of writing positive business documents                                                                |  |  |   |  |  |  |  | 3  | 6  | L   |
| M13.5  | Course Unit 5. Strategies of writing negative business documents                                                                |  |  |   |  |  |  |  | 3  | 6  | L   |

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| M13.6  | Course Unit 6. Strategies of persuasive business documents                                     |  |  |   |  |  |  |  | 3  | 6  | L     |
| M13.7  | Course Unit 7. Basic knowledge and strategies of presentation skills in business communication |  |  |   |  |  |  |  | 3  | 6  | L     |
| M13.8  | Course Unit 8. Group work versa individual presentaion                                         |  |  |   |  |  |  |  | 9  | 24 | L     |
| M14    | Monetary and Financial Theories 1 + Compulsory                                                 |  |  | 3 |  |  |  |  | 45 | 45 |       |
| M14.1  | Chapter 1: Introduction                                                                        |  |  |   |  |  |  |  | 3  | 3  | L/S   |
| M14.2  | Chapter 2: Overview on Money and Finance                                                       |  |  |   |  |  |  |  | 7  | 7  | L/S   |
| M14.3  | Chapter 3: Financial systems and financial markets                                             |  |  |   |  |  |  |  | 7  | 7  | L/S   |
| M14.4  | Chapter 4: Interest rates                                                                      |  |  |   |  |  |  |  | 7  | 7  | L/T/S |
| M14.5  | Chapter 5: Theory of Financial structure                                                       |  |  |   |  |  |  |  | 7  | 7  | L/S   |
| M14.6  | Chapter 6: Financial institutions                                                              |  |  |   |  |  |  |  | 7  | 7  | L/S   |
| M15    | Accounting Principles + Compulsory                                                             |  |  | 3 |  |  |  |  | 45 | 90 |       |
| M15.1  | Chapter 1: Introduction to Financial Accounting                                                |  |  |   |  |  |  |  | 2  | 9  | L/T/S |
| M15.2  | Chapter 2: Further Look at Financial Statements                                                |  |  |   |  |  |  |  | 3  | 9  | L/T/S |
| M15.3  | Chapter 3: The Accounting Information System                                                   |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.4  | Chapter 4: Accrual Accounting Concepts                                                         |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.5  | Chapter 5: Merchandising Operations and the Multiple Step Income Statement                     |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.6  | Chapter 6: Reporting and Analysing Inventory                                                   |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.7  | Chapter 7: Reporting and Analysing Receivables                                                 |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.8  | Chapter 8: Reporting and Analysing Long-Term Assets                                            |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.9  | Chapter 9: Reporting and Analysing Liabilities                                                 |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M15.10 | Chapter 10: Reporting and Analysing Shareholder Equity                                         |  |  |   |  |  |  |  | 5  | 9  | L/T/S |
| M16    | Business Administration 1 + Compulsory                                                         |  |  | 3 |  |  |  |  | 45 | 90 |       |
| M16.1  | Chapter 1: Introduction to Business                                                            |  |  |   |  |  |  |  | 3  | 6  | L/T/S |
| M16.2  | Chapter 2: Business Environment                                                                |  |  |   |  |  |  |  | 6  | 12 | L/T/S |
| M16.3  | Chapter 3: Business Ownership - How to Form a Business                                         |  |  |   |  |  |  |  | 6  | 12 | L/T/S |
| M16.4  | Chapter 4: Overview of Managers and Managerment                                                |  |  |   |  |  |  |  | 6  | 12 | L/T/S |
| M16.5  | Chapter 5: Business Management Functions                                                       |  |  |   |  |  |  |  | 6  | 12 | L/T/S |
| M16.6  | Chapter 6: People in Organisation                                                              |  |  |   |  |  |  |  | 6  | 12 | L/T/S |
| M16.7  | Chapter 7: Marketing                                                                           |  |  |   |  |  |  |  | 6  | 12 | L/T/S |

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| M16.8 | Chapter 8: Understanding Financial Resources         |  |  |  |   |  |  |  | 6  | 12 | L/T/S |
| M16.9 | Chapter 7: Commercial banks                          |  |  |  |   |  |  |  | 7  | 7  | L/S   |
|       | 4th Semester                                         |  |  |  |   |  |  |  |    |    |       |
| M17   | International Finance 1 + Compulsory                 |  |  |  | 3 |  |  |  | 45 | 90 | L/T/S |
| M17.1 | Chapter 1: Introduction of International Finance     |  |  |  |   |  |  |  | 7  | 15 | L     |
| M17.2 | Chapter 2: International monetary system (IMS)       |  |  |  |   |  |  |  | 8  | 15 | L/T   |
| M17.3 | Chapter 3: Balance of payment (BOP)                  |  |  |  |   |  |  |  | 7  | 15 | L/T/S |
| M17.4 | Chapter 4: Fundamentals of exchange rates            |  |  |  |   |  |  |  | 8  | 15 | L/T/S |
| M17.5 | Chapter 5: Foreign exchange market and derivatives   |  |  |  |   |  |  |  | 8  | 15 | L/T/S |
| M17.6 | Chapter 6: International money and capital market    |  |  |  |   |  |  |  | 7  | 15 | L/T/S |
| M18   | Corporate Finance 1 + Compulsory                     |  |  |  | 3 |  |  |  | 45 | 90 |       |
| M18.1 | Chapter 1: Introduction to Corporate Finance         |  |  |  |   |  |  |  | 5  | 10 | L/S   |
| M18.2 | Chapter 2: Financial Statements and Cashflow         |  |  |  |   |  |  |  | 10 | 16 | L/S   |
| M18.3 | Chapter 3: Financial Statement Analysis              |  |  |  |   |  |  |  | 10 | 16 | L/S   |
| M18.4 | Chapter 4: Discounted Cash Flow Valuation            |  |  |  |   |  |  |  | 10 | 16 | L/S   |
| M18.5 | Chapter 5: Interest rate and bond valuation          |  |  |  |   |  |  |  | 5  | 16 | L/S   |
| M18.6 | Chapter 6: Stock valuation                           |  |  |  |   |  |  |  | 5  | 16 | L/S   |
| M19   | Commercial Banking 1 + Compulsory                    |  |  |  | 3 |  |  |  | 45 | 90 |       |
| M19.1 | Course Unit 1. Overview of the banking sector        |  |  |  |   |  |  |  | 12 | 24 | L/T   |
| M19.2 | Course Unit 2. The financial statements of banks     |  |  |  |   |  |  |  | 12 | 24 | L/T   |
| M19.3 | Course Unit 3. Managing and pricing deposit services |  |  |  |   |  |  |  | 9  | 18 | L/T   |
| M19.4 | Course Unit 4. Managing non-deposit liabilities      |  |  |  |   |  |  |  | 12 | 24 | L/T   |
| M20   | Stock Market 1 + Compulsory                          |  |  |  | 3 |  |  |  | 45 | 90 |       |
| M20.1 | Course Unit 1. Overview of Securities Market         |  |  |  |   |  |  |  | 6  | 12 | L/T   |
| M20.2 | Course Unit 2. Securities and issuance               |  |  |  |   |  |  |  | 9  | 18 | L/T   |
| M20.3 | Course Unit 3. Securities valuation                  |  |  |  |   |  |  |  | 9  | 18 | L/T   |
| M20.4 | Course Unit 4. Stock Exchange                        |  |  |  |   |  |  |  | 9  | 18 | L/T   |
| M20.5 | Course Unit 5. OTC market                            |  |  |  |   |  |  |  | 3  | 6  | L/T   |
| M20.6 | Course Unit 6. Information system                    |  |  |  |   |  |  |  | 9  | 18 | L/T   |
| M21   | Insurance Principles + Compulsory                    |  |  |  | 3 |  |  |  | 45 | 90 |       |
| M21.1 | Course Unit 1. Introduce the course                  |  |  |  |   |  |  |  | 3  | 6  | L/T   |

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| M21.2 | Course Unit 2: Introduction to risk and insurance                                            |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M21.3 | Course Unit 3. The private insurance industry                                                |  |  |  |  |   |  |  | 9  | 18 | L/T   |
| M21.4 | Course Unit 4. Regulations and insurance contract                                            |  |  |  |  |   |  |  | 9  | 18 | L/T   |
| M21.5 | Course Unit 5. Life, health and retirement risks and insurance                               |  |  |  |  |   |  |  | 9  | 18 | L/T   |
| M21.6 | Course Unit 6. Property & liability risks and insurance                                      |  |  |  |  |   |  |  | 9  | 18 | L/T   |
|       | 5th Semester                                                                                 |  |  |  |  |   |  |  |    |    |       |
| M22   | Commercial Bank 2 + Elecitive                                                                |  |  |  |  | 2 |  |  | 30 | 60 |       |
| M22.1 | Chapter 1: Lending policies and procedures                                                   |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M22.2 | Chapter 2: Lending to business firms and pricing business loans                              |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M22.3 | Chapter 3: Consumer loans, credit cards and real estate lending                              |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M22.4 | Chapter 4: Main risks in banking operations                                                  |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M22.5 | Chapter 5: Measuring and evaluating the performance of banks and their principal competitors |  |  |  |  |   |  |  | 6  | 12 | L/T   |
| M23   | Corporate Finance 2 + Compulsory                                                             |  |  |  |  | 3 |  |  | 45 | 90 | L/T/S |
| M23.1 | Chapter 1: Return and risk: The Capital Asset Pricing Model (CAPM)                           |  |  |  |  |   |  |  | 6  | 12 | L     |
| M23.2 | Chapter 2: Risk, cost of capital, and valuation                                              |  |  |  |  |   |  |  | 12 | 24 | L/T/S |
| M23.3 | Chapter 3: Capital structure: Basic concepts and limits to the Use of debt                   |  |  |  |  |   |  |  | 6  | 12 | L/T/S |
| M23.4 | Chapter 4: Dividends and other payout                                                        |  |  |  |  |   |  |  | 3  | 6  | L/T/S |
| M23.5 | Chapter 5: Short-term finance and planning                                                   |  |  |  |  |   |  |  | 3  | 6  | L/T/S |
| M23.6 | Chapter 6: Cash Management                                                                   |  |  |  |  |   |  |  | 3  | 6  | L/T/S |
| M23.7 | Chapter 7: Credit and inventory management                                                   |  |  |  |  |   |  |  | 3  | 6  | L/T/S |
| M23.8 | Chapter 8: Merges, Acquisitions and Divestitures                                             |  |  |  |  |   |  |  | 9  | 24 | L/T/S |
| M24   | Monetary and Financial Theories 2 + Compulsory                                               |  |  |  |  | 3 |  |  | 45 | 90 |       |
| M24.1 | Chapter 1: The demand for money                                                              |  |  |  |  |   |  |  | 6  | 12 | L     |
| M24.2 | Chapter 2: the central banks                                                                 |  |  |  |  |   |  |  | 7  | 12 | L/S   |
| M24.3 | Chapter 3: The money supply process                                                          |  |  |  |  |   |  |  | 6  | 14 | L/S   |
| M24.4 | Chapter 4: The monetary policy                                                               |  |  |  |  |   |  |  | 7  | 12 | L/S   |
| M24.5 | Chapter 5: The foreign exchange market                                                       |  |  |  |  |   |  |  | 7  | 14 | L/S   |
| M24.6 | Chapter 6: The international financial system                                                |  |  |  |  |   |  |  | 6  | 14 | L/S   |
| M24.7 | Chapter 7: Inflation and money                                                               |  |  |  |  |   |  |  | 6  | 12 | L/S   |

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| M25    | Econometrics 1 + Compulsory                                                            |  |  |  |  | 3 |  |  | 45 | 90 | L/S |
| M25.1  | Course Unit 1. : Introduction to Econometrics                                          |  |  |  |  |   |  |  | 6  | 12 | L/S |
| M25.2  | Course Unit 2. Single Regression                                                       |  |  |  |  |   |  |  | 9  | 18 | L/S |
| M25.3  | Course Unit 3. Multiple Regression model                                               |  |  |  |  |   |  |  | 9  | 18 | L/S |
| M25.4  | Course Unit 4. Functional Form                                                         |  |  |  |  |   |  |  | 6  | 12 | L/S |
| M25.5  | Course Unit 5. Variable Selection                                                      |  |  |  |  |   |  |  | 9  | 18 | L/S |
| M25.6  | Course Unit 6. Regression Results                                                      |  |  |  |  |   |  |  | 6  | 12 | L/S |
| M26    | Financial Investments + Compulsory                                                     |  |  |  |  | 3 |  |  | 45 | 90 |     |
| M26.1  | Course Unit 1. The Investment environment                                              |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.2  | Course Unit 2. Securities Markets and Transactions                                     |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.3  | Course Unit 3. Investment Information and Securities Transaction                       |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.4  | Course Unit 4. Common stock                                                            |  |  |  |  |   |  |  | 6  | 12 | L/T |
| M26.5  | Course Unit 5. Stock analysis                                                          |  |  |  |  |   |  |  | 6  | 12 | L/T |
| M26.6  | Course Unit 6. Stock valuation                                                         |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.7  | Course Unit 7. Fixed-income securities                                                 |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.8  | Course Unit 8. Bond valuation                                                          |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.9  | Course Unit 9. Mutual funds and ETF                                                    |  |  |  |  |   |  |  | 3  | 6  | L/T |
| M26.10 | Course Unit 10.:Option put and cal                                                     |  |  |  |  |   |  |  | 6  | 12 | L/T |
| M26.11 | Course Unit 11.:Futures and futures market                                             |  |  |  |  |   |  |  | 6  | 12 | L/T |
| M27    | Business Statistics + Compulsory                                                       |  |  |  |  | 2 |  |  | 30 | 99 |     |
| M27.1  | Chapter 1: An Introduction to Business Statistics                                      |  |  |  |  |   |  |  | 3  | 7  | L   |
| M27.2  | Chapter 2: Identify the ratio, interval, ordinal, and nominative scales of measurement |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.3  | Chapter 3: Descriptive Statistics: Numerical Methods                                   |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.4  | Chapter 4: Probability                                                                 |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.5  | Chapter 5: Discrete Random Variables                                                   |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.6  | Chapter 6: Continuous Random Variables                                                 |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.7  | Chapter 7: Sampling and Sampling Distributions                                         |  |  |  |  |   |  |  | 3  | 8  | L   |
| M27.8  | Chapter 8: Confidence Intervals                                                        |  |  |  |  |   |  |  | 2  | 8  | L   |
| M27.9  | Chapter 9: Hypothesis Testing                                                          |  |  |  |  |   |  |  | 2  | 8  | L   |
| M27.10 | Chapter 10: Comparing Two Means and Two Proportions                                    |  |  |  |  |   |  |  | 2  | 7  | L   |

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| M27.11 | Chapter 11: Statistical Inferences for Population Variances                  |  |  |  |  |   |   |  | 2  | 7  | L |
| M27.12 | Chapter 12: Experimental Design and Analysis of Variance                     |  |  |  |  |   |   |  | 2  | 7  | L |
| M27.13 | Chapter 13: Chi-squared Test                                                 |  |  |  |  |   |   |  | 2  | 7  | L |
| M28    | Financial Accounting + Elective                                              |  |  |  |  | 2 |   |  | 30 | 60 |   |
| M28.1  | Chapter 1: Accounting for Financial assets                                   |  |  |  |  |   |   |  | 8  | 15 | L |
| M28.2  | Chapter 2: Accounting for non-current assets                                 |  |  |  |  |   |   |  | 8  | 15 | L |
| M28.3  | Chapter 3: Accounting for Liabilities                                        |  |  |  |  |   |   |  | 7  | 15 | L |
| M28.4  | Chapter 4: Accounting for stockholders' equity                               |  |  |  |  |   |   |  | 7  | 15 | L |
|        | 6th Semester                                                                 |  |  |  |  |   |   |  |    |    |   |
| M29    | Public Finance + Compulsory                                                  |  |  |  |  |   | 3 |  | 45 | 90 |   |
| M29.1  | Part 1. Introduction and Background                                          |  |  |  |  |   |   |  | 5  | 20 | L |
| M29.2  | Part 2: Budget analysis                                                      |  |  |  |  |   |   |  | 10 | 20 | L |
| M29.3  | Part 3: Public spending: public goods, education and welfare programs        |  |  |  |  |   |   |  | 10 | 20 | L |
| M29.4  | Part 4: Theory of Taxation                                                   |  |  |  |  |   |   |  | 10 | 20 | L |
| M29.5  | Part 5: Tax system                                                           |  |  |  |  |   |   |  | 10 | 10 | L |
| M30    | Securities Market 2 + Compulsory                                             |  |  |  |  |   | 3 |  | 45 | 90 |   |
| M30.1  | Chapter 1: Management and supervision of securities market                   |  |  |  |  |   |   |  | 12 | 20 | L |
| M30.2  | Chapter 2: Securities companies                                              |  |  |  |  |   |   |  | 12 | 25 | L |
| M30.3  | Chapter 3: Investment fund management company and securities fund investment |  |  |  |  |   |   |  | 11 | 25 | L |
| M30.4  | Chapter 4: Securities depository, registration, clearing and settlement      |  |  |  |  |   |   |  | 10 | 20 | L |
| M31    | Project Evaluation + Elective                                                |  |  |  |  |   | 2 |  | 30 | 60 |   |
| M31.1  | Topic 1. Introduction to financial appraisals of investment projects         |  |  |  |  |   |   |  | 6  | 12 | L |
| M32.2  | Topic 2. Cash flows of investment projects                                   |  |  |  |  |   |   |  | 6  | 12 | L |
| M31.2  | Topic 3. Financial indicators of investment projects                         |  |  |  |  |   |   |  | 6  | 12 | L |
| M32.3  | Topic 4. Discount rate                                                       |  |  |  |  |   |   |  | 6  | 12 | L |
| M31.3  | Topic 5. Risk analysis of investment projects                                |  |  |  |  |   |   |  | 6  | 12 | L |
| M32    | Investment Analysis + Compulsory                                             |  |  |  |  |   | 3 |  | 45 | 90 |   |
| M32.1  | Chapter 1: The Investment Environment                                        |  |  |  |  |   |   |  | 3  | 5  | L |
| M32.2  | Chapter 2: Financial Instruments and Market Indexes                          |  |  |  |  |   |   |  | 3  | 5  | L |

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|--------|-----------------------------------------------------------------|--|--|--|--|---|---|--|----|----|-------|
| M32.3  | Chapter 3: How securities are traded                            |  |  |  |  |   |   |  | 3  | 10 | L     |
| M32.4  | Chapter 5: Risk, return and historical record                   |  |  |  |  |   |   |  | 4  | 5  | L/T   |
| M32.5  | Chapter 6: Risk Aversion and Capital Allocation to Risky Assets |  |  |  |  |   |   |  | 4  | 5  | L/T   |
| M32.6  | Chapter 7: Optimal risky portfolio                              |  |  |  |  |   |   |  | 4  | 10 | L/T   |
| M32.7  | Chapter 8: Index model                                          |  |  |  |  |   |   |  | 3  | 10 | L     |
| M32.8  | Chapter 9: CAPM                                                 |  |  |  |  |   |   |  | 3  | 5  | L/T   |
| M32.9  | Chapter 11: Efficient market                                    |  |  |  |  |   |   |  | 3  | 10 | L     |
| M32.10 | Chapter 12: Behavioral Finance and Technical analysis           |  |  |  |  |   |   |  | 3  | 5  | L/S   |
| M32.11 | Chapter 17: Macroeconomic and industry analysis                 |  |  |  |  |   |   |  | 4  | 5  | L/S   |
| M32.12 | Chapter 18: Equity valuation model                              |  |  |  |  |   |   |  | 4  | 5  | L/T/S |
| M32.13 | Chapter 19: Financial Statement analysis                        |  |  |  |  |   |   |  | 4  | 10 | L/T/S |
| M33    | Tecnical Analysis + Compulsory                                  |  |  |  |  | 3 |   |  | 45 | 90 |       |
| M33.1  | Topic 1: Introduction to Technical Analysis                     |  |  |  |  |   |   |  | 5  | 10 | L     |
| M33.2  | Topic 2: Market and market indicators                           |  |  |  |  |   |   |  | 5  | 10 | L/S   |
| M33.3  | Topic 3: Trend Analysis                                         |  |  |  |  |   |   |  | 5  | 10 | L/S   |
| M33.4  | Topic 4: Chart Pattens Analysis                                 |  |  |  |  |   |   |  | 5  | 10 | L/T/S |
| M33.5  | Topic 5: Candle stick pattern                                   |  |  |  |  |   |   |  | 5  | 10 | L/T/S |
| M33.6  | Topic 6: Trend Confirmation                                     |  |  |  |  |   |   |  | 5  | 10 | L/T/S |
| M33.7  | Topic 7: Other technical methods and Rules                      |  |  |  |  |   |   |  | 5  | 10 | L/T/S |
| M33.8  | Topic 8: Selection                                              |  |  |  |  |   |   |  | 5  | 10 | L/S   |
| M33.9  | Topic 9: System testing and Management                          |  |  |  |  |   |   |  | 5  | 10 | L/S   |
| M34    | Course Project of Monetary and Financial Theories + Compulsory  |  |  |  |  |   | 3 |  | 45 | 90 |       |
| M34.1  | Course Unit 1.Lecture guidance                                  |  |  |  |  |   |   |  | 6  | 12 | L/T   |
| M34.2  | Course Unit 2. Students choose topic                            |  |  |  |  |   |   |  | 3  | 6  | L/T   |
| M34.3  | Course Unit 3. Revise outline                                   |  |  |  |  |   |   |  | 3  | 6  | L/T   |
| M34.4  | Course Unit 4. Research draft                                   |  |  |  |  |   |   |  | 12 | 12 | L/T   |
| M34.5  | Course Unit 5. Review draft                                     |  |  |  |  |   |   |  | 12 | 12 | L/T   |
| M34.6  | Course Unit 6.Final essay                                       |  |  |  |  |   |   |  | 9  | 18 | L/T   |

|       |                                                                  |  |  |  |  |  |   |  |    |    |       |
|-------|------------------------------------------------------------------|--|--|--|--|--|---|--|----|----|-------|
| M35   | Taxation + Elective                                              |  |  |  |  |  | 2 |  | 30 | 45 |       |
| M35.1 | Chapter 1: The overview of taxation                              |  |  |  |  |  |   |  | 4  | 5  | L     |
| M35.2 | Chapter 2: Tax management in the economy                         |  |  |  |  |  |   |  | 4  | 5  | L     |
| M35.3 | Chapter 3: Value added tax                                       |  |  |  |  |  |   |  | 4  | 5  | L     |
| M35.4 | Chapter 4: Excerise tax                                          |  |  |  |  |  |   |  | 3  | 5  | L     |
| M35.5 | Chapter 5: Export and import duty                                |  |  |  |  |  |   |  | 3  | 5  | L     |
| M35.6 | Chapter 6: Corporate income tax                                  |  |  |  |  |  |   |  | 3  | 5  | L     |
| M35.7 | Chapter 7: Personal income tax                                   |  |  |  |  |  |   |  | 3  | 5  | L     |
| M35.8 | Chapter 8: Other taxes                                           |  |  |  |  |  |   |  | 3  | 5  | L     |
| M35.9 | Chapter 9: Fees and charges                                      |  |  |  |  |  |   |  | 3  | 5  | L     |
| M36   | Basic Accounting + Elective                                      |  |  |  |  |  | 2 |  | 30 | 60 |       |
| M36.1 | Chapter 1: The demand for audit and other assurance services     |  |  |  |  |  |   |  | 4  | 8  | L     |
| M36.2 | Chapter 2: Audit responsibilities and Objectives                 |  |  |  |  |  |   |  | 4  | 8  | L     |
| M36.3 | Chapter 3: Audit Evidence                                        |  |  |  |  |  |   |  | 4  | 8  | L     |
| M36.4 | Chapter 4: Audit Planning and Materiality                        |  |  |  |  |  |   |  | 4  | 8  | L     |
| M36.5 | Chapter 5: Assessing the risk of material misstatement           |  |  |  |  |  |   |  | 4  | 7  | L     |
| M36.6 | Chapter 6: Internal Control and COSO Framework                   |  |  |  |  |  |   |  | 4  | 7  | L     |
| M36.7 | Chapter 7: Overall strategy and audit program                    |  |  |  |  |  |   |  | 3  | 7  | L     |
| M36.8 | Chapter 8: Audit reports                                         |  |  |  |  |  |   |  | 3  | 7  | L     |
|       | 7th Semester                                                     |  |  |  |  |  |   |  |    |    |       |
| M37   | International Finance 2 + Elective                               |  |  |  |  |  | 2 |  | 30 | 60 |       |
| M37.1 | Chapter 1: National Income Accounting and Balance of Payment     |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M37.2 | Chapter 2: Money, Interest Rates and Exchange Rates              |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M37.3 | Chapter 3: Price Levels and the Exchange Rate in the Long Run    |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M37.4 | Chapter 4: Output and the Exchange Rate in the Short Run         |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M37.5 | Chapter 5: Fixed Exchange Rate and Foreign Exchange Intervention |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M37.6 | Chapter 6: Financial Globalisation: Opportunity and Crisis       |  |  |  |  |  |   |  | 5  | 10 | L/T   |
| M38   | Multinational Business Finance + Compulsory                      |  |  |  |  |  | 3 |  | 45 | 90 | L/T/S |
| M38.1 | Chapter 1. Multinational Financial Management An Overview        |  |  |  |  |  |   |  | 6  | 12 | L/S   |
| M38.2 | Chapter 2. Multinational Exchange Rate Risk Management           |  |  |  |  |  |   |  | 7  | 12 | L/S   |

|       |                                                                    |  |  |  |  |  |  |   |    |    |     |
|-------|--------------------------------------------------------------------|--|--|--|--|--|--|---|----|----|-----|
| M38.3 | Chapter 3. Multinational Cash Management                           |  |  |  |  |  |  |   | 6  | 14 | L/S |
| M38.4 | Chapter 4. Multinational Capital Budgeting                         |  |  |  |  |  |  |   | 7  | 12 | L/S |
| M38.5 | Chapter 5. Multinational Capital Structure and the Cost of Capital |  |  |  |  |  |  |   | 7  | 14 | L/S |
| M38.6 | Chapter 6. Multinational Short-Term Financing                      |  |  |  |  |  |  |   | 6  | 14 | L/S |
| M38.7 | Chapter 7. Foreign Direct Investment & Cross-Border Acquisitions   |  |  |  |  |  |  |   | 6  | 12 | T   |
| M39   | Economic Forecasting + Elective                                    |  |  |  |  |  |  | 3 | 45 | 90 |     |
| M39.1 | Chapter 1: Introduction to Economic Forecasting                    |  |  |  |  |  |  |   | 6  | 12 | L/S |
| M39.2 | Chapter 2: Data for Economic Forecasting                           |  |  |  |  |  |  |   | 12 | 24 | L/S |
| M39.3 | Chapter 3: Extrapolation                                           |  |  |  |  |  |  |   | 6  | 12 | L/S |
| M39.4 | Chapter 4: Moving averages and exponential smoothing               |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M39.5 | Chapter 5: Seasonality Forecasting                                 |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M39.6 | Chapter 6: Regression-based Forecasting                            |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M39.7 | Chapter 7: Input/Output Table-Based Forecasting                    |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M39.8 | Chapter 8: Opinion-based Forecasting Methods                       |  |  |  |  |  |  |   | 9  | 24 | L/S |
| M40   | Derivatives + Elective                                             |  |  |  |  |  |  | 3 | 45 | 90 | L/S |
| M40.1 | Chapter 1. Introduction to Derivatives                             |  |  |  |  |  |  |   | 6  | 12 | L/S |
| M40.2 | Chapter 2. Futures markets and central counterparties measurement  |  |  |  |  |  |  |   | 10 | 24 | L/S |
| M40.3 | Chapter 3. Hedging strategies using Futures                        |  |  |  |  |  |  |   | 6  | 12 | L/S |
| M40.4 | Chapter 4. Interest rate                                           |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M40.5 | Chapter 5 Determinants of forward and futures prices               |  |  |  |  |  |  |   | 5  | 6  | L/S |
| M40.6 | Chapter 6 (cont.) Interest rate futures                            |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M40.7 | Chapter 7 Swaps                                                    |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M40.8 | Chapter 8. Securitization and the credit crisis of 2007            |  |  |  |  |  |  |   | 9  | 24 | L/S |
| M41   | Financial Risk Management + Compulsory                             |  |  |  |  |  |  | 3 | 45 | 90 | L/S |
| M41.1 | Chapter 1. Foundation of Risk management                           |  |  |  |  |  |  |   | 6  | 12 | L/S |
| M41.2 | Chapter 2. Market risk                                             |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M41.3 | Chapter 3: Interest rate risk from Banking book                    |  |  |  |  |  |  |   | 3  | 6  | L/S |
| M41.4 | Chapter 4. Hedging tools                                           |  |  |  |  |  |  |   | 12 | 12 | L/S |
| M41.5 | Chapter 5. Credit risk                                             |  |  |  |  |  |  |   | 12 | 12 | L/S |
| M41.6 | Chapter 6. Operational risk and other risks                        |  |  |  |  |  |  |   | 9  | 18 | L/S |

|       |                                                                              |    |    |    |    |    |    |    |      |      |     |
|-------|------------------------------------------------------------------------------|----|----|----|----|----|----|----|------|------|-----|
| M42   | Debt securities market + Compulsory                                          |    |    |    |    |    |    | 3  | 45   | 90   | L/S |
| M42.1 | Chapter 1: Overview of the debt securities market                            |    |    |    |    |    |    |    | 6    | 12   | L/S |
| M42.2 | Chapter 2: Risk associated with investing in bonds                           |    |    |    |    |    |    |    | 3    | 6    | L/S |
| M42.3 | Chapter 3: Valuation of debt securities                                      |    |    |    |    |    |    |    | 3    | 6    | L/S |
| M42.4 | Chapter 4: Yield Measures and Yield spreads                                  |    |    |    |    |    |    |    | 12   | 12   | L/S |
| M42.5 | Chapter 5: Maturity Structure and Interest Rate Dynamics                     |    |    |    |    |    |    |    | 12   | 12   | L/S |
| M42.6 | Chapter 6: Fundamentals of Credit Risk Analysis                              |    |    |    |    |    |    |    | 9    | 18   | L/S |
| M43   | Financial Analysis + Elective                                                |    |    |    |    |    |    | 2  | 30   | 60   |     |
| M43.1 | Chapter 1: Introduction of Financial Analysis                                |    |    |    |    |    |    |    | 4    | 8    | L   |
| M43.2 | Chapter 2: Financial Statement and analysis                                  |    |    |    |    |    |    |    | 5    | 8    | L   |
| M43.3 | Chapter 3: Analysing operating activities                                    |    |    |    |    |    |    |    | 4    | 8    | L   |
| M43.4 | Chapter 4: Cash flow analysis                                                |    |    |    |    |    |    |    | 4    | 8    | L   |
| M43.5 | Chapter 5: Analysing financing activities                                    |    |    |    |    |    |    |    | 4    | 7    | L   |
| M43.6 | Chapter 6: Return on invested capital and profitability analysis             |    |    |    |    |    |    |    | 4    | 7    | L   |
| M43.7 | Chapter 7: Financial planning and forecasting                                |    |    |    |    |    |    |    | 4    | 7    | L   |
| M43.8 | Chapter 8: Financial statement quality                                       |    |    |    |    |    |    |    | 4    | 7    | L   |
| M44   | Cash flows management + Elective                                             |    |    |    |    |    |    | 2  | 30   | 60   |     |
| M44.1 | Chapter 1. Introduction to the Course and TURNITIN - Introduction activities |    |    |    |    |    |    |    | 6    | 12   | L   |
| M44.2 | Chapter 2. Receipts and disbursements management                             |    |    |    |    |    |    |    | 6    | 12   | L   |
| M44.3 | Chapter 3. Planning cash flow                                                |    |    |    |    |    |    |    | 6    | 12   | L   |
| M44.4 | Chapter 4. The models of cash flow forecasting                               |    |    |    |    |    |    |    | 6    | 12   | L   |
| M44.5 | Chapter 5. The model of cash balance management and analysing cash balance   |    |    |    |    |    |    |    | 6    | 12   | L   |
| BA    | Bachelor's Thesis                                                            |    |    |    |    |    |    | 12 | 30   | 120  |     |
|       |                                                                              |    |    |    |    |    |    |    |      |      |     |
| Total |                                                                              | 15 | 13 | 16 | 15 | 24 | 15 | 33 | 1815 | 3599 |     |

**Table 11: Curriculum – Bachelor of Financial Technology programme**

|           | 1 <sup>st</sup> Semester                                                           |                                     |    |    |    |    |    |    |    |                |                  |                              |
|-----------|------------------------------------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
| Modul No. | Title of Module / Course Unit + Compulsory or elective?                            | National Credit Points per Semester |    |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|           |                                                                                    | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| M1        | Module 1: Philosophy of Maxism-Leninism (Compulsory)                               | 3                                   |    |    |    |    |    |    |    | 45             | 90               |                              |
| M1.1      | Introduction to the fundamentals of Marxism - Leninism                             |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M1.2      | Dialectical materialism                                                            |                                     |    |    |    |    |    |    |    | 15             | 30               | L,S                          |
| M1.3      | Materialist dialectics                                                             |                                     |    |    |    |    |    |    |    | 21             | 42               | L,S                          |
| M1.4      | Historical materialism                                                             |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M1.5      | Mid-term & Review                                                                  |                                     |    |    |    |    |    |    |    |                |                  |                              |
| M2        | Module 2: Political Economics of MaxismLeninism (Compulsory)                       | 2                                   |    |    |    |    |    |    |    | 30             | 60               |                              |
| M2.1      | Introduction of Marxist- Leninist Political Economy                                |                                     |    |    |    |    |    |    |    | 2              | 4                | L,S                          |
| M2.2      | Commodity, Market and Roles of market players                                      |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
| M2.3      | Production of surplus values in a market economy                                   |                                     |    |    |    |    |    |    |    | 10             | 20               | L,S                          |
| M2.4      | Competition and monopoly in the market economy                                     |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
| M2.5      | Socialist-oriented market economy and economic interest relations                  |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
| M2.6      | Industrialization, Modernization and international economic integration of Vietnam |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
|           | Midterm & Review                                                                   |                                     |    |    |    |    |    |    |    | 2              | 4                |                              |
| M3        | Module 3: Scientific Socialism (Compulsory)                                        | 2                                   |    |    |    |    |    |    |    | 30             | 60               |                              |
| M3.1      | Introduction to Scientific Socialism                                               |                                     |    |    |    |    |    |    |    | 2              | 4                | L,S                          |
| M3.2      | The historical mission of the Working class                                        |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
| M3.3      | Socialism and the Transition to Socialism Period                                   |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M3.4      | Socialist democracy and the Socialist state                                        |                                     |    |    |    |    |    |    |    | 5              | 10               | L,S                          |
| M3.5      | Class - social structure and class alliances in the Transition to Socialism Period |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |

|        |                                                                   |   |  |  |  |  |  |  |  |    |    |     |
|--------|-------------------------------------------------------------------|---|--|--|--|--|--|--|--|----|----|-----|
| M3.6   | Ethnic and Religious issues in the Transition to Socialism Period |   |  |  |  |  |  |  |  | 4  | 8  | L,S |
| M3.7   | Family issues in the Transition to Socialism Period               |   |  |  |  |  |  |  |  | 4  | 8  | L,S |
|        | Midterm & Review                                                  |   |  |  |  |  |  |  |  | 4  | 8  | L,S |
| M4     | Module 4: General English (Compulsory)                            | 5 |  |  |  |  |  |  |  | 45 | 90 |     |
| M 4.1  | Unit 1: Careers                                                   |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.2  | Unit 2: Companies                                                 |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.3  | Unit 3: Change                                                    |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.4  | Unit 4: Organisation                                              |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.5  | Unit 5: Stress                                                    |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.6  | Unit 6: Entertaining                                              |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.7  | Unit 7: New business                                              |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.8  | Unit 8: Marketing                                                 |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 4.9  | Unit 9: Planning                                                  |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.10 | Unit 10: Managing people                                          |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.11 | Unit 11: Conflict                                                 |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 4.12 | Unit 12: Products                                                 |   |  |  |  |  |  |  |  | 9  | 18 | L,S |
| M5     | Module 5: Mathematics for Economics                               | 3 |  |  |  |  |  |  |  | 45 | 90 |     |
| M 5.1  | Chapter 1: Linear Algebra                                         |   |  |  |  |  |  |  |  | 12 | 24 | L,S |
| M 5.2  | Chapter 2: Functions of one variable                              |   |  |  |  |  |  |  |  | 9  | 18 | L,S |
| M 5.3  | Chapter 3: Integration and Its applications                       |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 5.4  | Chapter 4: Functions of several variables                         |   |  |  |  |  |  |  |  | 18 | 36 | L,S |
| M6     | Module 6: Microeconomics (Compulsory)                             | 3 |  |  |  |  |  |  |  | 45 | 90 |     |
| M 6.1  | Introduction of microeconomics                                    |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 6.2  | Demand and Supply                                                 |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 6.3  | Elasticity                                                        |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M 6.4  | The theory of consumer choice                                     |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 6.5  | Production, cost and profit                                       |   |  |  |  |  |  |  |  | 6  | 12 | L,S |
| M 6.6  | Market structures                                                 |   |  |  |  |  |  |  |  | 9  | 18 | L,S |
| M 6.7  | International Trade                                               |   |  |  |  |  |  |  |  | 3  | 6  | L,S |

| M 6.8     | Market failures                                                                                                                                 |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
|-----------|-------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
|           | Review                                                                                                                                          |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
|           |                                                                                                                                                 |                                     |    |    |    |    |    |    |    |                |                  |                              |
|           | 2nd Semester                                                                                                                                    |                                     |    |    |    |    |    |    |    |                |                  |                              |
| Modul No. | Title of Module / Course Unit + Compulsory or elective?                                                                                         | National Credit Points per Semester |    |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|           |                                                                                                                                                 | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| M7        | Module 7: Ho Chi Minh Ideology(Compulsory)                                                                                                      |                                     | 2  |    |    |    |    |    |    | 30             | 60               |                              |
| M7.1      | Ho Chi Minh's ideology: Concept, object, research methods and learning implications                                                             |                                     |    |    |    |    |    |    |    | 2              | 4                | L,S                          |
| M7.2      | Background, the formation and development of Ho Chi Minh's ideology                                                                             |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M7.3      | Ho Chi Minh's ideology on national independence and socialism                                                                                   |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M7.4      | Ho Chi Minh's ideology on the Communist Party of Vietnam and the State of the people, by the people, for the people                             |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M7.5      | Ho Chi Minh's ideology on great national solidarity and international solidarity                                                                |                                     |    |    |    |    |    |    |    | 4              | 8                | L,S                          |
| M7.6      | Ho Chi Minh's ideology on culture, ethics, and people                                                                                           |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M8        | Module 8: History of Vietnamese Communist Party (Compulsory)                                                                                    |                                     | 2  |    |    |    |    |    |    | 30             | 60               |                              |
| M8.1      | The foundation of the Communist Party of Vietnam and the leads to seize power (1930-1945)                                                       |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M8.2      | The Communist Party of Vietnam led two resistance wars, completed national liberation and reunification (1945-1975)                             |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M8.3      | The Communist Party of Vietnam led the country in the transition to socialism and carried out DOI MOI (1975-present)                            |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
|           | Conclusion:<br>- The great victories of the Vietnamese revolution<br>- Great lessons and about the leadership of the Communist Party of Vietnam |                                     |    |    |    |    |    |    |    |                |                  | L,S                          |

|        |                                                    |   |  |  |  |  |  |  |  |     |    |     |
|--------|----------------------------------------------------|---|--|--|--|--|--|--|--|-----|----|-----|
|        | Mid-term & Review                                  |   |  |  |  |  |  |  |  | 12  | 24 | L,S |
| M9     | Module 9: Business English (Compulsory)            | 5 |  |  |  |  |  |  |  | 45  | 90 |     |
| M 9.1  | Unit 1: Brands                                     |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 9.2  | Unit 2: Travel                                     |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 9.3  | Unit 3: Change                                     |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 9.4  | Unit 4: Organisation                               |   |  |  |  |  |  |  |  | 9   | 18 | L,S |
| M 9.5  | Unit 5: Advertising                                |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 9.6  | Unit 6: Money                                      |   |  |  |  |  |  |  |  | 12  | 24 | L,S |
| M10    | Module 10: Introduction to Statistics (Compulsory) | 3 |  |  |  |  |  |  |  | 45  | 90 |     |
| M 10.1 | Data and statistics                                |   |  |  |  |  |  |  |  | 1,5 | 3  | L,S |
| M 10.2 | Descriptive statistics                             |   |  |  |  |  |  |  |  | 1,5 | 3  | L,S |
| M 10.3 | Descriptive statistics: numerical measures         |   |  |  |  |  |  |  |  | 3   | 6  | L,S |
| M 10.4 | Introduction to Probability                        |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 10.5 | Discrete Probability Distribution                  |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 10.6 | Continuous Probability Distribution                |   |  |  |  |  |  |  |  | 3   | 6  | L,S |
| M 10.7 | Sample and Sampling Distribution                   |   |  |  |  |  |  |  |  | 3   | 6  | L,S |
| M 10.8 | Estimating confidence intervals                    |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M 10.9 | Hypothesis testing                                 |   |  |  |  |  |  |  |  | 6   | 12 | L,S |
| M10.10 | Inference with two populations                     |   |  |  |  |  |  |  |  | 3   | 6  | L,S |
| M10.11 | Inference about variance                           |   |  |  |  |  |  |  |  | 1,5 | 3  | L,S |
| M10.12 | Testing about independence                         |   |  |  |  |  |  |  |  | 1,5 | 3  | L,S |
| M10.13 | Chi-squared Test                                   |   |  |  |  |  |  |  |  | 3   | 6  | L,S |
|        |                                                    |   |  |  |  |  |  |  |  |     |    |     |
| M11    | Module 11: Introduction to ICT (Compulsory)        | 3 |  |  |  |  |  |  |  | 45  | 90 |     |
| M 11.1 | Chapter 1: Overview of IT                          |   |  |  |  |  |  |  |  | 6   | 12 | L,S |

|           |                                                            |                   |   |  |  |                   |  |  |  |          |    |                    |
|-----------|------------------------------------------------------------|-------------------|---|--|--|-------------------|--|--|--|----------|----|--------------------|
| M 11.2    | Chapter 2: Introduction to MS Word                         |                   |   |  |  |                   |  |  |  | 6        | 12 | L,S                |
| M 11.3    | Chapter 3: Introduction to MS Excel                        |                   |   |  |  |                   |  |  |  | 9        | 18 | L,S                |
| M 11.4    | Chapter 4: Introduction to PowerPoint                      |                   |   |  |  |                   |  |  |  | 6        | 12 | L,S                |
| M 11.5    | Chapter 5: Database Management System                      |                   |   |  |  |                   |  |  |  | 9        | 18 | L,S                |
|           | Mid-term 01                                                |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
|           | Mid-term 02                                                |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
|           | Review                                                     |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12       | Module 12: Macroeconomics (Compulsory)                     |                   | 3 |  |  |                   |  |  |  | 45       | 90 |                    |
| M12. 1    | Introduction to Macroeconomics                             |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 2    | Measuring a nation's income                                |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 3    | Measuring the cost of living                               |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 4    | Production and Growth                                      |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 5    | Saving, Investment, and the Financial System               |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 6    | Unemployment                                               |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 7    | The monetary system                                        |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 8    | Money Growth and Inflation                                 |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 9    | Open Macroeconomy                                          |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 10   | Aggregate Demand and Aggregate Supply                      |                   |   |  |  |                   |  |  |  | 6        | 12 | L,S                |
| M12. 11   | The influence of macroeconomic policy on Aggregate Demand  |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
| M12. 12   | The short-run trade-off between inflation and unemployment |                   |   |  |  |                   |  |  |  | 3        | 6  | L,S                |
|           | Midterm                                                    |                   |   |  |  |                   |  |  |  | 6        | 12 |                    |
|           |                                                            |                   |   |  |  |                   |  |  |  |          |    |                    |
|           | 3rd Semester                                               |                   |   |  |  |                   |  |  |  |          |    |                    |
| Modul No. | Title of Module / Course Unit + Compulsory or elective?    | National Semester |   |  |  | Credit Points per |  |  |  | Workload |    | Method of Teaching |

|         |                                                                                          | 1. | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours<br>in<br>Class | Hours<br>Self-<br>Study | i.e.<br>lecture<br>course,<br>seminar |
|---------|------------------------------------------------------------------------------------------|----|----|----|----|----|----|----|----|----------------------|-------------------------|---------------------------------------|
| M13     | Module 13: Academic English                                                              |    |    | 5  |    |    |    |    |    | 45                   | 90                      |                                       |
| M 13.1  | Unit 1: Course introduction                                                              |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.2  | Unit 2: Getting to know each other                                                       |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.3  | Unit 3: The Process of 3-step writing                                                    |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.4  | Unit 4: The Process of 3-step writing                                                    |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.5  | Unit 5: The Process of 3-step writing                                                    |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.6  | Unit 6: Basic knowledge of writing emails and memos in business                          |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.7  | Unit 7: Strategies of writing positive business documents                                |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.8  | Unit 8: Strategies of writing negative business documents                                |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 13.9  | Unit 9: Strategies of persuasive business documents                                      |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |
| M 13.10 | Unit 10: Basic knowledge and strategies of presentation skills in business communication |    |    |    |    |    |    |    |    | 15                   | 30                      | L,S                                   |
| M14     | Module 14: Principles of Law (Compulsory)                                                |    |    | 3  |    |    |    |    |    | 45                   | 90                      |                                       |
| M14.1   | Introduction to Law and How to study Law                                                 |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M14.2   | Introduction to the Common Law system                                                    |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M14.3   | Court and Dispute Resolutions                                                            |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |
| M14.4   | Basic Principles of Traditional Contract Law                                             |    |    |    |    |    |    |    |    | 15                   | 30                      | L,S                                   |
| M14.5   | Business Organisations                                                                   |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |
| M14.6   | Corporations                                                                             |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M14.7   | Intellectual Property Rights                                                             |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |
|         | Mid term exam                                                                            |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
|         |                                                                                          |    |    |    |    |    |    |    |    |                      |                         |                                       |
| M15     | Module 15: Principles of Accounting (Compulsory)                                         |    |    | 3  |    |    |    |    |    | 45                   | 90                      |                                       |
| M 16.1  | Introduction to Financial Accounting                                                     |    |    |    |    |    |    |    |    | 3                    | 6                       | L,S                                   |
| M 16.2  | Further Look at Financial Statements                                                     |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |
| M 16.3  | The Accounting Information System                                                        |    |    |    |    |    |    |    |    | 6                    | 12                      | L,S                                   |

|         |                                                                 |  |  |   |  |  |  |  |  |    |    |      |
|---------|-----------------------------------------------------------------|--|--|---|--|--|--|--|--|----|----|------|
| M 16.4  | Accrual Accounting Concepts                                     |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 16.5  | Merchandising Operations and the Multiple Step Income Statement |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 16.6  | Reporting and Analysing Inventory                               |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 16.7  | Reporting and Analysing Receivables                             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 16.8  | Reporting and Analysing Long-Term Assets                        |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 16.9  | Reporting and Analysing Liabilities                             |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 16.10 | Reporting and Analysing Shareholder Equity                      |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M16     | Module 16: Computer Programming (Compulsory)                    |  |  | 3 |  |  |  |  |  | 45 | 90 |      |
| M 17.1  | Basic concepts of programming                                   |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.2  | Basic concepts of C programming language                        |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.3  | Basic data types and operators in C                             |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.4  | Data input and output                                           |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.5  | Control structures                                              |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.6  | Functions                                                       |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.7  | Pointers                                                        |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M 17.8  |                                                                 |  |  |   |  |  |  |  |  | 6  | 12 | L,S  |
| M17     | Module 17: Discrete Mathematics (Selective)                     |  |  | 3 |  |  |  |  |  | 45 | 90 |      |
| M 17.1  | Introductions, Logic and Set                                    |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.2  | Proofs                                                          |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.3  | Proofs (cont)                                                   |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.4  | Functions, Strings, and Relations                               |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.5  | Algorithms                                                      |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.6  | Introduction to number theory                                   |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 17.7  | Counting problems and Dirichlet's principle                     |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 17.8  | Counting problems and Dirichlet's principle (cont)              |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 17.9  | Graph Theory (part 1)                                           |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 17.10 | Graph Theory (part 2)                                           |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 17.11 | Graph Theory (part 3)                                           |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |

|            |                                              |  |  |   |  |  |  |  |  |    |    |      |
|------------|----------------------------------------------|--|--|---|--|--|--|--|--|----|----|------|
| M<br>17.12 | Tree                                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>17.13 | Tree (cont)                                  |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>17.14 | Midterm                                      |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>17.15 | Project presentation                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M18        | Module 18: Computer Architech (Selective)    |  |  | 3 |  |  |  |  |  | 45 | 90 |      |
| M 18.1     | Introduction to computer architecture        |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 18.2     | Introduction to computer architecture (cont) |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 18.3     | Instruction set architecture (ISA) (part 1)  |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 18.4     | Instruction set architecture (ISA) (part 2)  |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 18.5     | Instruction set architecture (ISA) (part 3)  |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 18.6     | Instruction set architecture (ISA) (part 4)  |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 18.7     | Pipelining (part 1)                          |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 18.8     | Pipelining (part 2)                          |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 18.9     | Instruction-Level Parallelism                |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M<br>18.10 | Instruction-Level Parallelism (cont)         |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M<br>18.11 | Memory Hierarchy Design (part 1)             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>18.12 | Memory Hierarchy Design (part 2)             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>18.13 | Memory Hierarchy Design (part 3)             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>18.14 | Memory Hierarchy Design (part 4)             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M<br>18.15 | I/O System – Storage                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M19        | Module 19: Entrepreneurship (Selective)      |  |  | 3 |  |  |  |  |  | 45 | 90 |      |
| M 19.1     | Introduction to Entrepreneurship             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |

|         |                                                                                   |  |  |   |  |  |  |  |  |    |    |      |
|---------|-----------------------------------------------------------------------------------|--|--|---|--|--|--|--|--|----|----|------|
| M 19.2  | Recognising Opportunities and Generating Ideas                                    |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.3  | Feasibility Analysis                                                              |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.4  | Mid-term test                                                                     |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.5  | Developing an Effective Business Model                                            |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.6  | Developing an Effective Business Model (cont)                                     |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 19.7  | Industry and Competitor Analysis                                                  |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 19.8  | Building a New-Venture team                                                       |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 19.9  | Getting Financing or Funding                                                      |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 19.10 | Unique Marketing Issues                                                           |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 19.11 | Preparing for and Evaluating the Challenges of Growth                             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.12 | Presentation (3-4 groups)                                                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.13 | Presentation (3-4 groups)                                                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.14 | Presentation (3-4 groups)                                                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 19.15 | Review                                                                            |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M20     | Module 20: Principles of Marketing (Selective)                                    |  |  | 3 |  |  |  |  |  | 45 | 90 |      |
| M 20.1  | Greeting and course introduction, its logic, its role and position in the program |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 20.2  | Marketing Overview                                                                |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 20.3  | Information system and Marketing research                                         |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 20.4  | Marketing Environment                                                             |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 20.5  | Customer behaviour                                                                |  |  |   |  |  |  |  |  | 3  | 6  | L,S  |
| M 20.6  | Customer behaviour (cont)                                                         |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 20.7  | Segmentation, Targeting and Positioning                                           |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 20.8  | Segmentation, Targeting and Positioning (cont)                                    |  |  |   |  |  |  |  |  | 3  | 6  | L, S |
| M 20.9  | Establishing and implementing marketing strategies                                |  |  |   |  |  |  |  |  | 3  | 6  | L, S |

| M<br>20.10   | Product decisions                                                                  |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L, S                                  |
|--------------|------------------------------------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|-----------------------|--------------------------|---------------------------------------|
| M<br>20.11   | Pricing Decisions                                                                  |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M<br>20.12   | Distribution Channel Decisions                                                     |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M<br>20.13   | Marketing Communication Decisions                                                  |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M<br>20.14   | Present group exercise. Analysis report of marketing activities in a specific unit |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M<br>20.15   | Present group exercise. Analysis report of marketing activities in a specific unit |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
|              | 4nd Semester                                                                       |                                     |    |    |    |    |    |    |    |                       |                          |                                       |
| Modul<br>No. | Title of Module / Course Unit + Compulsory or elective?                            | National Credit Points per Semester |    |    |    |    |    |    |    | Workload              |                          | Method<br>of<br>Teachin<br>g          |
|              |                                                                                    | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hour<br>s in<br>Class | Hour<br>s Self-<br>Study | i.e.<br>lecture<br>course,<br>seminar |
| M21          | Module 21: Financial Market and Institutions (Compulsory)                          |                                     |    |    | 3  |    |    |    |    | 45                    | 90                       |                                       |
| M 21.1       | What is money?                                                                     |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M 21.2       | An Overview of the Financial System                                                |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M 21.3       | The meaning of Interest Rates                                                      |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M 21.4       | The Behavior of Interest Rates                                                     |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |
| M 21.5       | Introduction to Finance and Financial Management                                   |                                     |    |    |    |    |    |    |    | 6                     | 12                       | L,S                                   |
| M 21.6       | Banking and the Management of Financial Institutions                               |                                     |    |    |    |    |    |    |    | 6                     | 12                       | L,S                                   |
| M 21.7       | Non-bank Institutions                                                              |                                     |    |    |    |    |    |    |    | 6                     | 12                       | L,S                                   |
| M 21.8       | Introduction to the Central Bank                                                   |                                     |    |    |    |    |    |    |    | 3                     | 6                        | L,S                                   |

|         |                                                       |  |  |  |   |  |  |  |  |    |    |      |
|---------|-------------------------------------------------------|--|--|--|---|--|--|--|--|----|----|------|
| M 21.9  | The money supply process                              |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 21.10 | Monetary Policy                                       |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M22     | Module 22: Econometrics (Compulsory)                  |  |  |  | 2 |  |  |  |  | 45 | 90 |      |
| M 22.1  | Introduction to Econometrics                          |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M22.2   | Single Regression                                     |  |  |  |   |  |  |  |  | 9  | 18 | L,S  |
| M 22.3  | Multiple Regression Model                             |  |  |  |   |  |  |  |  | 9  | 18 | L,S  |
| M 22.4  | Functional Form                                       |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 22.5  | Variable Selection                                    |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 22.6  | Regression Results                                    |  |  |  |   |  |  |  |  | 9  | 18 | L,S  |
| M23     | Module 23: Applied Statistics in Finance (Compulsory) |  |  |  | 2 |  |  |  |  | 30 | 60 |      |
| M 23.1  | Introduction to Applied Statistics in Finance         |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.2  | Two Sample Hypothesis Test (Part 1)                   |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.3  | Two Sample Hypothesis Test (Part 2)                   |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.4  | Analysis of Variance (Part 1)                         |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.5  | Analysis of Variance (Part 2)                         |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.6  | Time-Series Analysis (Part 1)                         |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.7  | Time-Series Analysis (Part 1)                         |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.8  | Chi_Square Test                                       |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.9  | Non parametric Test                                   |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 23.10 | Group Assignment Presentation                         |  |  |  |   |  |  |  |  | 3  | 6  | S    |
| M24     | Module 24: Financial Management 1 (Compulsory)        |  |  |  | 3 |  |  |  |  | 45 | 90 |      |
| M 20.1  | Introduction to Corporate Finance                     |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.2  | Financial Statements and Cashflow (Part 1)            |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.3  | Financial Statements and Cashflow (Part 2)            |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.4  | Financial Statements and Cashflow (Part 3)            |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.5  | Financial Statements and Cashflow (Part 4)            |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.6  | Financial Statements and Cashflow (Part 5)            |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.7  | The time value of money                               |  |  |  |   |  |  |  |  | 3  | 6  | L, S |

|         |                                                                               |  |  |  |   |  |  |  |  |    |    |      |
|---------|-------------------------------------------------------------------------------|--|--|--|---|--|--|--|--|----|----|------|
| M 20.8  | Discounted Cashflow (Part 1)                                                  |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.9  | Discounted Cashflow (Part 2)                                                  |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.10 | Interest Rates and Bond Valutaion (Part 1)                                    |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.11 | Interest Rates and Bond Valutaion (Part 2)                                    |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.12 | Stock Valuation (Part 1)                                                      |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.13 | Stock Valuation (Part 2)                                                      |  |  |  |   |  |  |  |  | 3  | 6  | L, S |
| M 20.14 | Midterm exam                                                                  |  |  |  |   |  |  |  |  | 3  |    |      |
| M 20.15 | Review                                                                        |  |  |  |   |  |  |  |  | 3  |    | L    |
| M25     | Information System & Decision Support in Finance (Compulsory)                 |  |  |  | 3 |  |  |  |  | 45 | 90 |      |
| M 25.1  | Information Systems in Global Business Today                                  |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 25.2  | Global E-business and Collaboration                                           |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 25.3  | Information Systems, Organisations and Strategy                               |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 25.4  | IT Infrastructure and Emerging Technologies                                   |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 25.5  | Foundation of Business and Intelligence: Databases and Information Management |  |  |  |   |  |  |  |  | 12 | 24 | L,S  |
| M 25.6  | Building Information Systems                                                  |  |  |  |   |  |  |  |  | 3  | 6  | L,S  |
|         | Mid term                                                                      |  |  |  |   |  |  |  |  | 3  | 6  |      |
|         | Review                                                                        |  |  |  |   |  |  |  |  | 3  | 6  |      |
| M26     | Module 26: Application of Financial Software Package (Compulsory)             |  |  |  | 3 |  |  |  |  | 45 | 90 |      |
| M 26.1  | Overview of financial software packages                                       |  |  |  |   |  |  |  |  | 6  | 12 | L,S  |
| M 26.2  | Financial packages and functions                                              |  |  |  |   |  |  |  |  | 30 | 60 | L,S  |

| M 26.3    | Advanced financial packages software                    |                                     |    |    |    |    |    |    |    | 9              | 18               | L,S                          |
|-----------|---------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
|           | 5nd Semester                                            |                                     |    |    |    |    |    |    |    |                |                  |                              |
| Modul No. | Title of Module / Course Unit + Compulsory or elective? | National Credit Points per Semester |    |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|           |                                                         | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| M27       | Module 27: Foundation of Management (Compulsory)        |                                     |    |    |    | 3  |    |    |    | 45             | 90               |                              |
| M 13.1    | Introduction to Management                              |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 13.2    | Ethics and Social Responsibilities                      |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 13.3    | Planning                                                |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 13.4    | Problem Solving and Decision Making                     |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 13.5    | Organisation Structure, Culture and Change              |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 13.6    | Leadership                                              |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 13.7    | Motivation                                              |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 13.8    | Communication                                           |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 13.9    | Teams, Groups and Teamwork                              |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 13.10   | Essentials of Controlling                               |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M28       | Module 28: Financial Statement Analysis (Compulsory)    |                                     |    |    |    | 2  |    |    |    | 30             | 60               |                              |
| M21.1     | Introduction                                            |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M21.2     | Financial statements and analysis                       |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M21.3     | Analysing operating activities                          |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M21.4     | Cash flow analysis                                      |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M215      | Analysing financing activities                          |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M21.6     | Return on invested                                      |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |

|        |                                                                               |  |  |  |  |   |  |  |  |    |    |     |
|--------|-------------------------------------------------------------------------------|--|--|--|--|---|--|--|--|----|----|-----|
| M21.7  | Financial planning and forecasting                                            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
|        | Mid term                                                                      |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
|        | Presentation and Review                                                       |  |  |  |  |   |  |  |  | 6  | 12 |     |
| M29    | Module 29: Financial Management 2 (Compulsory)                                |  |  |  |  | 3 |  |  |  | 45 | 90 |     |
| M 29.1 | Return, Risk and the Security Market Line                                     |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 29.2 | Cost of capital                                                               |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 29.3 | Financial leverage and Capital structure theory                               |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 29.4 | Dividends and other payouts                                                   |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M 29.5 | Short-term finance and planning                                               |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M 29.6 | Cash management                                                               |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M 29.7 | Credit and inventory management                                               |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M 29.8 | Merges and Acquisitions                                                       |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
|        | Mid term                                                                      |  |  |  |  |   |  |  |  | 3  | 6  |     |
|        | Presentation and Review                                                       |  |  |  |  |   |  |  |  | 9  | 18 |     |
| M30    | Module 30: Introduction to Finance Data Management and Analytics (Compulsory) |  |  |  |  | 3 |  |  |  | 45 | 90 |     |
| M 30.1 | Data and Data Management                                                      |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M 30.2 | Data analytics                                                                |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M 30.3 | Data warehouse                                                                |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 30.4 | Data analytics in Finance                                                     |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
|        | Mid term                                                                      |  |  |  |  |   |  |  |  | 3  | 6  | L   |
|        | Presentation and Review                                                       |  |  |  |  |   |  |  |  | 9  | 18 | S   |
| M31    | Module 31: Commercial Banking Management (Compulsory)                         |  |  |  |  | 3 |  |  |  | 45 | 90 |     |
| M 31.1 | An Overview of the Changing Financial Services Sector                         |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M 31.2 | The financial statements of banks and their principal competitors             |  |  |  |  |   |  |  |  | 12 | 24 | L,S |
| M 31.3 | Managing and pricing deposit services                                         |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M 31.4 | Lending policies and procedures: Managing credit risk                         |  |  |  |  |   |  |  |  | 15 | 30 | L,S |
| M32    | Module 32: Introduction to R (Compulsory)                                     |  |  |  |  | 3 |  |  |  | 45 | 90 |     |
| M 32.1 | Basic Concepts                                                                |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 32.2 | Basic Data Management Using R                                                 |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M 32.3 | Data transformation                                                           |  |  |  |  |   |  |  |  | 3  | 6  | L,S |

| M 32.4    | Data visualization                                         |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
|-----------|------------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
| M 32.5    | Linear models                                              |                                     |    |    |    |    |    |    |    | 9              | 18               | L,S                          |
| M 32.6    | Tree-Based Methods                                         |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 32.7    | Unsupervised learning                                      |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
|           | Summary and Revision                                       |                                     |    |    |    |    |    |    |    | 3              | 6                |                              |
|           | 6th Semester                                               |                                     |    |    |    |    |    |    |    |                |                  |                              |
| Modul No. | Title of Module / Course Unit + Compulsory or elective?    | National Credit Points per Semester |    |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|           |                                                            | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| M33       | Module 33: Innovation and Creativity (Compulsory)          |                                     |    |    |    |    | 3  |    |    | 45             | 90               |                              |
| M 33.1    | Introduction to Innovation and Creativity                  |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 33.2    | The trend of Technology Development and Innovation Dilemma |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 33.3    | Types of Innovation and Sources of Innovation              |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 33.4    | Innovation Management                                      |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 33.5    | Innovation Strategy                                        |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 33.6    | Operations Innovation                                      |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 33.7    | Product and Service Innovation                             |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 33.8    | Commercialization                                          |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 33.9    | Protecting Innovation and Open Innovation                  |                                     |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M34       | Module 34: International Financial Management (Compulsory) |                                     |    |    |    |    | 3  |    |    | 45             | 90               |                              |
| M 34.1    | Introduction of international financial management         |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 34.2    | International monetary system                              |                                     |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 34.3    | Balance of payments                                        |                                     |    |    |    |    |    |    |    | 9              | 18               | L,S                          |
| M 34.4    | Fundamentals of exchange rates                             |                                     |    |    |    |    |    |    |    | 9              | 18               | L,S                          |
| M 34.5    | Foreign exchange market                                    |                                     |    |    |    |    |    |    |    | 12             | 24               | L,S                          |

|         |                                                                                 |  |  |  |  |  |   |  |  |    |    |     |
|---------|---------------------------------------------------------------------------------|--|--|--|--|--|---|--|--|----|----|-----|
| M 34.6  | Exchange rate risk management                                                   |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M35     | Module 35: Introduction to Financial Technology and Implementation (Compulsory) |  |  |  |  |  | 3 |  |  | 45 | 90 |     |
| M 35.1  | Introduction to Fintech                                                         |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.2  | Fintech ecosystem                                                               |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.3  | Innovative business models                                                      |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.4  | Innovative products and processes                                               |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.5  | Blockchains                                                                     |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.6  | Poster review session                                                           |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.7  | Crowd sourcing                                                                  |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.8  | Fintech valuation                                                               |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.9  | Big data                                                                        |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.10 | Seminar on current events                                                       |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.11 | Cyber safety                                                                    |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.12 | Cloud and robots                                                                |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.13 | Regtech                                                                         |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M 35.14 | The future                                                                      |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36     | Module 36: Financial Institutions and Risk Management (Selective)               |  |  |  |  |  | 2 |  |  | 30 | 60 |     |
| M 36.1  | Foundation of Risk management                                                   |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M 36.2  | Market risk                                                                     |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
|         | Midterm                                                                         |  |  |  |  |  |   |  |  | 3  |    |     |
| M 36.3  | Interest rate risk for the Banking book                                         |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M 36.4  | Credit risk                                                                     |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
|         | Presentation and Reviews                                                        |  |  |  |  |  |   |  |  | 3  | 6  |     |
| M37     | Module 37: Strategic Management (Selective)                                     |  |  |  |  |  | 2 |  |  | 30 | 60 |     |

|           |                                                                           |                   |        |        |     |  |   |  |  |          |    |           |
|-----------|---------------------------------------------------------------------------|-------------------|--------|--------|-----|--|---|--|--|----------|----|-----------|
| M 37.1    | Introduction to strategy and strategic management                         |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.2    | Vision and mission statement                                              |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.3    | Macro Environment Analysis                                                |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.4    | Industry Environment Analysis                                             |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.5    | Internal Environment Analysis                                             |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.6    | Business strategies Competitive strategies                                |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.7    | Strategic Analysis and Choice                                             |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 37.8    | Implementing, monitoring, revising strategies                             |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M38       | Module 38: Portfolio Management (Selective)                               |                   |        |        |     |  | 2 |  |  | 30       | 60 |           |
| M 38.1    | Investment Setting                                                        |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.2    | Asset Allocation and Security Selection                                   |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.3    | An Introduction to Portfolio Management                                   |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.4    | Equity Portfolio Management Strategies                                    |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
|           | Group presentation                                                        |                   |        |        |     |  |   |  |  | 6        | 12 | S         |
| M 38.5    | Bond Fundamentals and Valuation                                           |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.6    | Bond Analysis and Portfolio Management Strategies                         |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.7    | Professional Portfolio Management, Alternative Assets and Industry Ethics |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M 38.8    | Evaluation and Portfolio Performance                                      |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
| M39       | Module 39: Project Evaluation (Selective)                                 |                   |        |        |     |  | 2 |  |  | 30       | 60 |           |
| M 39.1    | Introduction to financial appraisals of investment projects               |                   |        |        |     |  |   |  |  | 6        | 12 | L,S       |
| M 39.2    | Cash flows of investment projects                                         |                   |        |        |     |  |   |  |  | 9        | 18 | L,S       |
| M 39.3    | Financial indicators of investment projects                               |                   |        |        |     |  |   |  |  | 6        | 12 | L,S       |
| M 39.4    | Discount rate                                                             |                   |        |        |     |  |   |  |  | 6        | 12 | L,S       |
| M 39.5    | Risk analysis of investment projects                                      |                   |        |        |     |  |   |  |  | 3        | 6  | L,S       |
|           | 7th Semester                                                              |                   |        |        |     |  |   |  |  |          |    |           |
| Modul No. | Title of Module / Course Unit + Compulsory or elective?                   | National Semester | Credit | Points | per |  |   |  |  | Workload |    | Method of |

|         |                                                            |    |    |    |    |    |    |    |    |                |                  | Teaching                     |
|---------|------------------------------------------------------------|----|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
|         |                                                            | 1. | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| M40     | Module 40: Financial Investments (Compulsory)              |    |    |    |    |    |    | 3  |    | 45             | 90               |                              |
| M 40.1  | The Investment environment                                 |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.2  | Securities Markets and Transactions                        |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.3  | Investment Information and Securities Transaction          |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.4  | Common stock                                               |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.5  | Stock analysis                                             |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.6  | Stock valuation                                            |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
|         | Presentation on assigned topics                            |    |    |    |    |    |    |    |    | 9              | 18               | S                            |
| M 40.7  | Fixed-income securities                                    |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.8  | Bond valuation                                             |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.9  | Mutual funds and ETF                                       |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 40.10 | Option put and call; Futures and futures market            |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
|         | Midterm test                                               |    |    |    |    |    |    |    |    | 3              |                  |                              |
|         | Guest Speakers - Reviews                                   |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M41     | Module 41: International Payment System (Compulsory)       |    |    |    |    |    |    | 3  |    | 45             | 90               |                              |
| M 41.1  | Overview of the International Payment System               |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 41.2  | Foreign Trade Contracts and International Trade Conditions |    |    |    |    |    |    |    |    | 3              | 6                | L,S                          |
| M 41.3  | Commercial Documents                                       |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 41.4  | Financial Documents                                        |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 41.5  | International Payment Methods                              |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 41.6  | Incoterms                                                  |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 41.7  | UCP600                                                     |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |
| M 41.8  | Foreign Trade Financing                                    |    |    |    |    |    |    |    |    | 6              | 12               | L,S                          |

|         |                                                         |  |  |  |  |  |  |   |  |    |    |     |
|---------|---------------------------------------------------------|--|--|--|--|--|--|---|--|----|----|-----|
| M 41.9  | Risks in International Markets                          |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M42     | Module 42: Financial Big Data Analytics (Compulsory)    |  |  |  |  |  |  | 3 |  | 45 | 90 |     |
| M 42.1  | Financial Big Data                                      |  |  |  |  |  |  |   |  | 12 | 24 | L,S |
| M 42.2  | Advanced analytical theory and methods                  |  |  |  |  |  |  |   |  | 21 | 42 | L,S |
| M 42.3  | Advanced analytics – Technologies and tools             |  |  |  |  |  |  |   |  | 12 | 24 | L,S |
| M43     | Module 43: Multinational Business Finance (Compulsory)  |  |  |  |  |  |  | 3 |  |    |    |     |
| M 43.1  | Multinational Financial Management - An Overview        |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 43.2  | Multinational Exchange Rate Risk Management             |  |  |  |  |  |  |   |  | 9  | 18 | L,S |
| M 43.3  | Multinational Cash Management                           |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 43.4  | Multinational Capital Budgeting                         |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 43.5  | Multinational Capital Structure and the Cost of Capital |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 43.6  | Multinational Short-Term Financing                      |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 43.7  | Foreign Direct Investment & Cross-Border Acquisitions   |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M44     | Module 44: E-Commerce (Compulsory)                      |  |  |  |  |  |  | 3 |  |    |    |     |
| M 44.1  | Overview of E-Commerce                                  |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 44.2  | Hardware, Software and Technology 4.0 Applied for EC    |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M 44.3  | E - Commerce Website                                    |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 44.4  | E – Commerce Strategy                                   |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M 44.5  | E – Commerce Retailing (B2C, B2B2C, C2C)                |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 44.6  | Online B2B transaction                                  |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M 44.7  | E – Government                                          |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M 44.8  | Online Payment and Security                             |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M 44.9  | Fulfilment in E - Commerce                              |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M 44.10 | Digital marketing                                       |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
|         | 8th Semester                                            |  |  |  |  |  |  |   |  |    |    |     |

| Modul No. | Title of Module / Course Unit + Compulsory or elective? | National Credit Points per Semester |    |    |    |    |    |    |    | Workload       |                  | Method of Teaching           |
|-----------|---------------------------------------------------------|-------------------------------------|----|----|----|----|----|----|----|----------------|------------------|------------------------------|
|           |                                                         | 1.                                  | 2. | 3. | 4. | 5. | 6. | 7. | 8. | Hours in Class | Hours Self-Study | i.e. lecture course, seminar |
| C         | Colloquium                                              |                                     |    |    |    |    |    |    |    |                |                  |                              |
| BA        | Bachelor's Thesis                                       |                                     |    |    |    |    |    |    | 10 |                |                  |                              |
|           |                                                         |                                     |    |    |    |    |    |    |    |                |                  |                              |
| Total     |                                                         | 18                                  | 18 | 20 | 17 | 17 | 15 | 15 | 10 |                |                  |                              |

**Table 12: Curriculum – Bachelor Financial Planning programme**

|            | Semester 1                                                                        |                         |                                     |   |   |   |   |   |   |   |                |                  |                                                         |
|------------|-----------------------------------------------------------------------------------|-------------------------|-------------------------------------|---|---|---|---|---|---|---|----------------|------------------|---------------------------------------------------------|
| Module No. | Course name                                                                       | Compulsory or elective? | National Credit Points per Semester |   |   |   |   |   |   |   | Workload       |                  | Method of Teaching<br><br>i.e., lecture course, seminar |
|            |                                                                                   |                         | 1                                   | 2 | 3 | 4 | 5 | 6 | 7 | 8 | Hours in Class | Hours Self-Study |                                                         |
| M1         | Marxist-Leninist philosophy                                                       | Compulsory              | 3                                   |   |   |   |   |   |   |   | 45             | 90               | L,S                                                     |
| M1.1       | Philosophy and the role of philosophy in social life                              |                         |                                     |   |   |   |   |   |   |   | 15             | 30               | L,S                                                     |
| M1.2       | Dialectical materialism                                                           |                         |                                     |   |   |   |   |   |   |   | 15             | 30               | L,S                                                     |
| M1.3       | Historical materialism                                                            |                         |                                     |   |   |   |   |   |   |   | 15             | 30               | L,S                                                     |
| M2         | Political economics of marxism and leninism                                       | Compulsory              | 2                                   |   |   |   |   |   |   |   | 30             | 60               | L,S                                                     |
| M2.1       | Objectives, Research methods, and functions of Marxist-Leninist Political Economy |                         |                                     |   |   |   |   |   |   |   | 5              | 10               | L,S                                                     |
| M2.2       | Commodities, market and the role of market participants                           |                         |                                     |   |   |   |   |   |   |   | 5              | 10               | L,S                                                     |
| M2.3       | Surplus value in a market economy                                                 |                         |                                     |   |   |   |   |   |   |   | 5              | 10               | L,S                                                     |
| M2.4       | Competition and monopoly in a market economy                                      |                         |                                     |   |   |   |   |   |   |   | 5              | 10               | L,S                                                     |
| M2.5       | Socialist-oriented market economy and economic-interest relations in Vietnam      |                         |                                     |   |   |   |   |   |   |   | 5              | 10               | L,S                                                     |

|      |                                                                                                                    |            |   |  |  |  |  |  |  |  |    |    |     |
|------|--------------------------------------------------------------------------------------------------------------------|------------|---|--|--|--|--|--|--|--|----|----|-----|
| M2.6 | Vietnam's industrialization, modernization, and international economic integration                                 |            |   |  |  |  |  |  |  |  | 5  | 10 | L,S |
| M3   | Scientific socialism                                                                                               | Compulsory | 2 |  |  |  |  |  |  |  | 30 | 60 | L,S |
| M3.1 | Introduction to scientific socialism                                                                               |            |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M3.2 | The historical mission of the workign class                                                                        |            |   |  |  |  |  |  |  |  | 3  | 6  | L,S |
| M3.3 | Socialism and the transition to socialism                                                                          |            |   |  |  |  |  |  |  |  | 5  | 10 | L,S |
| M3.4 | Socialist Democracy and the socialist state                                                                        |            |   |  |  |  |  |  |  |  | 5  | 10 | L,S |
| M3.5 | Social Structure - Class and class alliance in the CPC to socialism                                                |            |   |  |  |  |  |  |  |  | 5  | 10 | L,S |
| M3.6 | Ethnic and religious issues in the upward transition socialism                                                     |            |   |  |  |  |  |  |  |  | 5  | 10 | L,S |
| M3.7 | Family problems during the trnsition to socialism                                                                  |            |   |  |  |  |  |  |  |  | 4  | 8  | L,S |
| M4   | Vietnam Communist Party History                                                                                    | Compulsory | 2 |  |  |  |  |  |  |  | 30 | 60 | L,S |
| M4.1 | Chapter 1: The Communist Party of Vietnam was bord and led the struggle for power (1930-1945)                      |            |   |  |  |  |  |  |  |  | 10 | 20 | L,S |
| M4.2 | Chapter 2: The Party led two resistance wars, completed national liberation, and reunified the country (1945-1975) |            |   |  |  |  |  |  |  |  | 10 | 20 | L,S |
| M4.3 | The Party that led the whole country's transition to socialism and carried out reform (1975-2018)                  |            |   |  |  |  |  |  |  |  | 10 | 20 | L,S |
| M5   | Ho Chi Minh Ideology                                                                                               | Compulsory | 2 |  |  |  |  |  |  |  | 30 | 60 | L,S |

|      |                                                                                                                     |                |  |   |  |  |  |  |  |  |    |    |     |
|------|---------------------------------------------------------------------------------------------------------------------|----------------|--|---|--|--|--|--|--|--|----|----|-----|
| M5.1 | Concepts, objects, research methods, and learning significance of Ho Chi Minh thought                               |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M5.2 | Foundation, the process of formation and development of Ho Chi Minh's thought                                       |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M5.3 | Ho Chi Minh's ideas on national independence and socialism                                                          |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M5.4 | Ho Chi Minh's ideas on the Communist Party of Vietnam and the State of the People, by the People and for the People |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M5.5 | Ho Chi Minh's ideas on Great National Unity and International Solidarity                                            |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M5.6 | Ho Chi Minh's ideas on culture, ethics, and people                                                                  |                |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
|      |                                                                                                                     |                |  |   |  |  |  |  |  |  |    |    |     |
|      | Semester 2                                                                                                          |                |  |   |  |  |  |  |  |  |    |    |     |
| M6   | Behavioral Research Methods                                                                                         | Compulsor<br>y |  | 3 |  |  |  |  |  |  | 45 | 90 | L,S |
| M6.1 | Introduction to basic concepts                                                                                      |                |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M6.2 | Descriptive statistics                                                                                              |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.3 | Data visualization                                                                                                  |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.4 | Descriptive data mining                                                                                             |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.5 | Probability                                                                                                         |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.6 | Statistics inference                                                                                                |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.7 | Regression                                                                                                          |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M6.8 | Time series and forecasting                                                                                         |                |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M7   | Introduction to Physical Geography                                                                                  | Compulsor<br>y |  | 3 |  |  |  |  |  |  | 45 | 90 | L,S |
| M7.1 | Introduction                                                                                                        |                |  |   |  |  |  |  |  |  | 9  | 18 | L,S |
| M7.2 | Making the (Spatial) Economy                                                                                        |                |  |   |  |  |  |  |  |  | 18 | 36 | L,S |

|       |                                                  |            |  |   |  |  |  |  |  |  |    |    |     |
|-------|--------------------------------------------------|------------|--|---|--|--|--|--|--|--|----|----|-----|
| M7.3  | Organizing economic space                        |            |  |   |  |  |  |  |  |  | 18 | 36 | L,S |
| M8    | Principles of Macroeconomics                     | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | L,S |
| M8.1  | Introduction to macroeconomics                   |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M8.2  | Measuring a nation's income                      |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.3  | Measuring the cost of living                     |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.4  | Unemployment                                     |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.5  | Production and growth                            |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.6  | Financial system                                 |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.7  | The monetary system                              |            |  |   |  |  |  |  |  |  | 4  | 8  | L,S |
| M8.8  | Aggregate demand and aggregate supply            |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.9  | The influence of monetary and fiscal policy      |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M8.10 | Macroeconomics for an open economy               |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M9    | Principles of Microeconomics                     | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | L,S |
| M9.1  | Overview of economics                            |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M9.2  | The market forces of supply and demand           |            |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M9.3  | Elasticity and its application                   |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M9.4  | The theory of consumer choice                    |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M9.5  | The costs of production                          |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M9.6  | Market structures - Part 1                       |            |  |   |  |  |  |  |  |  | 5  | 10 | L,S |
| M9.7  | Market structures - Part 2                       |            |  |   |  |  |  |  |  |  | 4  | 8  | L,S |
| M9.8  | Efficiency of markets and market failure         |            |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M9.9  | Supply, demand and government policies           |            |  |   |  |  |  |  |  |  | 6  | 12 | L,S |
| M10   | Management Information Systems                   | Compulsory |  | 3 |  |  |  |  |  |  | 45 | 90 | L,S |
| M10.1 | Information systems in global business today     |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M10.2 | Global E-business and collaboration              |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |
| M10.3 | Information systems, organisations, and strategy |            |  |   |  |  |  |  |  |  | 4  | 8  | L,S |
| M10.4 | IT infrastructure and emerging technologies      |            |  |   |  |  |  |  |  |  | 3  | 6  | L,S |

|        |                                                           |            |  |  |   |  |  |  |  |  |    |    |     |
|--------|-----------------------------------------------------------|------------|--|--|---|--|--|--|--|--|----|----|-----|
| M10.5  | Foundations of business intelligence                      |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M10.6  | Telecommunications, the Internet, and Wireless Technology |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M10.7  | Securing information systems                              |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M10.8  | Achieving operational excellence and customer intimacy    |            |  |  |   |  |  |  |  |  | 4  | 8  | L,S |
| M10.9  | E-commerce: Digital markets, digital goods                |            |  |  |   |  |  |  |  |  | 4  | 8  | L,S |
| M10.10 | Managing knowledge                                        |            |  |  |   |  |  |  |  |  | 4  | 8  | L,S |
| M10.11 | Enhancing decision making                                 |            |  |  |   |  |  |  |  |  | 4  | 8  | L,S |
| M10.12 | Building information systems                              |            |  |  |   |  |  |  |  |  | 4  | 8  | L,S |
| M10.13 | Managing project                                          |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
|        |                                                           |            |  |  |   |  |  |  |  |  |    |    |     |
|        | Semester 3                                                |            |  |  |   |  |  |  |  |  |    |    |     |
| M11    | Monetary banking and financial market 1                   | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M11.1  | Introduction                                              |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M11.2  | An overview of the financial system                       |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.3  | What is money                                             |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.4  | Measuring interest rates                                  |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.5  | The behavior of interest rates                            |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.6  | The risk and term structure of interest rate              |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.7  | An economic analysis of financial structure               |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M11.8  | Banking and the management of financial institutions      |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12    | Introduction Law and Business Transactions                | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M12.1  | Business and its legal environment                        |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M12.2  | Ethics and business decision making                       |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M12.3  | Court and alternative dispute resolutions                 |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12.4  | Basic principles of contract law                          |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12.5  | Contract performance, breach and remedies                 |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12.6  | Sales, Leases and E-contracts                             |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |

|       |                                             |            |  |  |   |  |  |  |  |  |    |    |     |
|-------|---------------------------------------------|------------|--|--|---|--|--|--|--|--|----|----|-----|
| M12.7 | Small Business Organisations                |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12.8 | Corporations                                |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M12.9 | International law in a global economy       |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M13   | Business Statistics                         | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M13.1 | Introduction to statistics and SPSS         |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M13.2 | Descriptive statistics: Tables and charts   |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M13.3 | Descriptive statistics: Numerical summaries |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M13.4 | Probability and random variables            |            |  |  |   |  |  |  |  |  | 8  | 16 | L,S |
| M13.5 | Sampling distribution and estimation        |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M13.6 | Hypothesis testing                          |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M13.7 | Regression analysis                         |            |  |  |   |  |  |  |  |  | 8  | 16 | L,S |
| M14   | Calculus for business                       | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M14.1 | Functions and limits                        |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M14.2 | Derivatives and differentials               |            |  |  |   |  |  |  |  |  | 9  | 18 | L,S |
| M14.3 | Multivariate functions                      |            |  |  |   |  |  |  |  |  | 6  | 12 | L,S |
| M14.4 | Extremes of multivariate functions          |            |  |  |   |  |  |  |  |  | 9  | 18 | L,S |
| M14.5 | Integral calculus                           |            |  |  |   |  |  |  |  |  | 9  | 18 | L,S |
| M14.6 | Differential equations                      |            |  |  |   |  |  |  |  |  | 9  | 18 | L,S |
| M15   | Business Ethics                             | Compulsory |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M15.1 | Overall of culture                          |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |
| M15.2 | Business culture around the world           |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M15.3 | Culture and management                      |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M15.4 | Culture in corporation                      |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M15.5 | Culture in marketing and HR                 |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M15.6 | Communication                               |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
| M15.7 | International culture                       |            |  |  |   |  |  |  |  |  | 7  | 14 | L,S |
|       |                                             |            |  |  |   |  |  |  |  |  |    |    |     |
|       | Semester 4                                  |            |  |  |   |  |  |  |  |  |    |    |     |
| M16   | Investment Principles                       | Elective   |  |  | 3 |  |  |  |  |  | 45 | 90 | L,S |
| M16.1 | Introduction to investment                  |            |  |  |   |  |  |  |  |  | 3  | 6  | L,S |

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|------------|----------------------------------------------------|----------|--|--|--|---|--|--|--|--|----|----|-----|
| M16.2      | Risk and return                                    |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M16.3      | Efficient diversification                          |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M16.4      | Capital asset pricing and arbitrage pricing theory |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M16.5      | Efficient markets and behavior critique            |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M16.6      | Bond prices and yields                             |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M16.7      | Managing bond portfolio                            |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M16.8      | Macroeconomic and industry                         |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M16.9      | Equity valuation                                   |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M16.1<br>0 | Financial statement analysis                       |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M16.1<br>1 | Portfolio performance evaluation                   |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17        | Timeseries Analysis and Forecast                   | Elective |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M17.1      | Time series                                        |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.2      | Differential equation                              |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.3      | Lag operator                                       |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.4      | Regression with time series                        |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.5      | Smoothing                                          |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.6      | Stationary                                         |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.7      | MA and AR model                                    |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.8      | Unit root test                                     |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.9      | ARIMA                                              |          |  |  |  |   |  |  |  |  | 4  | 8  | L,S |
| M17.1<br>0 | Cointegration                                      |          |  |  |  |   |  |  |  |  | 4  | 8  | L,S |
| M17.1<br>1 | VAR model                                          |          |  |  |  |   |  |  |  |  | 4  | 8  | L,S |
| M17.1<br>2 | VECM                                               |          |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M17.1<br>3 | Volatility model                                   |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M18        | Insurance Principles                               | Elective |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M18.1      | Overview of insurance                              |          |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M18.2      | Insurance principles                               |          |  |  |  |   |  |  |  |  | 8  | 16 | L,S |

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|-------|----------------------------------------------------|------------|--|--|--|---|--|--|--|--|----|----|-----|
| M18.3 | Insurance policy                                   |            |  |  |  |   |  |  |  |  | 8  | 16 | L,S |
| M18.4 | Types of insurance                                 |            |  |  |  |   |  |  |  |  | 8  | 16 | L,S |
| M18.5 | Insurance transaction                              |            |  |  |  |   |  |  |  |  | 8  | 16 | L,S |
| M18.6 | Insurance communication and information technology |            |  |  |  |   |  |  |  |  | 7  | 14 | L,S |
| M19   | Finance 1                                          | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M19.1 | Introduction to corporate finance                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M19.2 | Financial statement and cashflow                   |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
| M19.3 | Financial statement analysis                       |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
| M19.4 | Discounted cash flow valuation                     |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
| M19.5 | Interest rate and bond valuation                   |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M19.6 | Stock valuation                                    |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M20   | Commercial bank management                         | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M20.1 | Introduction to commercial bank management         |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M20.2 | The financial statements of banks                  |            |  |  |  |   |  |  |  |  | 15 | 30 | L,S |
| M20.3 | Managing and pricing deposit services              |            |  |  |  |   |  |  |  |  | 12 | 24 | L,S |
| M20.4 | Managing non-deposit liabilities                   |            |  |  |  |   |  |  |  |  | 12 | 24 | L,S |
| M21   | Monetary banking and financial market 2            | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M21.1 | The demand for money                               |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M21.2 | The central banks                                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M21.3 | The money supply process                           |            |  |  |  |   |  |  |  |  | 7  | 14 | L,S |
| M21.4 | The monetary policy                                |            |  |  |  |   |  |  |  |  | 7  | 14 | L,S |
| M21.5 | The foreign exchange market                        |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M21.6 | The international financial system                 |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M21.7 | Inflation and money                                |            |  |  |  |   |  |  |  |  | 7  | 14 | L,S |
| M22   | Principles of Accounting                           | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M22.1 | Introduction to accounting                         |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M22.2 | Financial statement                                |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M22.3 | Accounting information system                      |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |

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|-------|--------------------------------------------------|------------|--|--|--|---|--|--|--|--|----|----|-----|
| M22.4 | The concepts of accrual accounting               |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M22.5 | Multi-step sales and earnings reporting          |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M22.6 | Inventory reporting and analysis                 |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M22.7 | Accounts receivable reporting and analysis       |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M22.8 | Long-term asset analysis and reporting           |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M22.9 | Accounts payable reporting and analysis          |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M23   | Principles of Management                         | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M23.1 | Introduction to management                       |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M23.2 | Planning                                         |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
| M23.3 | Organizing                                       |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
| M23.4 | Leading                                          |            |  |  |  |   |  |  |  |  | 12 | 24 | L,S |
| M23.5 | Controlling                                      |            |  |  |  |   |  |  |  |  | 9  | 18 | L,S |
|       |                                                  |            |  |  |  |   |  |  |  |  |    |    |     |
|       | Semester 5                                       |            |  |  |  |   |  |  |  |  |    |    |     |
| M24   | Finance 2                                        | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M24.1 | Return, risk, and the security market line       |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M24.2 | Cost of capital                                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.3 | Financial leverage and capital structure theory  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.4 | Dividends and other payout                       |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.5 | Short-term finance and planning                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.6 | Cash management                                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.7 | Credit and inventory management                  |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M24.8 | Mergers and acquisitions                         |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M25   | International Finance                            | Compulsory |  |  |  | 3 |  |  |  |  | 45 | 90 | L,S |
| M25.1 | An overview and international flow of funds      |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M25.2 | International financial market                   |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M25.3 | Exchange rate determination                      |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |
| M25.4 | Currency derivatives                             |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M25.5 | Government influence on exchange rate            |            |  |  |  |   |  |  |  |  | 3  | 6  | L,S |
| M25.6 | International arbitrage and interest rate parity |            |  |  |  |   |  |  |  |  | 6  | 12 | L,S |

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|--------|------------------------------------------------------------------------|------------|--|--|--|--|---|--|--|--|----|----|-----|
| M25.7  | Inflation, interest rate, and exchange rate                            |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M25.8  | Forecasting exchange rates                                             |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M25.9  | Managing transaction exposure                                          |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M25.10 | Financing international trade                                          |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M26    | Securities Market                                                      | Compulsory |  |  |  |  | 3 |  |  |  | 45 | 90 | L,S |
| M26.1  | Overview of securities market                                          |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M26.2  | Securities and issuance                                                |            |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M26.3  | Securities valuation                                                   |            |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M26.4  | Stock exchange                                                         |            |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M26.5  | OTC market                                                             |            |  |  |  |  |   |  |  |  | 9  | 18 | L,S |
| M26.6  | Information system                                                     |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S |
| M27    | Principles of Marketing                                                | Compulsory |  |  |  |  | 3 |  |  |  | 45 | 90 | L,S |
| M27.1  | Marketing and marketing process                                        |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M27.2  | Analysing the marketing environment and managing marketing information |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M27.3  | Connecting with customer                                               |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.4  | Competition analysis                                                   |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.5  | Marketing strategy                                                     |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.6  | Building customer value                                                |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.7  | Developing new product                                                 |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.8  | Pricing strategy                                                       |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.9  | Marketing channels                                                     |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.10 | Value communication                                                    |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.11 | Marketing implementation and control and global marketplace            |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S |
| M27.12 | Sustainable marketing and ethics, marketing 4.0                        |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S |
| M28    | Organisational Behavior                                                | Compulsory |  |  |  |  | 3 |  |  |  | 45 | 90 | L,S |

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|--------|-------------------------------------------|------------|--|--|--|--|---|--|--|--|----|----|-----------------------|
| M28.1  | Introduction to organisational behavior   |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.2  | Managing diversity                        |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.3  | Attitudes and job satisfaction            |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.4  | Personality and values                    |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.5  | Perception and individual decision making |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.6  | Motivation concepts                       |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.7  | Motivation: From concepts to applications |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.8  | Foundations of group behavior             |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S                   |
| M28.9  | Understanding work                        |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.10 | Communication                             |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.11 | Leadership                                |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S                   |
| M28.12 | Foundations of organisation structure     |            |  |  |  |  |   |  |  |  | 4  | 8  | L,S                   |
| M28.13 | Organisational culture                    |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| M28.14 | Human resource policies and practices     |            |  |  |  |  |   |  |  |  | 3  | 6  | L,S                   |
| 29     | Field trip                                | Compulsory |  |  |  |  | 3 |  |  |  | 45 | 90 | Writing, Presentation |
|        |                                           |            |  |  |  |  |   |  |  |  |    |    |                       |
|        | Semester 6                                |            |  |  |  |  |   |  |  |  |    |    |                       |
| M30    | Portfolio Analysis                        | Elective   |  |  |  |  | 3 |  |  |  | 45 | 90 | L,S                   |
| M30.1  | Introduction to portfolio management      |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.2  | Introduction to asset pricing models      |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.3  | Analysis and Management of common stocks  |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.4  | Equity portfolio management strategies    |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.5  | Bond analysis                             |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.6  | Bond portfolio management strategies      |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |
| M30.7  | Evaluation of portfolio performance       |            |  |  |  |  |   |  |  |  | 6  | 12 | L,S                   |

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|-------|-------------------------------------------------------|----------|--|--|--|--|--|---|--|----|----|-----|
| M30.8 | Professional asset management                         |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M31   | Central Bank and special financial institutions       | Elective |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M31.1 | Overview of central banks                             |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M31.2 | Operating activities of monetary policy               |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.3 | Money issuance activities                             |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.4 | Open market operations                                |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.5 | Credit activities                                     |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.6 | Payment operations                                    |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M31.7 | Forex management activities                           |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.8 | Banking inspection and supervision activities         |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M31.9 | Internal inspection and audit activities              |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M32   | Financial Risk Management                             | Elective |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M32.1 | Overview of financial risk management                 |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M32.2 | Enterprise risk management                            |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M32.3 | Financial products and markets                        |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M32.4 | Risk and returns                                      |          |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M32.5 | Market risks                                          |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M32.6 | Measuring financial risks                             |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M32.7 | Credit risks                                          |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M32.8 | Derivatives: Hedging financial risks                  |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M32.9 | Risk management in banks                              |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M33   | Financial Analysis                                    | Elective |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M33.1 | Introduction to financial analysis                    |          |  |  |  |  |  |   |  | 4  | 8  | L,S |
| M33.2 | Financial statement and analysis                      |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M33.3 | Analysing operating activities                        |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M33.4 | Cash flow analysis                                    |          |  |  |  |  |  |   |  | 4  | 8  | L,S |
| M33.5 | Analysing financing activities                        |          |  |  |  |  |  |   |  | 4  | 8  | L,S |
| M33.6 | Return on invested capital and profitability analysis |          |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M33.7 | Financial planning and forecasting                    |          |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M33.8 | Financial statement quality                           |          |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M33.9 | Financial analysis performance                        |          |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M34   | Derivatives                                           | Elective |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M34.1 | Introduction to derivatives                           |          |  |  |  |  |  |   |  | 3  | 6  | L,S |

|        |                                                               |            |  |  |  |  |  |   |  |  |    |    |     |
|--------|---------------------------------------------------------------|------------|--|--|--|--|--|---|--|--|----|----|-----|
| M34.2  | Futures markets and central counterparties                    |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.3  | Hedging strategies using futures                              |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M34.4  | Interest rate                                                 |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.5  | Determination of forward and futures                          |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.6  | Interest rate futures                                         |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.7  | Swaps                                                         |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.8  | Securitization                                                |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.9  | Mechanics of options                                          |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.10 | Properties of stock options                                   |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.11 | Trading strategies involving options                          |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M34.12 | Binomial trees                                                |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M34.13 | The Black-Scholes-Merton model                                |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M35    | Intermediary financial institution                            | Compulsory |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M35.1  | Introduction of financial markets and institutions            |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M35.2  | Banking: Retail and corporate                                 |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.3  | Investment banking, international banking and Islamic banking |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.4  | Insurance, pensions and collective investments                |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.5  | Hedge funds and private equity                                |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.6  | Financial companies                                           |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.7  | Regulation of financial sector                                |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M35.8  | Financial crisis                                              |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36    | Supply Chain Planning                                         | Compulsory |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M36.1  | Global strategy and global supply chain management            |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M36.2  | Industry implications for global supply chains                |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36.3  | Global supply chain infrastructure                            |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36.4  | Logistics in global supply chains                             |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36.5  | Purchasing in global supply chains                            |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |

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| M36.6 | Operations in global supply chains                              |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36.7 | Market channels in global supply chains                         |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M36.8 | Managing global supply chains                                   |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M37   | Financial Planning                                              | Compulsory |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M37.1 | Introduction to financial planning                              |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M37.2 | Personal financial planning                                     |            |  |  |  |  |  |   |  |  | 15 | 30 | L,S |
| M37.3 | Corporate financial planning                                    |            |  |  |  |  |  |   |  |  | 12 | 24 | L,S |
| M37.4 | State financial planning                                        |            |  |  |  |  |  |   |  |  | 12 | 24 | L,S |
|       |                                                                 |            |  |  |  |  |  |   |  |  |    |    |     |
|       | Semester 7                                                      |            |  |  |  |  |  |   |  |  |    |    |     |
| M38   | Project Cost- Benefits Analysis                                 | Elective   |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M38.1 | Capital budgeting: An overview                                  |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M38.2 | Project cash flows                                              |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M38.3 | Some special cases                                              |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M38.4 | Discount rate                                                   |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M38.5 | Investment criteria                                             |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M38.6 | Risk analysis                                                   |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M39   | Personal & Family Financial Management                          | Elective   |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M39.1 | Personal finance planning in action                             |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M39.2 | Personal money management skills                                |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M39.3 | Wise purchasing strategies and financial products for person    |            |  |  |  |  |  |   |  |  | 10 | 20 | L,S |
| M39.4 | Personal investment strategies                                  |            |  |  |  |  |  |   |  |  | 10 | 20 | L,S |
| M39.5 | Retirement planning                                             |            |  |  |  |  |  |   |  |  | 10 | 20 | L,S |
| M40   | Cash flow planning                                              | Elective   |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M40.1 | Introduction to cash flow planning                              |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |
| M40.2 | Receipt and disbursements management                            |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M40.3 | Planning cash flow                                              |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M40.4 | The models of cash flow forecasting                             |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M40.5 | The model of cash balance management and analysing cash balance |            |  |  |  |  |  |   |  |  | 9  | 18 | L,S |
| M40.6 | Cash flow management in multinational company                   |            |  |  |  |  |  |   |  |  | 6  | 12 | L,S |
| M41   | Taxation and tax management                                     | Elective   |  |  |  |  |  | 3 |  |  | 45 | 90 | L,S |
| M41.1 | The overview of taxation                                        |            |  |  |  |  |  |   |  |  | 3  | 6  | L,S |

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|-------|-----------------------------------------------------------------|------------|--|--|--|--|--|--|---|--|----|----|-----|
| M41.2 | Tax management in the economy                                   |            |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M41.3 | Value added tax                                                 |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M41.4 | Exercise tax                                                    |            |  |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M41.5 | Export and import duty                                          |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M41.6 | Corporate income tax                                            |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M41.7 | Personal income tax                                             |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M41.8 | Other taxes                                                     |            |  |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M41.9 | Fees and charge                                                 |            |  |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M42   | Multi-national Financial Management                             | Elective   |  |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M42.1 | Multinational Financial Management: An overview                 |            |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M42.2 | Exchange rate risk management                                   |            |  |  |  |  |  |  |   |  | 8  | 16 | L,S |
| M42.3 | Multinational cash management                                   |            |  |  |  |  |  |  |   |  | 8  | 16 | L,S |
| M42.4 | Multinational capital budgeting                                 |            |  |  |  |  |  |  |   |  | 8  | 16 | L,S |
| M42.5 | International capital structure and the cost of capital         |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M42.6 | Short-term financing                                            |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M42.7 | Foreign direct investment and cross border acquisitions         |            |  |  |  |  |  |  |   |  | 6  | 12 | L,S |
| M43   | Principles of real estate                                       | Elective   |  |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M43.1 | Overview of real estate business                                |            |  |  |  |  |  |  |   |  | 12 | 24 | L,S |
| M43.2 | Real estate business creation and real estate business planning |            |  |  |  |  |  |  |   |  | 12 | 24 | L,S |
| M43.3 | Some real estate business management contents                   |            |  |  |  |  |  |  |   |  | 12 | 24 | L,S |
| M43.4 | Real estate business transactions and negotiations              |            |  |  |  |  |  |  |   |  | 9  | 18 | L,S |
| M44   | State Financial Planning                                        | Compulsory |  |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M44.1 | Overview of financial management and public sector              |            |  |  |  |  |  |  |   |  | 5  | 10 | L,S |
| M44.2 | State financial planning                                        |            |  |  |  |  |  |  |   |  | 10 | 20 | L,S |
| M44.3 | Management of state budget plan                                 |            |  |  |  |  |  |  |   |  | 10 | 20 | L,S |
| M44.4 | Management of budget balance and public debt                    |            |  |  |  |  |  |  |   |  | 10 | 20 | L,S |
| M44.5 | Financial management of the fund off-budget and beneficiaries   |            |  |  |  |  |  |  |   |  | 10 | 20 | L,S |
| M45   | Business Strategy and Policy                                    | Compulsory |  |  |  |  |  |  | 3 |  | 45 | 90 | L,S |
| M45.1 | Introduction to business strategy and policy                    |            |  |  |  |  |  |  |   |  | 3  | 6  | L,S |
| M45.2 | A company's vision, mission, and objectives                     |            |  |  |  |  |  |  |   |  | 3  | 6  | L,S |

|        |                                                                |            |    |    |    |    |    |    |    |    |     |     |                                            |
|--------|----------------------------------------------------------------|------------|----|----|----|----|----|----|----|----|-----|-----|--------------------------------------------|
| M45.3  | Evaluating a company's external and internal environment       |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.4  | How to analyse a case                                          |            |    |    |    |    |    |    |    |    | 3   | 6   | L,S                                        |
| M45.5  | Competitive strategy                                           |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.6  | Strengthen a company's competitive position                    |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.7  | Global strategy                                                |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.8  | Corporate strategy: Diversification and multi-business company |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.9  | Ethics CSR, environmental sustainability and strategy          |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.10 | Building an organisation, managing internal operations         |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.11 | Corporate culture and leadership                               |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M45.12 | Business Strategy in the age of pandemic and decoupling        |            |    |    |    |    |    |    |    |    | 4   | 8   | L,S                                        |
| M46    | Guest Speakers and Seminars                                    | Compulsory |    |    |    |    |    |    |    |    |     |     | Seminar, Discussion                        |
|        |                                                                |            |    |    |    |    |    |    |    |    |     |     |                                            |
|        | Semester 8                                                     |            |    |    |    |    |    |    |    |    |     |     |                                            |
| M47    | Final Thesis                                                   | Compulsory |    |    |    |    |    |    |    | 12 | 180 | 360 | Meeting, Discussion, Writing, Presentation |
|        |                                                                |            |    |    |    |    |    |    |    |    |     |     |                                            |
| total  |                                                                |            | 11 | 15 | 15 | 21 | 18 | 18 | 15 | 12 |     |     |                                            |