

# Business Management

## Introduction

Business Management Program teaches basic knowledge of economic and management areas such as Micro and Macroeconomics, Marketing, Global Human Resources, Finance and Accounting, and Operations. This curriculum provides opportunity and develop student's analytical skill with knowledge include Retail and Merchandising, International Business, E-Corporate, Entrepreneurship and Managing Innovation. Business Management program prepares students for a career in the business world and become an entrepreneur with managerial thinking.

## Vision

To become a world-class Distance Learning Management Study Program in 2035 in international business management, entrepreneurship, and digital business with a continuous commitment to fostering and empowering communities.

## Mission

The mission of Business Management Department is to contribute to the global community through the provision of world-class education by:

1. Developing Binusian competence and expertise through Management Science, International Business, Entrepreneurship, and Digital Business with the concept of online learning and awarding excel Binusian
2. Guiding Binusian through research in Business Management Science and enrichment of technology development, which impacts business, society, and the nation
3. Fostering Binusian to continue to develop knowledge through independent and sustainable enrichment
4. Empowering the society and partner community by Binusian through creative economy development
5. Consistently applying novel Management Science aligned with human resources needs in the industry (multidisciplinary perspective)

## Program Objective

The objectives of the program:

1. Generating Binusian who have competence and expertise in Management Science, International Business, Entrepreneurship, and Digital Business and rewarding Binusian achievement nationally and internationally
2. Provide excellent research related to Business Management issues through a multidisciplinary approach and impactful to business, communities, and nation
3. Generating Binusian who have managerial skills from independent and continuous learning
4. The society and partner community can develop their skills and business sustainably
5. Binusian becomes a creative entrepreneur and agent of change equipped with knowledge and expertise in global business management

### Student Outcomes

After completing the study, graduates are:

1. Able to comprehend management and business concepts
2. Able to systematically and innovatively solve problems and overcome challenges in businesses
3. Able to perform global and sustainability mindsets in applying business concepts
4. Able to apply ethical and professional values
5. Able to create business value through digital transformation
6. Able to design business strategies in creative industries
7. Able to formulate international business policies
8. Able to solve problems through the multidisciplinary approach

### Prospective Career of the Graduates

With the above-mentioned skills and knowledge, the Business Management graduate is able to follow a career in:

1. Marketing Leader/HRM Leader
2. Operational Leader/Finance Leader
3. Consultant Management
4. Researcher
5. Entrepreneur/Technopreneur
6. Business Intelligent
7. International Business Specialist
8. Digital Business Specialist

### Curriculum

The curriculum is based on the National Curriculum and Management study program association that covers management knowledge and skills as well as attitude to support core competence.

### Course Structure

Sem	Code	Course Name	SCU	Total
1	MGMT6072038	Introduction to Management and Business	4	20
	MATH6158038	Business Mathematics	2	
	MKTG6113038	Marketing Management	4	
	BUSS6214038	Business Ethics and Sustainability	6	
	ISYS6599038	Management Information Systems for Leader	4	
2	CHAR6019038	Character Building: Pancasila	2	20
	ACCT6363038	Accounting for Business	4	
	MGMT6157038	Human Resources Management	4	
	ECON6095038	Business Economics	4	
	MGMT6448038	Operations Management	4	
	LANG6031038	Indonesian	2	
3	CHAR6020038	Character Building: Kewarganegaraan	2	20
	FINC6046038	Financial Management	4	

Sem	Code	Course Name	SCU	Total
	BUSS6212038	Design Thinking in Business	4	
	STAT6146038	Business Statistics and Research Methodology	6	
	MGMT6146038	Strategic Management	4	
4	CHAR6021038	Character Building: Agama	2	20
	MKTG6125038	Retail and Merchandising	4	
	ENGL6163038	English Professional	4	
	MGMT6486038	Project Management	6	
	ENTR6081038	Entrepreneurship	4	
5	<b>Stream: Digital Business Management</b>			20
	MGMT6474038	Digital Business Fundamentals	4	
	MGMT6475038	Social Media and Mobile Marketing	4	
	MGMT6476038	Digital Business Analytics	4	
	MGMT6477038	Financial Technology	4	
	MGMT6478038	Digital Human Resources Management	4	
	<b>Stream: Creativepreneurship</b>			
	ENPR6088038	Innovative Product Design & Development	4	
	ENPR6089038	Value Proposition & Business Model Design	4	
	ENPR6090038	Business Risk Analysis	4	
	ENPR6091038	Entrepreneurship in Creative Industry	4	
	MKTG6292038	Market Research and Business Plan	4	
	<b>Stream: International Business</b>			
	BUSS6216038	International Cultural, Relations and Negotiation	4	
	BUSS6217038	Export-Import Management & Documentation Standardization	4	
	MGMT6160038	Global Supply Chain Management	4	
	BUSS6048038	International Business	4	
LAWS6191038	E-Commerce & Data Privacy Law	4		
6	<b>Minor Program</b>			20
	<b>Free Electives</b>			
	<b>Enrichment Program I</b>			
7	<b>Free Electives</b>			20
	<b>Individual Development Project</b>			
	<b>Enrichment Program II</b>			
8	RSCH6024038	Thesis	6	6
<b>Total Credit 146 SCU</b>				

Semester 6 Students are required to choose Minor Program or Free Electives or Enrichment Program.  
Semester 7 Students are required to choose Free Electives or Individual Development Project or one of enrichment program tracks.

**Minor Program  
Semester 6**

**Minor Technopreneurship**

Course		SCU
ACCT6384039	Accounting for Small Medium Enterprise	4
MKTG6296038	Digital Marketing for Manager	4
ISYS6619035	UX for Digital Business	4
COMP6725036	Big Data Technologies	4
ISYE6196037	Industrial Feasibility Analysis	4
Total SCU		20

**Minor Technopreneurship**

Course		SCU
ISYS6776035	Managerial Support Systems	4
ACCT6473039	Artificial Intelligence for Audit, Forensic Accounting, and Valuation	4
COMP6936036	Machine Learning	4
MGMT6483038	AI Marketing and Predicting Consumer Experiences	4
ISYE6284037	Cognitive Ergonomics	4
Total SCU		20

**Free Electives**

**Semester 6**

For students who take free electives track in the 6<sup>th</sup> semester, the following is a list of courses that students can take for 20 credits

No	Study Program	Course Code	Course	SCU	Semester
1	Accounting PJJ	ACCT6130039	Cost Accounting	4	6
2	Information Systems PJJ	ISYS6305035	Enterprise System	4	6
3	Information Systems PJJ	ISYS6698035	Introduction to Data and Information Management	4	6
4	Information Systems PJJ	ISYS6701035	User Experience Research and Design	4	6
5	Computer Science PJJ	COMP6275036	Artificial Intelligence	4	6
6	Industrial Engineering PJJ	ISYE6187037	Engineering Economy and System Analysis	4	6
7	Industrial Engineering PJJ	ISYE6190037	Facility Planning and Safety Engineering	4	6
8	Accounting PJJ	ACCT6384039	Accounting for Small Medium Enterprise	4	6
9	Management PJJ	MKTG6296038	Digital Marketing for Manager	4	6

No	Study Program	Course Code	Course	SCU	Semester
10	Computer Science PJJ	COMP6725036	Big Data Technologies	4	6
11	Industrial Engineering PJJ	ISYE6196037	Industrial Feasibility Analysis	4	6
12	Accounting PJJ	ACCT6473039	Artificial Intelligence for Audit, Forensic Accounting, and Valuation	4	6
13	Computer Science PJJ	COMP6936036	Machine Learning	4	6
14	Management PJJ	MGMT6483038	AI Marketing and Predicting Consumer Experiences	4	6
15	Industrial Engineering PJJ	ISYE6284037	Cognitive Ergonomics	4	6
16	Management PJJ	MKTG6117038	Entrepreneurial Marketing	4	6
17	Management PJJ	ENTR6053038	Entrepreneurial Finance	4	6
18	Management PJJ	COMM6092038	Business Communication	4	6
19	Industrial Engineering PJJ	ISYE6239037	Dynamic Service Facility Design	4	6
20	Industrial Engineering PJJ	ISYE6241037	Decision Support System	4	6
21	Industrial Engineering PJJ	ISYE6285037	Financial Engineering	4	6
22	Accounting PJJ	ACCT6481039	Corporate Strategy and Risk Management	4	6
23	Accounting PJJ	ACCT6482039	Sustainability Reporting and Assurance	4	6

### Semester 7

For students who take free electives track in the 7<sup>th</sup> semester, the following is a list of courses that students can take for 20 credits

No	Study Program	Course Code	Course	SCU	Semester
1	Management PJJ	ENTR6100038	Managing Entrepreneurial Organization and Leadership	6	7
2	Management PJJ	ISYS6426038	E-Corporate Strategy and Management	6	7
3	Management PJJ	MGMT6322038	E-Marketing and E-CRM	6	7
4	Management PJJ	MGMT6162038	Change Management	4	7
5	Management PJJ	BUSS6049038	Managing Innovation	4	7
6	Information Systems PJJ	ISYS6312035	IS Strategy, Management and Acquisition	4	7
7	Information Systems PJJ	ISYS6784035	IS Audit and Governance	6	7
8	Information Systems PJJ	ISYS6319035	Knowledge Management	4	7
9	Accounting PJJ	ACCT6238039	International Accounting	6	7

10	Accounting PJJ	ACCT6475039	Management Control System	6	7
11	Accounting PJJ	FINC6216039	Money and Capital Market	4	7
12	Accounting PJJ	ACCT6476039	Computer and Accounting Application	4	7
13	Industrial Engineering PJJ	ISYE6287037	Industry 4.0 and Implementation	4	7
14	Industrial Engineering PJJ	ISYE6288037	Smart Manufacturing	4	7
15	Industrial Engineering PJJ	ISYE6290037	Digital Simulation and Manufacturing System	6	7
16	Computer Science PJJ	COMP6277036	Geographic Information System	2/2	7
17	Computer Science PJJ	COMP6941036	Data Mining for Business Analytics	4/2	7

### Individual Development Project

For students who take Certified Individual Development Project in semester 7, they should take these courses:

Course		SCU
MGMT6489038	Industrial Project Planning in Management	6
MGMT6490038	Industrial Project Implementation in Management	4
MGMT6491038	Industrial Project Evaluation and Reporting in Management	6
MGMT6492038	Business Ethics in Management Industry	4
<b>Total SCU</b>		<b>20</b>

### Enrichment Track Scheme

Track scheme for semester 6 and 7. Student will take one of the tracks:

Enrichment Program Track								
Track	Semester 6	Semester 7						
	IS	IN	EN	RS	CD	SA	IS	FS
1	v	v						
2	v		v					
3	v			v				
4	v				v			
5	v					v		
6	v						v	

Students in semester 6 who take minor program or free electives, in semester 7 can take the enrichment track as follows:

Track	Enrichment Program Track						
	Semester 7						
	IN	EN	RS	CD	SA	IS	FS
1	v						
2		v					
3			v				
4				v			
5					v		
6						v	
7							v*

*\*) Regarding the implementation of the Further Study enrichment track as illustrated on the table above, if students wish to choose the Further Study track in semester 7, then their choice in semester 6 must be the Minor Program or Free Electives*

**Note:**

- IN : Certified Internship
- EN : Certified Entrepreneurship
- RS : Certified Research
- CD : Certified Community Development
- SA : Certified Study Abroad
- FS : Further Study
- IS : Certified Specific Independent Study

**Certified Internship Track  
 Enrichment Program II**

For students who take Certified Internship track in semester 7, they should take these courses:

Course	SCU	
MGMT6429038	Working Experience in Management	6
MGMT6430038	Management in Practice	4
MGMT6432038	Industrial Experience in Management	6
MGMT6431038	Employability and Entrepreneurial Skills in Management Industry	4
<b>Total SCU</b>		<b>20</b>

**Certified Entrepreneurship Track  
 Enrichment Program II**

Course	SCU	
ENPR6025038	Business Start Up in Management	6
ENPR6026038	Business Model & Validation in Management	4
ENPR6027038	Launching New Venture in Management	6

ENPR6028038	Entrepreneurship and Managing New Business in Management	4
<b>Total SCU</b>		<b>20</b>

**Certified Research Track  
 Enrichment Program II**

<b>Course</b>		<b>SCU</b>
RSCH6671038	Management Research Experience	6
RSCH6672038	Scientific Writing in Management Research	4
RSCH6673038	Academic Writing for Management Research	6
RSCH6674038	Global Employability and Entrepreneurial Skills in Management Research	4
<b>Total SCU</b>		<b>20</b>

**Certified Community Development Track  
 Enrichment Program II**

<b>Course</b>		<b>SCU</b>
CMDV6438038	Community Development Project Implementation in Management	6
CMDV6439038	Community Development Project Design in Management	4
CMDV6440038	Management Program Execution for Community	6
CMDV6441038	Employability and Entrepreneurial Skills in Management Community	4
<b>Total SCU</b>		<b>20</b>

**Certified Study Abroad Track  
 Enrichment Program II**

<b>Course</b>		<b>SCU</b>
<b>Elective courses list for study abroad*</b>		
GLOB6415038	Elective Course for Study Abroad 1	4
GLOB6416038	Elective Course for Study Abroad 2	4
GLOB6417038	Elective Course for Study Abroad 3	3
GLOB6418038	Elective Course for Study Abroad 4	3
GLOB6419038	Elective Course for Study Abroad 5	3
GLOB6420038	Elective Course for Study Abroad 6	2
GLOB6421038	Elective Course for Study Abroad 7	2
GLOB6422038	Elective Course for Study Abroad 8	2
GLOB6423038	Elective Course for Study Abroad 9	1
GLOB6424038	Elective Course for Study Abroad 10	1
GLOB6425038	Elective Course for Study Abroad 11	4



GLOB6426038	Elective Course for Study Abroad 12	4
GLOB6427038	Elective Course for Study Abroad 13	3
GLOB6428038	Elective Course for Study Abroad 14	3
GLOB6429038	Elective Course for Study Abroad 15	3
GLOB6430038	Elective Course for Study Abroad 16	2
GLOB6431038	Elective Course for Study Abroad 17	2
GLOB6432038	Elective Course for Study Abroad 18	2
GLOB6433038	Elective Course for Study Abroad 19	1
GLOB6434038	Elective Course for Study Abroad 20	1
<b>Total SCU</b>		<b>20</b>

*\*)Transferred courses will be transferred based on credit transfer policies on study program with total of 20 credits*

## Certified Specific Independent Study Track

### Enrichment Program I

For students who take Specific Independent Study track in the 6<sup>th</sup> semester, they should take these courses:

Course		SCU
CSIS6037038	Course Certification	3
CSIS6038038	Technical Skill Enrichment	4
CSIS6039038	Industrial Project	9
CSIS6040038	Soft Skill Enrichment	4
CSIS6041038	Elective Course for Specific Independent Study 1	4
CSIS6042038	Elective Course for Specific Independent Study 2	4
CSIS6043038	Elective Course for Specific Independent Study 3	3
CSIS6044038	Elective Course for Specific Independent Study 4	3
CSIS6045038	Elective Course for Specific Independent Study 5	3
CSIS6046038	Elective Course for Specific Independent Study 6	2
CSIS6047038	Elective Course for Specific Independent Study 7	2
CSIS6048038	Elective Course for Specific Independent Study 8	2
CSIS6049038	Elective Course for Specific Independent Study 9	1
CSIS6050038	Elective Course for Specific Independent Study 10	1
CSIS6051038	Elective Course for Specific Independent Study 11	4
CSIS6052038	Elective Course for Specific Independent Study 12	4
CSIS6053038	Elective Course for Specific Independent Study 13	3
CSIS6054038	Elective Course for Specific Independent Study 14	3
CSIS6055038	Elective Course for Specific Independent Study 15	3
CSIS6056038	Elective Course for Specific Independent Study 16	2
CSIS6057038	Elective Course for Specific Independent Study 17	2
CSIS6058038	Elective Course for Specific Independent Study 18	2
CSIS6059038	Elective Course for Specific Independent Study 19	1
CSIS6060038	Elective Course for Specific Independent Study 20	1

CSIS6097038	Elective Course for Specific Independent Study 21	6
CSIS6098038	Elective Course for Specific Independent Study 22	6
CSIS6099038	Elective Course for Specific Independent Study 23	6
<b>Total SCU</b>		<b>20</b>

## Enrichment Program II

For students who take Specific Independent Study track in the 7<sup>th</sup> semester, they should take these courses:

<b>Course</b>		<b>SCU</b>
CSIS6037038	Course Certification	3
CSIS6038038	Technical Skill Enrichment	4
CSIS6039038	Industrial Project	9
CSIS6040038	Soft Skill Enrichment	4
CSIS6100038	Elective Course for Specific Independent Study 24	4
CSIS6101038	Elective Course for Specific Independent Study 25	4
CSIS6102038	Elective Course for Specific Independent Study 26	3
CSIS6103038	Elective Course for Specific Independent Study 27	3
CSIS6104038	Elective Course for Specific Independent Study 28	3
CSIS6105038	Elective Course for Specific Independent Study 29	2
CSIS6106038	Elective Course for Specific Independent Study 30	2
CSIS6107038	Elective Course for Specific Independent Study 31	2
CSIS6108038	Elective Course for Specific Independent Study 32	1
CSIS6109038	Elective Course for Specific Independent Study 33	1
CSIS6110038	Elective Course for Specific Independent Study 34	4
CSIS6111038	Elective Course for Specific Independent Study 35	4
CSIS6112038	Elective Course for Specific Independent Study 36	3
CSIS6113038	Elective Course for Specific Independent Study 37	3
CSIS6114038	Elective Course for Specific Independent Study 38	3
CSIS6115038	Elective Course for Specific Independent Study 39	2
CSIS6116038	Elective Course for Specific Independent Study 40	2
CSIS6117038	Elective Course for Specific Independent Study 41	2
CSIS6118038	Elective Course for Specific Independent Study 42	1
CSIS6119038	Elective Course for Specific Independent Study 43	1
CSIS6120038	Elective Course for Specific Independent Study 44	6
CSIS6121038	Elective Course for Specific Independent Study 45	6
CSIS6122038	Elective Course for Specific Independent Study 46	6
<b>Total SCU</b>		<b>20</b>

**Futher Study Track  
 Enrichment Program II**

Course		SCU
MGMT6493038	Design Thinking and Innovation for Leader	4
ACCT6493038	Analytics for Accounting and Financial Management	6
MKTG6328038	Business Analytics for Digital Marketing Strategy	6
MGMT6506038	Certification in Management	4
<b>Total SCU</b>		<b>20</b>

**Students should pass all of these quality-controlled courses as listed below:**

No.	Course Code	Course	SCU	Minimal Grade	Semester	Period
1	CHAR6019038	Character Building: Pancasila	2	B	2	1
2	ENTR6081038	Entrepreneurship	4	C	4	2
3	MKTG6113038	Marketing Management	4	C	1	2
4	MGMT6157038	Human Resources Management	4	C	2	1
5	MGMT6072038	Introduction to Management and Business	4	C	1	1
6	BUSS6214038	Business Ethics and Sustainability	6	C	1	1
<b>Stream: Digital Business Management</b>						
7	MGMT6475038	Social Media and Mobile Marketing	4	C	5	1
8	MGMT6476038	Digital Business Analytics	4	C	5	1
<b>Stream: Creativepreneurship</b>						
7	ENPR6089038	Value Proposition & Business Model Design	4	C	5	1
8	ENPR6091038	Entrepreneurship in Creative Industry	4	C	5	2
<b>Stream: International Business</b>						
7	MGMT6160038	Global Supply Chain Management	4	C	5	1
8	BUSS6048038	International Business	4	C	5	2