

THE EEG - PART 3

BACHELOR OF BUSINESS ADMINISTRATION – PROGRAMMES

The IBA Pathway Curriculum⁴



31 October 2024





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IBA PATHWAY PROGRAMME CURRICULUM

This curriculum overview covers the IBA pathway of the Bachelor of Business Administration:

IBA covering the specialisations:

- Economics & Management
- Financial Services Management
- Real Estate Management
- Logistics & International Trade

THE BACHELOR'S PROGRAMME IN DETAIL

PHASE 1 MODULES

During their first year, students are introduced to the concept of International Business Administration, through basic, introductory modules. Students are introduced to the theory of Business Administration, with modules that form the main building blocks of the programme: Management, Marketing, Finance and Accountancy. Students are introduced to the concepts of starting a business, looking at the business environment, and examining organisations and companies from a worldwide perspective. Languages, such as English, Dutch and Spanish, play an important role, as do intercultural and interpersonal skills. Each student starts a Personal Development Plan, which will continue all the way through the programmes until final graduation.

After completing the first phase of modules in a pathway, students can still easily switch specialisation within the curriculum.

PHASE 2 MODULES

In their second phase, students choose a specialisation in which they will graduate, and then follow modules with research and project weeks in their own field of interest. During this time, they also continue following the main business administration modules, following on from their first year, but now concentrating more on planning issues.

In Phase 2 modules, students are introduced to international aspects of Business and Law and Entrepreneurship. Teaching remains textbook based at this stage.

PHASE 3 MODULES (THE FINAL YEAR)

Students entering their final phase have achieved the required European Credits (ECs), and are ready and able to move on to a different style of education.

There are some continuously taught modules, such as Strategic Marketing, Cost Accounting and Management, Languages, Work Placement Preparation, etc. Tutoring and Personal Development Plans are completed on the basis of individual appointments with personal tutors. The curriculum in the final year has been carefully planned and arranged to allow you the opportunity to complete both your work experience and your graduation programme at one and the same time. All phase 3 modules will be offered twice in an academic year except those with less than 5 students registered for a module. Consult with your tutor if the modules you are planning to study will be offered twice or not.



Your tutor will be able to provide advice in such cases to take a module in subsequent block/semester or a directed study approach.

Students who choose to replace some of their modules of their chosen specialisation with those of another specialisation due to mitigating circumstances can be allowed to graduate with an BBA without specialisation.

In the tables below, the curricula of all the Bachelor's in Business Administration Programmes are shown, together with equivalent credits for each module or programme part, and the contact hours for each component. Key to Programme Charts:

Phase 1 = White

Phase 2 = Green

Phase 3 = Pink



BACHELOR'S CURRICULUM - IBA PATHWAY (3 PHASES / 3 YEARS)

SPECIALISATION: ECONOMICS & MANAGEMENT (3 PHASE / 3 YEARS)

Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
<u>Phase</u>	1						
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
2	1	Oct	Introduction to Statistics	GA11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
2	1	Dec	European Law	BL12	24	1	4
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback & Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
2	1	Apr	New Business Environment	BL13	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment]	3	2]
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total	Phase 1						80

^{*} Additional topics may be added in the curriculum during the year



Year (in 4 yr)	Phase	Block	cs & Management (3 Phase / 3 Years) Module / Subject	Code	Lesson Hours	Examinati on type	ECs
Phase:	<u> </u>						
2	2	Sep	Marketing Research	MA21	24	2,7	4
3	2	Sep	Logistics	ITL22	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Procurement & Production	ITL21	24	1	4
2	2	Oct	Business Philosophy	MO21	24	1	3
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
2	2	Dec	Business Accounting	FIN22	24	1	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Economics & Corporate Strategy	SM22	24	1	5
2	2	Feb	Information Management	IM22	24	1	4
3	2	Feb	Supply Chain Management	ITL24	24	1	5
3	2	Feb	Marketing Plan	MA ₂₅	24	2,7	4
2	2	Apr	Managing Organisations	MO22	24	1	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
2	2	May	Introduction to Entrepreneurship	EN ₂₂	24	1	4
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
2	2	Sep to Jul	PDP 2 – Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity		3	2	
			PDP Seminar – Negotiation	PDP2	3	2	3
			PDP Seminar - Consulting Skills		3	2	
			PDP Seminar - Tapping your Creativity		3	2	
			PDP Seminar - Conflict Management		3	2	
2	2	Sep to Jul	6 x Project Weeks & In-Company Visits	PW21	48	3	6
Total F	hase 2						80
Phase :	3						
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃ 1	24	1	5
4	3	Sep & Feb	International Labour Relations	MO ₃₃	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
3	3	Oct & Apr	Business Plan	BL ₃ 1	24	2,7	4
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
4	3	Dec & May	Quality Management	MO ₃₂	24	1	5
4	3	Dec & May	Human Resource Management	MO ₃ 1	24	1	5
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pas
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	15
4	3		Graduation Assignment	GA32	n/a	2,7	20
Total P							80

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: LOGISTICS & INTERNATIONAL TRADE (3 PHASE / 3 YEARS)

Year	Phase	Block	Module / Subject	Code	Lesson	Examination	ECs
(in 4 yr)					Hours	type	
		-Sep-					
1	1	Dec/Feb-	IT, Office Software & Automation	IM01	24	2	Pass
		May Sep-Feb	Work Experience Preparation Module	WP32	16	2	Pass
3 Phase	3	эер-гев	Work Experience (Teparation Module	VVI 32	10		1 033
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
2	1	Oct	Introduction to Statistics	GA11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	
1	1	Oct	Modern Principles of Marketing	MA11	24	1	4
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	5
1	1	Dec	Introduction to Finance	FIN12	· ·	1	4
2	1	Dec	European Law	BL ₁₂	24	1	5
-		Feb	'	DL12	24	1	4
1	1	ren	Training in Interpersonal Skills				
			TIPS - Interviewing Skills	CM		6.0	_
			TIPS - Effective Meeting TIPS - Peak Performance	CM12	12	6,8	2
			TIPS - Feedback & Group Interaction	614			
1	1	Feb	Business Communication	CM13	24	1	3
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
2	1	Apr	New Business Environment	BL13	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring & Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2	-
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total	Phase 1						80

^{*} Additional topics may be added in the curriculum during the year



Sep	Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
2 Sep	<u>Phase</u>	2						
3	2	2	Sep	Marketing Research		24	2,7	4
2 2 Oct	3	2	Sep	Logistics	ITL22	24	1	4
2	3	2	Sep			24	1	4
2	2	2	Oct	2nd Foreign Languages	FL21	24	4	4
3	2	2	Oct	Procurement & Production	ITL21	24	1	4
2 2 Dec Business Accounting FiN2 24 1 4 4 3 2 Dec Enterprise Technology & Innovation TEC21 24 8 8 5 5 2 2 Per Process Management TIL23 24 1 5 5 5 2 2 Feb Information Management TIL24 24 1 4 4 5 5 5 7 7 7 7 7 7 7	2	2	Oct	Business Philosophy		24	1	3
3	3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3 2 Dec	2	2	Dec	Business Accounting	FIN22	24	1	4
2	3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3 2 Feb Supply Chain Management ITL24 24 1 5 3 2 Feb Marketing Plan MA25 24 2,7 4 2 2 Apr Managing Organisations MO22 24 1 4 3 2 Apr Financial & Risk Management FiN27 24 1 5 2 2 May Introduction to Entrepreneurship EN22 24 1 4 2 2 May Introduction to Entrepreneurship EN22 24 1 4 2 2 May Enterprise Diagnostics & Evaluation TEC22 24 1 4 2 2 Sep to Jul PDP 2 - Personal Development Plan, Tutoring & Academic English * 12 5 4 PDP 5 Seminar - Negotiation PDP2 3 2 9 PDP Seminar - Negotiation PDP2 3 2 10 PDP Seminar - Consulting Skills 1 PDP Seminar - Consulting Skills 1	3	2	Dec	Process Management	ITL23	24	1	5
3 2 Feb Marketing Plan MA25 24 2,7 4 2 2 Apr Managing Organisations MO22 24 1 4 3 2 Apr Financial & Risk Management FIN27 24 1 5 2 2 May Introduction to Entrepreneurship EN22 24 1 4 2 2 May Enterprise Diagnostics & Evaluation TEC22 24 1 4 2 2 Sep to Jul PDP 2 - Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity 3 2 3 PDP Seminar - Managing Diversity 3 2 4 PDP Seminar - Consulting Skills PDP Seminar - Tapping your Creativity 3 2 4 PDP Seminar - Tapping your Creativity 3 2 5 PDP Seminar - Conflict Management 3 2 6 PDP Seminar - Conflict Management 3 2 6 PDP Seminar - Stapping your Creativity 3 2 6 PDP Seminar - Conflict Management 3 2 7 PDP Seminar - Conflict Management 3 2 8 PDP Seminar - Stapping your Creativity 3 2 7 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Conflict Management 3 2 7 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Stapping your Creativity 3 2 8 PDP Seminar - Consplict Management 5 5 8 PDP Seminar - Stapping your Creativity 5 5 8 PDP Seminar - Stapping your Creativity 5 5 8 PDP Seminar - Stapping your Creativity 5 5 8 PDP Seminar - Stapping your Creativity 5 5 5 8 PDP Seminar - Stapping your Creativity 5 5 5 5 8 PDP Seminar - Stapping your Creativity 5 5 5 5 5 8 PDP Seminar - Stapping your Creativity 5 5 5 5 5 5 5 8 PDP Seminar - Stapping your Creativity 5 5 5 5 5 5 5 5 5 8 PDP Seminar - Stapping your Creativit	2	2	Feb	Information Management	IM22	24	1	4
2 2 Apr Managing Organisations MO22 24 1 4 3 2 Apr Financial & Risk Management FIN27 24 1 5 2 2 May Introduction to Entrepreneurship EN22 24 1 4 2 2 May Enterprise Diagnostics & Evaluation TEC22 24 1 4 2 2 May Enterprise Diagnostics & Evaluation TEC22 24 1 4 2 2 Sep to Jul PDP Personal Development Plan, Tutoring & Academic English * 12 5 4 Academic English * 12 5 3 2 4 PDP Seminar - Negotiation PDP2 3 2 3 2 4 PDP Seminar - Negotiation PDP2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 4 3	3	2	Feb	Supply Chain Management	ITL24	24	1	5
3 2 Apr	3	2	Feb	Marketing Plan	MA25	24	2,7	4
2 2 May Introduction to Entrepreneurship EN22 24 1 4 2 2 May Enterprise Diagnostics & Evaluation TEC22 24 1 4 2 2 Sep to Jul PDP 2 – Personal Development Plan, Tutoring & Academic English * 12 5 8 PDP Seminar - Managing Diversity 3 2 9 PDP Seminar - Negotiation PDP 2 3 2 9 PDP Seminar - Consulting Skills 3 2 9 PDP Seminar - Conflict Management 3 2 2 2 Sep to Jul 6x Project Weeks & In-Company Visits PW21 48 3 6 2 2 Sep to Jul 6x Project Weeks & In-Company Visits PW21 48 3 6 2 2 Sep to Jul 6x Project Weeks & In-Company Visits PW21 48 3 6 2 2 Sep to Jul 6x Project Weeks & In-Company Visits PW21 48 3 6 2	2	2	Apr	Managing Organisations	MO22	24	1	4
2 2 May	3	2	Apr	Financial & Risk Management	FIN27	24	1	5
2 2 May	2	2	May	Introduction to Entrepreneurship	EN ₂₂	24	1	4
Sep to Jul	2	2	May		TEC22		1	4
PDP Seminar - Negotiation PDP 3	2	2		•		12	5	
PDP Seminar - Consulting Skills 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 2 3 3				PDP Seminar - Managing Diversity		3	2	
PDP Seminar - Tapping your Creativity 3 2 2 2 Sep to Jul 6 x Project Weeks & In-Company Visits PW21 48 3 3 6 6 6 6 6 7 6 6 7 6 6				PDP Seminar - Negotiation	PDP ₂	3	2	3
PDP Seminar - Conflict Management 3 2						3	2	
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Sep Sep				PDP Seminar - Conflict Management		3	2	
hase 3 3 3 Sep & Feb Corporate Entrepreneurship EN32 24 1 5 4 3 Sep & Feb International Labour Relations MO33 24 1 5 4 3 Sep & Feb Advanced Corporate Strategy SM31 24 1 5 3 3 Oct & Apr Business Plan Bl.31 24 2,77 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May International Trade ITL31 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May International Trade	2	2	Sep to Jul	6 x Project Weeks & In-Company Visits	PW21	48	3	6
3 3 Sep & Feb Corporate Entrepreneurship EN32 24 1 5 4 3 Sep & Feb International Labour Relations MO33 24 1 5 4 3 Sep & Feb Advanced Corporate Strategy SM31 24 1 5 3 3 Oct & Apr Business Plan BL31 24 2,77 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Undily Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May International Trade ITL31 24 2,8	otal F	hase 2						80
4 3 Sep & Feb International Labour Relations MO33 24 1 5 4 3 Sep & Feb Advanced Corporate Strategy SM31 24 1 5 3 3 Oct & Apr Business Plan Bl.31 24 2,7 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May International Trade ITL31 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May International Trade ITL31 24 2,8 2 3 3 Dec & May International Trade ITL31 24 2,8	hase	3						
4 3 Sep & Feb International Labour Relations MO33 24 1 5 4 3 Sep & Feb Advanced Corporate Strategy SM31 24 1 5 3 3 Oct & Apr Business Plan BL31 24 2,7 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Undity Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May International Trade ITL31 24 2,8 2 3 3 Dec & May International Trade ITL31 24 2,8	3	3	Sep & Feb	Corporate Entrepreneurship	EN ₃₂	24	1	5
4 3 Sep & Feb Advanced Corporate Strategy SM31 24 1 5 3 3 Oct & Apr Business Plan BL31 24 2,7 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Ouality Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Graduation Assignment GA32 n/a 2,7 20			Sep & Feb	International Labour Relations	MO ₃₃	_	1	5
3 3 Oct & Apr Business Plan BL31 24 2,7 4 3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Quality Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 19 3 3 Graduation Assignment GA32 n/a 2,7 20				Advanced Corporate Strategy		i i	1	5
3 3 Oct & Apr Research Methodology & Quantitative Methods GA31 24 2 5 4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Quality Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 19 3 3 Graduation Assignment GA32 n/a 2,7 20	•			3,				4
4 3 Oct & Apr Strategic Marketing MA34 24 7 5 3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Quality Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 15 3 3 Graduation Assignment GA32 n/a 2,7 20		1		Research Methodology & Quantitative Methods		1	1	5
3 3 Dec & May International Marketing for SMEs MA31 24 2,7 4 4 3 Dec & May Quality Management MO32 24 1 5 4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 19 3 3 Graduation Assignment GA32 n/a 2,7 20								5
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4 3 Dec & May International Trade ITL31 24 1 5 3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 19 3 3 Graduation Assignment GA32 n/a 2,7 20				, and the second		i i		5
3 3 Dec & May Intercultural Business Communication for Managers CM31 24 2,8 2 3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 14 3 3 Graduation Assignment GA32 n/a 2,7 20	•				1		· · · · · · · · · · · · · · · · · · ·	<u> </u>
3 3 Sep to Jul PDP 3 - Personal Development Plan & Tutoring PDP 3 n/a 6 Pa 3 3 Work Placement Module WP31 n/a 2,7 1 3 3 Graduation Assignment GA32 n/a 2,7 20								2
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								20
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^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: FINANCIAL SERVICES MANAGEMENT (3 PHASE / 3 YEARS)

Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
Phase 1	<u>.</u>						
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
2	1	OCt	Introduction to Statistics	GA11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
2	1	Dec	European Law	BL12	24	1	4
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback & Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
2	1	Apr	New Business Environment	BL ₁₃	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	1
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2]
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total P	hase 1						80

^{*} Additional topics may be added in the curriculum during the year



Year	Phase	Block	Module / Subject	Code	Lesson	Examination	ECs
n 4 yr)					Hours	type	
hase 2							80
2	2	Sep	Marketing Research	MA21	24	2,7	4
3	2	Sep	Money & Banking	FIN23	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Global Financial Regulations	FIN21	24	1	4
2	2	Oct	Business Philosophy	MO21	24	1	3
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
2	2	Dec	Business Accounting	FIN22	24	1	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Pensions & Investments	FIN24	24	1	5
2	2	Feb	Information Management	IM22	24	1	4
3	2	Feb	Personal Insurance	FIN25	24	1	5
3	2	Feb	Marketing Plan	MA ₂₅	24	2,7	4
2	2	Apr	Managing Organisations	MO ₂₂	24	1	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
2	2	May	Introduction to Entrepreneurship	EN ₂₂	24	1	4
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
2	2	Sep to Jul	PDP 2 – Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity	-	3	2	
			PDP Seminar - Negotiation	PDP ₂		2	_
			PDP Seminar - Consulting Skills	1012	3	2	3
			PDP Seminar - Tapping your Creativity	-	3	2	
			PDP Seminar - Conflict Management	-		2	
2	2	Sep to Jul	6 x Project Weeks & In-Company Visits	PW21	3 48	3	E
otal Ph		3ep (0 30)	0 X1 Toject Weeks & III-Company Visits	1 4421	40	3	8
ear 3	1036 2						
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃₁	24	1	5
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM31	24	1	5
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	4
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
		Dec & May	Quality Management	MO ₃₂	·	1	
4	3	Dec & May	International Mortgages & Loans	FIN ₃₃	24		5
4	3	Dec & May	International Mortgages & Loans Intercultural Business Communication for Managers	CM31	24	2,8	5 2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP3	24 n/a	6	Pa
3	3	3eb (0.10)	Work Placement Module	WP31			
3	3				n/a	2,7	15
3	3		Graduation Assignment	GA32	n/a	2,7	20

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: REAL ESTATE MANAGEMENT (3 PHASE / 3 YEARS)

Year (in 4 yr)	Phase	Block	es for Phase 2, 3, Work placement respectively) Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
<u>Phase</u>	1						
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
2	1	Oct	Introduction to Statistics	GA11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
2	1	Dec	European Law	BL12	24	1	4
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback & Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
2	1	Apr	New Business Environment	BL13	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2	J
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total I	Phase 1						80

^{*} Additional topics may be added in the curriculum during the year

Part 3



Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
Phase:	2						
2	2	Sep	Marketing Research	MA21	24	2,7	4
3	2	Sep	Real Estate Investment Strategy & Finance	RE22	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Global Finance Regulations	FIN21	24	1	4
2	2	Oct	Business Philosophy	MO21	24	1	3
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
2	2	Dec	Business Accounting	FIN22	24	1	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Facilities Management & Commercial Properties	RE23	24	7	5
2	2	Feb	Information Management	IM ₂₂	24	1	4
3	2	Feb	Sustainable Real Estate Management	RE ₂₄	24	7	5
3	2	Feb	Marketing Plan	MA ₂₅	24	2,7	4
2	2	Apr	Managing Organisations	MO22	24	1	4
3	2	Apr	Financial & Risk Management	FIN ₂₇	24	1	5
2	2	May	Introduction to Entrepreneurship	EN ₂₂	24	1	4
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
2	2	Sep to Jul	PDP 2 – Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity		3	2	
			PDP Seminar - Negotiation	PDP ₂	3	2	3
			PDP Seminar - Consulting Skills		3	2	
			PDP Seminar - Tapping your Creativity		3	2	
			PDP Seminar - Conflict Management		3	2	
2	2	Sep to Jul	6 x Project Weeks & In-Company Visits	PW21	48	3	6
Total F	Phase 2						80
Phase '	3						
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃ 1	24	1	5
4	3	Sep & Feb	International Labour Relations	MO ₃₃	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
3	3	Dec & May	International Marketing for SMEs	MA ₃₁	24	2,7	4
3	3	Dec & May	International Mortgages & Loans	FIN ₃₃	24	1	5
_	3	Dec & May	Commercial Real Estate Management	RE ₃₂	24	1	5
4		Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
	3		9		-		
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	I PDP₃	n/a	6	Pag
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring Work Placement Module	PDP ₃	n/a n/a	_	Pas
3		Sep to Jul	PDP 3 - Personal Development Plan & Tutoring Work Placement Module Graduation Assignment	PDP ₃ WP ₃ 1 GA ₃ 2	n/a n/a n/a	2,7 2,7	15 20

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: HUMAN RESOURCES MANAGEMENT (3 PHASE / 3 YEARS)

Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
<u>Phase</u>	1						
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
2	1	Oct	Introduction to Statistics	GA11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
2	1	Dec	European Law	BL12	24	1	4
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback & Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
2	1	Apr	New Business Environment	BL ₁₃	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
		-	PDP Seminar - Leadership in Business Environment		3	2	
			PDP Seminar - Team Building]	3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total	Phase 1						80

^{*} Additional topics may be added in the curriculum during the year

Year (in 4 yr)	Phase	Block	Module / Subject	Code	Lesson Hours	Examinati on type	EC
Phase:	2						
2	2	Sep	Marketing Research (Core)	MA21	24	2,7	4
3	2	Sep	Training & Organisational Development	MO23	24	1	4
3	2	Sep	Compensation & Benefits	MO24	24	1	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Employment Law & Employee Relations	MO25	24	1	4
2	2	Oct	Business Philosophy (Core)	MO21	24	1	3
3	2	Oct & Apr	Statistics	GA21	24	1	4
2	2	Dec	Business Accounting	FIN22	24	1	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
<u>3</u>	2	Dec	Economics & Corporate Strategy	SM22	24	1	5
2	2	Feb	Information Management (Core)	IM22	24	1	
3	2	Feb	Human Resource Management	MO31	24	1	
	2	Feb	Marketing Plan (Base Core)	MA25	24	2,7	
2	2	Apr	Managing Organisations (Core)	MO22	24	1	
3	2	Apr	Financial & Risk Management (Core in IBA)	FIN27	24	1	
2	2	May	Introduction to Entrepreneurship (Core in IBA)	EN22	·	1	
		· · · · · · · · · · · · · · · · · · ·	Enterprise Diagnostics & Evaluation (Core in IBA)	TEC22	24		<u> </u>
3	2	May		TEC22	24	1	
2	2	Sep to Jul	PDP 2 – Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity		3	2	1
			PDP Seminar – Negotiation	PDP ₂	3	2	
			PDP Seminar - Consulting Skills		3	2	
			PDP Seminar - Tapping your Creativity		3	2	
			PDP Seminar - Conflict Management		3	2	
2	2	Sep to Jul	6 x Project Weeks & In-Company Visits	PW21	48	3	(
otal P	hase 2						8
hase :	3					1	
3	3	Sep & Feb	HR Performance Management & HR Analytics	MO36	24	1	
4	3	Sep & Feb	International Labour Relations	MO33	24	1	
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	
3	3	Oct & Apr	Business Plan	BL31	24	2,7	
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA ₃ 1	24	2	
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	_
3	3	Dec & May	Global Talent Acquisition and Development	MO35	24	2,7	
4	3	Dec & May	Quality Management	MO ₃₂	24	1	
4	3	Dec & May	Al powered HRM	MO34	24	1	
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pa
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	1
4	3		Graduation Assignment	GA32	n/a	2,7	2
							8
otal P	hase 3 Credits Off						

^{*} Additional topics may be added in the curriculum during the year



BACHELOR'S CURRICULUM - IBA PATHWAY (4 YEARS)

SPECIALISATION: ECONOMICS & MANAGEMENT (4 YEARS)

	Phase	Block	Module / Subject	Code	Lesson	Examination	ECs
					Hours	type	
		-Sep-					
1	1	Dec/Feb-	IT, Office Software & Automation (Support Module)	IM01	24	2	Pass
		May Con Fob	Work Experience Proparation Module (Cuppert Medule)	W/Daa	16	-	Dass
3 Year 1	3	Sep-Feb	Work Experience Preparation Module (Support Module)	WP ₃₂	16	2	Pass
		Con	Accounting & Poolskooning	FIN11	2.4		_
1	1	Sep Sep	Accounting & Bookkeeping Intercultural Management	CM11	24	1	5
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	4
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	5 4
1	1	Dec	Introduction to Finance	FIN ₁₂	24	1	5
1	1	Feb	Training in Interpersonal Skills	111112	- 24	1	5
		100	TIPS - Interviewing Skills	1			
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance	- 012	12	0,0	_
			TIPS - Feedback and Group Interaction	=			
1	1	Feb	Business Communication	CM13	24	1	3
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
		,	PDP 1 – Personal Development Plan, Tutoring & Academic				'
1	1	Sep to Jul	English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2	
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
			. 2. Jennia: Enecute initiality enecute		J	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
1 Total Y		Sep to Jul		PW11			6 60
		·	6 x Project Week & In-Company Visits				
Total Y		Sep to Jul Oct		PW11			
Total Y Year 2	ear 1	Oct Sep	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research	GA11 MA21	48	3	60
Total Y Year 2 2 2 2	/ear 1 1 2 2	Oct Sep Oct	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages	GA11 MA21 FL21	24 24 24 24	1 2,7 4	60 4
Total Y Year 2 2 2 2 2	fear 1 1 2 2 2	Oct Sep Oct	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production	GA11 MA21 FL21 ITL21	24 24 24 24 24	1 2,7 4 1	4 4 4 4
Total Y Year 2 2 2 2 2 2 2	1 2 2 2 2 2 2	Oct Sep Oct Oct Oct	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy	GA11 MA21 FL21 ITL21 MO21	24 24 24 24 24 24	1 2,7 4 1	4 4 4 4 4 3
Total Y Year 2 2 2 2 2 2 2 2 2	1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting	GA11 MA21 FL21 ITL21 MO21 FIN22	24 24 24 24 24 24 24	1 2,7 4 1 1	4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1	Oct Sep Oct Oct Oct Dec	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12	24 24 24 24 24 24 24 24	1 2,7 4 1 1 2	4 4 4 4 4 3 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1	Oct Sep Oct Oct Oct Dec Dec Feb	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15	24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1	4 4 4 4 4 3 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1 2 2 2 2 2 1 1 2 2	Oct Sep Oct Oct Oct Dec Dec Feb	6 x Project Week & In-Company Visits Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22	24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1	4 4 4 4 3 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 1 1 2 1	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13	24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1	4 4 4 4 3 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 1 1 2 1 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1	4 4 4 4 3 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	4 4 4 4 4 3 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 1 1 2 1 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1	4 4 4 4 3 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	4 4 4 4 4 3 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English *	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24 24 24 24	1 2,7 4 1 1 2 1 1 1 1 1 1 1 1 5 5	4 4 4 4 4 3 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 - Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 24 24 24 24 3	3 1 2,7 4 1 1 2 1 1 1 1 1 5 2	4 4 4 4 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 - Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24 24 24 24 3 3	3 1 2,7 4 1 1 2 1 1 1 1 1 5 2 2 2	4 4 4 4 3 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 - Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation PDP Seminar - Consulting Skills	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 24 24 24 3 3 3	3 1 2,7 4 1 1 2 1 1 1 1 1 1 5 2 2 2 2	4 4 4 4 4 4 4 4 4 4
Total Y Year 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	rear 1 1 2 2 2 2 2 1 1 2 1 2 1 2 2 2 2 2 2	Oct Sep Oct Oct Oct Dec Dec Feb Feb Apr Apr May May	Introduction to Statistics Marketing Research 2nd Foreign Languages Procurement & Production Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 - Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation	GA11 MA21 FL21 ITL21 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 24 24 24 24 3 3	3 1 2,7 4 1 1 2 1 1 1 1 1 5 2 2 2	4 4 4 4 4 4 4 4 4 4



Total Year 2 60

^{*} Additional topics may be added in the curriculum during the year

Year	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
Year 3							
3	2	Sep	Logistics	ITL ₂₂	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃ 1	24	1	5
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Economics & Corporate Strategy	SM ₂₂	24	1	5
3	2	Feb	Supply Chain Management	ITL24	24	1	5
3	2	Feb	Marketing Plan	MA ₂₅	24	2,7	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
3	2	May	Enterprise Diagnostics & Evaluation	TEC ₂₂	24	1	4
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pass
Total Y	ear 3						60
Year 4							
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
4	3	Dec & May	Quality Management	MO ₃₂	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
4	3	Dec & May	Human Resource Management	MO ₃₁	24	1	5
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	15
4	3		Graduation Assignment	GA32	n/a	2,7	20
Total Y	ear 4						60
Total C	redits Offe	rad					240



SPECIALISATION: LOGISTICS & INTERNATIONAL TRADE (4 YEARS)

Support Modules (Pre-requisites for Phase 2, 3, Work placement respectively)

Year	Phase	Block	r Phase 2, 3, Work placement respectively) Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	lMoı	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
Year 1							
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback and Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2	
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total \	ear 1						60
Year 2							
2	1	Oct	Introduction to Statistics	GA11	24	1	4
2	2	Sep	Marketing Research	MA21	24	2,7	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Procurement & Production	ITL21	24	1	4
2	2	Oct	Business Philosophy	MO21	24	1	3
2	2	Dec	Business Accounting	FIN22	24	1	4
2	1	Dec	European Law	BL12	24	1	4
2	1	Feb	Sociology and Organisational Behaviour	MO15	24	1	4
2	2	Feb	Information Management	IM22	24	1	4
2	1	Apr	New Business Environment	BL13	24	1	4
2	2	Apr	Managing Organisations	MO22	24	1	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
2	2	May	Introduction to Entrepreneurship	EN ₂₂	24	1	4
2	2	Sep to Jul	PDP 2 — Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity		3	2	
			PDP Seminar - Negotiation	PDP ₂	3	2	3
			PDP Seminar - Consulting Skills		3	2	
			PDP Seminar - Tapping your Creativity		3	2	
			PDP Seminar - Conflict Management		3	2	
2	2	Sep to Jul	6 Project week & In-Company Visits	PW21	48	3	6
Total \	ear 2						60



Year	Phas e	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
Year 3							
3	2	Sep	Logistics	ITL22	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
3	3	Sep & Feb	Corporate Entrepreneurship	EN ₃₂	24	1	5
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Process Management	ITL23	24	1	5
3	2	Feb	Supply Chain Management	ITL24	24	1	5
3	2	Feb	Marketing Plan	MA25	24	2,7	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pass
Total `	Year 3						60
Year 4							
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
4	3	Dec & May	Quality Management	MO ₃₂	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
4	3	Dec & May	International Trade	ITL31	24	1	5
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	15
4	3		Graduation Assignment	GA32	n/a	2,7	20
Total `	Year 4						60

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: FINANCIAL SERVICES MANAGEMENT (4 YEARS)

Support Modules (Pre-requisites for Phase 2, 3, Work placement respectively)

Year	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
Year 1							
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills	1			
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance				
			TIPS - Feedback and Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	•
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment	1	3	2	3
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total Y	ear 1	·					60
Year 2							
2	1	Oct	Introduction to Statistics	GA11	24	1	4
2	2	Sep	Marketing Research	MA21	24	2,7	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
2	2	Oct	Global Financial Regulations	FIN21	24	1	4
2	2	Oct	Business Philosophy	MO21	24	1	3
2	2	Dec	Business Accounting	FIN22	24	1	4
2	1	Dec	European Law	BL12	24	1	4
2	1	Feb	Sociology & Organisational Behaviour	MO15	24	1	4
2	2	Feb	Information Management	IM ₂₂	24	1	4
2	1	Apr	New Business Environment	BL13	24	1	4
2	2	Apr	Managing Organisations	MO22	24	1	4
2	1	May	International Law in Business & Commerce	BL14	24	1	4
2	2	May	Introduction to Entrepreneurship	EN22	24	1	4
2	2	Sep to Jul	PDP 2 – Personal Development Plan, Tutoring & Academic English *		12	5	
			PDP Seminar - Managing Diversity		3	2	
			PDP Seminar - Negotiation	PDP ₂	3	2	3
			PDP Seminar - Consulting Skills		3	2	
			PDP Seminar - Tapping your Creativity		3	2	
			PDP Seminar - Conflict Management		3	2	
2	2	Sep to Jul	6 Project week & In-Company Visits	PW21	48	3	6
Total Y	ear 2						60



Year	Phase	Block	Module / Subject	Code	Lesson	Examination	ECs
	7	2,000		5000	Hours	type	
Year 3							
3	2	Sep	Money & Banking	FIN23	24	1	4
3	2	Sep	Sales & Export	MA23	24	1	4
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃ 1	24	1	5
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	2	Dec	Enterprise Technology & Innovation	TEC ₂₁	24	8	5
3	2	Dec	Pensions & Investments	FIN24	24	1	5
3	2	Feb	Personal Insurance	FIN25	24	1	5
3	2	Feb	Marketing Plan	MA25	24	2,7	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
3	2	May	Enterprise Diagnostics & Evaluation	TEC ₂₂	24	1	4
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pass
Total \	rear3						60
Year 4							
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
4	3	Dec & May	Quality Management	MO32	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
4	3	Dec & May	International Mortgages & Loans	FIN ₃₃	24	1	5
4	3		Work Placement Module	WP31	n/a	2,7	15
4	3		Graduation Assignment	GA ₃₂	n/a	2,7	20
Total \	ear 4						60
Total	Credits Of	fered					240

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: REAL ESTATE MANAGEMENT (4 YEARS)

Year			or Phase 2, 3, Work placement respectively)	Codo	Laggan	Everningtion	EC.
	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module	WP ₃₂	16	2	Pass
Year 1	<u>.</u>						
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec	Introduction to Finance	FIN12	24	1	5
1	1	Feb	Training in Interpersonal Skills				
			TIPS - Interviewing Skills				
			TIPS - Effective Meeting	CM12	12	6,8	2
			TIPS - Peak Performance			-	
			TIPS - Feedback and Group Interaction				
1	1	Feb	Business Communication	CM13	24	1	3
1	1	Apr	Marketing Mix	MA12	24	1	5
1	1	Apr	Organisational Theory	MO12	24	1	4
1	1	May	Project Management Basics	MO13	24	2,7	4
1	1	May	2nd Foreign Languages	FL11	24	4	4
1	1	Sep to Jul	PDP 1 – Personal Development Plan & Tutoring and Academic English *		60	5	
			PDP Seminar - Business Presentation Skills		3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	-
			PDP Seminar - Leadership in Business Environment	1011	3	2	5
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total \		July 10 day			<u> </u>	<u> </u>	60
Year 2							
2	1	Oct	Introduction to Statistics	GA11	24	1	4
2	2	Sep	Marketing Research	MA21	24	2,7	4
2	2	Oct	2nd Foreign Languages	FL21	24	4	4
	_	Oct	Zila i oreign Languages		-4	4	4
	2	Oct	Global Financial Regulations	FN21	27	2	1.
2	2	Oct Oct	Global Financial Regulations Business Philosophy	FN21 MO21	24	2	4
2	2	Oct	Business Philosophy	MO21	24	1	3
2 2 2	2	Oct Dec	Business Philosophy Business Accounting	MO21 FIN22	24 24	1	3 4
2 2 2 2	2 2 1	Oct Dec Dec	Business Philosophy Business Accounting European Law	MO21 FIN22 BL12	24 24 24	1 1 1	3 4 4
2 2 2 2 2	2 2 1 1	Oct Dec Dec Feb	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour	MO21 FIN22 BL12 MO15	24 24 24 24	1 1 1 1	3 4 4 4
2 2 2 2 2 2	2 2 1 1 2	Oct Dec Dec Feb Feb	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management	MO21 FIN22 BL12 MO15 IM22	24 24 24 24 24	1 1 1 1 1 1	3 4 4 4 4
2 2 2 2 2 2 2 2	2 2 1 1 2	Oct Dec Dec Feb Feb Apr	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment	MO21 FIN22 BL12 MO15 IM22 BL13	24 24 24 24 24 24	1 1 1 1 1	3 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations	MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24	1 1 1 1 1 1	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24	1 1 1 1 1 1 1	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship	MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24	1 1 1 1 1 1	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English *	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24	1 1 1 1 1 1 1 1 1 5	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 24 3	1 1 1 1 1 1 1 1 5	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24	1 1 1 1 1 1 1 1 1 5	3 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation PDP Seminar - Consulting Skills	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 3 3 3	1 1 1 1 1 1 1 1 1 5 2 2 2	3 4 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation PDP Seminar - Consulting Skills PDP Seminar - Tapping your Creativity	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 3 3 3 3	1 1 1 1 1 1 1 1 1 5 2 2	3 4 4 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 1 1 2 1 2 1 2	Oct Dec Dec Feb Feb Apr Apr May May	Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English * PDP Seminar - Managing Diversity PDP Seminar - Negotiation PDP Seminar - Consulting Skills	MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14 EN22	24 24 24 24 24 24 24 24 24 3 3 3	1 1 1 1 1 1 1 1 1 5 2 2 2	3 4 4 4 4 4 4 4



Year	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
Year 3							
3	2	Sep	Real Estate Investment Strategy & Finance	RE22	24	2	4
3	2	Sep	Sales & Export	MA ₂₃	24	1	4
3	3	Sep & Feb	Cost Accounting & Management	FIN ₃ 1	24	1	5
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3	3	Oct & Apr	Business Plan	BL31	24	2,7	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Facilities Management & Commercial Properties	RE23	24	7	5
3	2	Feb	Sustainable Real Estate Management	RE24	24	7	5
3	2	Feb	Marketing Plan	MA25	24	2,7	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA31	24	2	5
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
3	3	Dec & May	International Marketing for SMEs	MA31	24	2,7	4
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pass
Total `	Year 3						60
Year 4	b.						
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
4	3	Dec & May	International Mortgages & Loans	FIN ₃₃	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM ₃ 1	24	1	5
4	3	Dec & May	Commercial Real Estate Management	RE ₃₂	24	1	5
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	15
4	3		Graduation Assignment	GA32	n/a	2,7	20
Total `	Year 4						60
Total	Credits O	ffered					240

^{*} Additional topics may be added in the curriculum during the year



SPECIALISATION: HUMAN RESOURCES MANAGEMENT (4 YEARS)

	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
1	1	-Sep- Dec/Feb- May	IT, Office Software & Automation (Support Module)	IM01	24	2	Pass
3	3	Sep-Feb	Work Experience Preparation Module (Support Module)	WP ₃₂	16	2	Pass
Year 1	ı	ı					
1	1	Sep	Accounting & Bookkeeping	FIN11	24	1	5
1	1	Sep	Intercultural Management	CM11	24	1	4
1	1	Oct	Small Business Environment	BL11	24	1	4
1	1	Oct	Modern Principles of Marketing	MA11	24	1	5
1	1	Dec	Management, Leadership & The Organisation	MO11	24	1	4
1	1	Dec Feb	Introduction to Finance	FIN12	24	1	5
1	1	reb	Training in Interpersonal Skills	_			
			TIPS - Interviewing Skills TIPS - Effective Meeting	CM12	40	6.0	
			TIPS - Effective Meeting TIPS - Peak Performance	CIVI12	12	6,8	2
				_			
	_	Fab	TIPS - Feedback and Group Interaction	CMas	2.		
1	1	Feb	Business Communication Marketing Mix	CM13	24	1	3
1	1	Apr Apr	Marketing Mix Organisational Theory	MA12 MO12	24	1	5
1	1	May	Project Management Basics	MO13	24	1	4
1	1	May	2nd Foreign Languages	FL11	24 24	2,7	4
1	1		PDP 1 – Personal Development Plan, Tutoring & Academic	1 L L L L	-	4	4
1	1	Sep to Jul	English *		60	5	
			PDP Seminar - Business Presentation Skills	1	3	2	
			PDP Seminar - Project Management Game	PDP1	3	2	5
			PDP Seminar - Leadership in Business Environment		3	2	3
			PDP Seminar - Team Building		3	2	
			PDP Seminar - Effective Time Management		3	2	
1	1	Sep to Jul	6 x Project Week & In-Company Visits	PW11	48	3	6
Total Y	ear 1						60
Year 2							
I Cal Z				•			
2	1	Oct	Introduction to Statistics	GA11	24	1	4
	1 2	Oct Sep	Introduction to Statistics Marketing Research	GA11 MA21	24 24	1 2,7	4
2			Marketing Research 2nd Foreign Languages				
2	2	Sep	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations	MA21	24	2,7	4
2 2 2	2	Sep Oct	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy	MA21 FL21	24	2,7 4	4
2 2 2 2	2 2 2	Sep Oct Oct	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations	MA21 FL21 MO25	24 24 24	2,7 4 1	4 4 4
2 2 2 2 2	2 2 2 2	Sep Oct Oct Oct Dec Dec	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law	MA21 FL21 MO25 MO21	24 24 24 24	2,7 4 1	4 4 4 3
2 2 2 2 2 2 2	2 2 2 2 2	Sep Oct Oct Oct Dec Dec Feb	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour	MA21 FL21 MO25 MO21 FIN22	24 24 24 24 24	2,7 4 1 1	4 4 4 3 4
2 2 2 2 2 2 2 2	2 2 2 2 2 2	Sep Oct Oct Oct Dec Dec Feb Feb	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22	24 24 24 24 24 24	2,7 4 1 1 2	4 4 4 3 4
2 2 2 2 2 2 2 2 2	2 2 2 2 2 2 1	Sep Oct Oct Oct Dec Dec Feb Apr	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22 BL13	24 24 24 24 24 24 24	2,7 4 1 1 2 1	4 4 4 3 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 2 2 2 1 1 2 1 2	Sep Oct Oct Oct Dec Dec Feb Apr Apr	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24 24 24 24	2,7 4 1 1 2 1 1 1 1	4 4 4 3 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 2 2 2 1 1 2 1 2	Sep Oct Oct Oct Dec Dec Feb Apr Apr May	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24	2,7 4 1 1 2 1 1 1 1 1	4 4 3 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 2 2 2 1 1 2 1 2	Sep Oct Oct Oct Dec Dec Feb Apr Apr	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22 BL13 MO22	24 24 24 24 24 24 24 24 24 24	2,7 4 1 1 2 1 1 1 1	4 4 3 4 4 4 4 4
2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2 2 2 2 2 1 1 2 1 2	Sep Oct Oct Oct Dec Dec Feb Apr Apr May	Marketing Research 2nd Foreign Languages Employment Law & Employee Relations Business Philosophy Business Accounting European Law Sociology & Organisational Behaviour Information Management New Business Environment Managing Organisations International Law in Business & Commerce Introduction to Entrepreneurship PDP 2 – Personal Development Plan, Tutoring & Academic English *	MA21 FL21 MO25 MO21 FIN22 BL12 MO15 IM22 BL13 MO22 BL14	24 24 24 24 24 24 24 24 24 24 24	2,7 4 1 1 2 1 1 1 1 1 1 1 5	4 4 3 4 4 4 4 4 4
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Year	Phase	Block	Module / Subject	Code	Lesson Hours	Examination type	ECs
<u>Year 3</u>							
3	2	Sep	Training & Organisational Development	MO23	24	1	4
3	2	Sep	Compensation & Benefits	MO24	24	1	4
3	3	Sep & Feb	HR Performance Management & HR Analytics	MO ₃ 6	24	1	5
3	2	Oct & Apr	Statistics & Quantitative Data	GA21	24	1	4
3	3	Oct & Apr	Business Plan	BL ₃ 1	24	2,7	4
3	2	Dec	Enterprise Technology & Innovation	TEC21	24	8	5
3	2	Dec	Economics & Corporate Strategy	SM22	24	1	5
3	2	Feb	Human Resource Management	MO ₃ 1	24	1	5
3	2	Feb	Marketing Plan	MA25	24	2,7	4
3	2	Apr	Financial & Risk Management	FIN27	24	1	5
3	3	Oct & Apr	Research Methodology & Quantitative Methods	GA ₃ 1	24	2	5
3	2	May	Enterprise Diagnostics & Evaluation	TEC22	24	1	4
3	3	Dec & May	Global Talent Acquisition & Development	MO ₃₅	24	2,7	4
3	3	Dec & May	Intercultural Business Communication for Managers	CM31	24	2,8	2
3	3	Sep to Jul	PDP 3 - Personal Development Plan & Tutoring	PDP ₃	n/a	6	Pass
Fotal Y	ear 3						60
Year 4							
4	3	Sep & Feb	International Labour Relations	MO33	24	1	5
4	3	Oct & Apr	Strategic Marketing	MA ₃₄	24	7	5
4	3	Dec & May	Quality Management	MO ₃₂	24	1	5
4	3	Sep & Feb	Advanced Corporate Strategy	SM31	24	1	5
4	3	Dec & May	AI-Powered HRM	MO ₃₄	24	1	5
4	3		Work Placement Module	WP ₃ 1	n/a	2,7	15
4	3		Graduation Assignment	GA ₃₂	n/a	2,7	20
Total Y	ear 4						60
Total (Credits Offe	red					240

^{*} Additional topics may be added in the curriculum during the year