

HIGHER EDUCATION PROGRAM

(Issued by Decision of Rector of the University of Economics – Law, September 3, 2013)

Program Name: INTERNATIONAL ECONOMIC RELATIONS

Qualifications: Bachelor

Major: INTERNATIONAL ECONOMICS

Education: Full time

Major Code: 52.31.01.06

Head of Sector: Dr. Le Tuan Loc

1. Objectives

a. The general objectives

Graduates of bachelor's program of International Economics Relations (International Economics major) would have knowledge and strong professional skills, good ethics and the right attitude for the implementation and management of the activities and projects within the field of International Economic Relations as well as the capacity to implement scientific research activities and know how to do the analysis and evaluation the policies

b. Specific objectives

- *Knowledge in breadth:* broad understanding of the sciences, social sciences, humanities.
- *Knowledge in depth:* specialized knowledge of International Economic Relations.
- *Professionalism:* students equipped with professional skills and soft skills.
- *Humanity science knowledge and English skills:* career ethics, right attitude and lifelong learning ability and self- study. English skills are required for students in their academic, research activities and readiness for working in a globalized economy

c. Outcomes of Program

1. Disciplinary Knowledge and Reasoning

- 1.1. Apply general knowledge in economic management to deal with economic issues
- 1.2. Apply fundamental knowledge to settle down economic issues
- 1.3. Apply specialized knowledge to solve out international economic problems

2. Personal and Professional skills and attributes

- 2.1. Express the capabilities of analytical reasoning and problem solving
- 2.2. Research and discover knowledge
- 2.3. Systemize thinking
- 2.4. Set up right attitudes, thoughts; lifelong learning ability
- 2.5. Educate for ethics and other responsibility to the community

3. Interpersonal skills: Teamwork and communication

- 3.1 Teamwork skills
- 3.2. Communication skills
- 3.3. English communication skills

4. Professional practice competence

4.1 Fully grasp external social environmental context

4.2 Fully grasp enterprises and International Economics context

4.3 Apply specialized knowledge and skills in field of international economic relations

Matrix course vs. Learning Outcome

		Course	Credit	Knowledge			Attitude					Skills			Practice capacity		
				1.1	1.2	1.3	2.1	2.2	2.3	2.4	2.5	3.1	3.2	3.3	4.1	4.2	4.3
Semester1	Marxist Leninist Philosophy	5	IT ₃ U					IT ₁	IT ₂	IT ₁		IT ₂					
	Advanced Mathematics	5	IT ₃ U			I						IT ₁					
	Micro-Economics	4	IT ₃ U			IT ₁	IT ₁		IT ₁	IT ₂		IT ₂		IT ₁	IT ₂		
	GeneralEnglishLevel 1	4											ITU				
	Elective course	2	IT ₃ U														
Semester 2	Theory of Statistics	2	IT ₃ U			T ₂	IT ₁	IT ₁									
	Fundamental of Management	3	IT ₃ U			IT ₂			T ₂		IT ₁	IT ₂			T ₃		
	Macro-Economics	4	IT ₃ U			IT ₁						T ₂		T ₂			
	FundamentalofAccounting	3	IT ₃ U			T ₂				IT ₂							
	GeneralEnglishLevel 2	4											ITU				
	Elective course 1	3	IT ₃ U														
	Elective course 2	2	IT ₃ U														
Semester 3	Fundamental of Law	3	IT ₃ U							U		T ₂					
	Fundamental of Marketing	3		IT ₃ U					IT ₂		T ₂	T ₃			IT ₂		
	Theory of Finance and Monetary	3		IT ₃ U		T ₃				T ₃						IT ₂	
	Statistical Practice	3		ITU		U	T ₃	T ₂				T ₃					
	General English Level 3	4											ITU				
	Elective course 1	3	IT ₃ U														
	Elective course 1	2	IT ₃ U														
	Semester 4	Econometrics	3		IT ₃ U		T ₃	U									
Economy Law		3		IT ₃ U											IT ₁	IT ₁	
International		3		IT ₃ U						IT ₂				IT ₁		T ₂	

	Economics																
	International Finance	3			IT ₃ U				T ₃			T ₃			IT ₂		
	Business English	4											ITU				
	Elective course	3			IT ₃ U												
Semester 5	Revolution Policy of Vietnam Communist Party	3	IT ₃ U					T ₂		IT ₃		IT ₂			T ₃		
	International Payment	3			IT ₃ U							T ₃					T ₃
	International Business	4			IT ₃ U				T ₃								IT ₃
	International Economic Relation	4			IT ₃ U					U	IT ₂				T ₃		T ₄
	Multinational Financial Management Level 1	3			IT ₃ U			T ₃	U	U	T ₃	T ₃					T ₃
	Business English	4											ITU				
	Elective course	3			IT ₃ U												
Semester 6	Ho Chi Minh Ideology	2	IT ₃ U						T ₃	T ₃							
	Foreign Trade Techniques	3			IT ₃ U												IT ₃
	International Insurance and Transportation	3			IT ₃ U												IT ₃
	Export Marketing	3			IT ₃ U						IT ₃	T ₃				T ₂	U
	International Trade Contract Law	3			IT ₃ U					T ₃							IT ₃
	Multinational Financial Management Level 2	3			IT ₃ U			T ₃	U	U	T ₄	U					
	Business English	4											ITU				
	Elective course	3			IT ₃ U												
Semester 7	Supply Chain Management	3			IT ₃ U							T ₃				T ₄	U
	E-Commerce	3			IT ₃ U							T ₄				T ₄	
	Negotiation in Business	3			IT ₃ U				T ₃			T ₄					T ₄

Semester 8	Project Appraisal and Management	3			IT ₃ U			T ₃	U						
	Business English	4										ITU			
	02 Advanced Courses (Elective)	6			IT ₃ U	U			U	U			U	U	U
	Internship	4			U	U	U	U	U	U		U	U	U	U
	Thesis (Elective)	6			U	U	U	U	U			U			U

Note: I: Introduce, T: Teach, T1: Teach at level 1, T2: Teach at level 2, T3: Teach at level 3, T4: Teach at level 4, U: Use.

d. Career opportunities and positions after graduation

Graduates of bachelor's program of International Economic Relations (International economics major) can work in the following organizations:

Group 1: Universities, Research Centers. Educates can work as professors, research

Group 2: Governmental State management authorities in international economic relations field. Jobs that the educates can take is specialists in agencies/departments/center of international economic relations field and international business, including Ministry of Industry and Trade, Ministry of Foreign Affairs, Ministries' Department of International Cooperation, National Committee of International Cooperation, Department of Planning and Investment, Department of Trade, Trade Promotion Bureau...

Group 3. International business enterprises. This group is competent specialists who will possibly become business people or senior managers of local and overseas companies in positions dealing with international economic relations field: import export specialist, logistics, international market developments and trademarks, international payment, international relationship,...

Group 4. International economic organizations. Educates can become competent employees and specialists of international organizations in future such as: ILO, UNCTAD, ADB, IMF, World Bank, NGOs...

2. Education period: 4 years

3. Amount of credit: 130 credits

	Knowledge groups	Number of credits (Percentage)
1	GENERAL KNOWLEDGE Required courses: 34 credits <ul style="list-style-type: none"> • Social, Humanities Sciences 10 credits • Jurisprudence 03 credits • Mathematics and nature Sciences 07 credits • Economics Sciences 14 credits 	46 Credits (35,4%)

	<i>Elective courses: 12 credits</i> <ul style="list-style-type: none"> • Social Sciences 05 credits • Humanities 04 credits • Mathematics and nature Sciences 03 credits 	
2	FUNDAMENTAL KNOWLEDGE <i>Required course: 18 credits</i> <i>Elective course: 03 credits</i>	21 Credits (16,2%)
3	SPECIALIZED KNOWLEDGE <i>Required course: 44 credits</i> <i>Elective course: 09 credits</i>	53 Credits (40,7%)
4	INTERNSHIP/ THESIS/ ADVANCED COURSES <i>Internship: 04 credits</i> <i>Thesis/ Advanced courses: 06 credits</i>	10 Credits (7,7%)

4. Target enrollment:

According to the current Regulation of the Ministry of Education and Training about admission of university and college.

Entrant exam code: A, A1 and D1

5. Education process and graduation requirements:

Based on the training regulations and University Colleges under Credit System Issued together with Decision No. 1368 / Vietnam National University-University & Graduate November 21, 2008 by the Director of City National University. Ho Chi Minh City.

a. Education Process

Education system: Follow the credit system

Education process is divided into 8 semesters:

- Knowledge of basic education: the first, second and third semesters.
- Knowledge of major facility: The fourth semester.
- Knowledge Sector: The fifth, sixth and seventh semesters.
- Final internship, thesis or thematic study: The eighth semester.

b. Graduation Requirements

Students graduating recognized, if they fulfill the following conditions:

- Recognized as regular students of schools within the class of diploma;
- Completion of the course curriculum in accordance with the provisions and accumulated enough credits training industry regulations (including projects, thesis, implementation of more specialized subjects equivalent to the number of credits projects, thesis), no specific courses and have scored less than 5 DTBCTL not less than 5;
- Achieved foreign language proficiency standards prescribed by VNUHCM and school (except foreign students comply Work Regulations for foreigners studying in Vietnam that promulgated together with Decision No. 33 / 1999/QD-BGD&ĐT August 25, 1999 by the Minister of Education and Training);
- Achieved certifications of military education and physical education;
- At the time of graduation, students are not prosecuted for criminal liability or are not disciplined by suspension.

6. Grading Scale: Using a scale of 10, and are rounded to 2 decimal places.

7. Content of Program:

7.1 General Courses: 46 credits

No	Course Code	Course Name	Credits			
			Sum	Lecture	Practice	Others
I		Marxist Leninist Philosophy: 10 TC	10			
		Core Courses:10 credits				
1	NL 03	Marxist Leninist Philosophy	5	5		
2	ĐL 01	Revolution Policy of Vietnam Communist Party	3	3		
3	TT 01	Ho Chi Minh Ideology	2	2		
II		Social Sciences: 5 credits	5			
		Elective Course: 5 credits				
1	LS 01	History of Economic Doctrines	3	3		
2	LS 02	History of Vietnam and World Economy	3	3		
3	QH 01	International Relations	2	2		
4	DL 04	Politics Geography of the World	2	2		
III		Humanities and Skill: 4 credit	4			
		Elective Courses:4 TC				
1	TL 05	Psychology	2	2		
2	GT 05	Fundamental of Communication	2	2		
3	PP 02	Science Research Methods	2	2		
4	KN 03	Teamwork Skill	2	2		
IV		Jurisprudence: 3 credits	3			
		Core Courses:3 TC				
1	PL 01	Fundamental of Law	3	3		
V		Mathematics: 10 credits	10			
		Core Courses:07 credits				
1	TO 08	Advanced Mathematics	5	5		
2	TO 07	Theory of Statistics	2	2		
		Elective Course: 03 credits				
1	TH 06	Fundamental of	3	3		

		Informatics				
2	LG 01	Logics	3	3		
VI		Economics	14			
		Core Courses: 14 credits				
1	KT 06	Micro-Economics	4	4		
2	KT 08	Macro-Economics	4	4		
3	KK 01	Fundamental of Accounting	3	3		
4	QT 01	Fundamental of Management	3	3		
VII	NN	Non-Majored English	12			
VIII		Military education and Physical education				
	GT	Physical education (GT 01/GT 02)	5			
	QP 01	National Defense Education (4 weeks)	165 tiết			

7.2 Advanced courses: 84 credits

7.2.1 Sectoral basis courses: 21 credits

No	Course Code	Course Name	Credits			
			Sum	Lecture	Practice	Others
		Core Courses: 18 credits				
1	KT 02	Econometrics	3	3		
2	TK 01	Statistical Practice	3	3		
3	LU 01	Economy Law	3	3		
4	TC 10	Theory of Finance and Monetary	3	3		
5	KT 20	International Economics	3	3		
6	MA 01	Fundamental of Marketing	3	3		
		Elective Course: 3 credits				
1	GT 06	Communication in Business	3	3		
2	HV 02	Consumer Behavior	3	3		

7.2.2 Major course (first major): 53 credits (except English courses)

No	Course Code	Course Name	Credits			
			Sum	Lecture	Practice	Others
		Core Courses: 44 credits				

1	KD 03	International Business	4	4		
2	KY 01	Foreign Trade Techniques	3	3		
3	HD 02	International Trade Contract Law	3	3		
4	QT 26	Supply Chain Management	3	3		
5	VT 01	International Insurance and Transportation	3	3		
6	KT 23	International Economic Relation	4	4		
7	TN 03	International Finance	3	3		
8	TN 11	Project Appraisal and Management	3	3		
9	GT 04	Negotiation in Business	3	3		
10	NH 04	International Payment	3	3		
11	MA 05	Export Marketing	3	3		
12	QT 27	Multinational Financial Management Level 1	3	3		
13	QT 28	Multinational Financial Management Level 2	3	3		
14	KD 04	E-Commerce	3	3		
		Elective Course: 9 credits				
	HV 01	Organizational Behavior	3	3		
1	QT 29	Multi-culture Management	3	3		
2	QT 03	Strategic Management	3	3		
3	QT 18	Human Resource Management in MNCs	3	3		
5	KD 10	Ethics in Business	3	3		
6	MA 06	Marketing Management	3	3		
7	MA 10	Market Research	3	3		
8	NN	Business English	16	8		

7.2.3 Internships and graduation thesis or graduation courses: 10 credits

No	Course Code	Course Name	Credits			
			Sum	Lecture	Practice	Others
		Core course: 4 TC				
1	BC 01	Internship	4		4	
		Elective Course: 6 TC				
1	KL 01	Thesis	6	6		
2	DT 02	International Investment	3	3		
	TT 02	Duties and Customs Procedures	3	3		

8. Educational Plan: Semester based

Semester	Course Code	Course Name	Credits	Notes
1	NL 03	Marxist Leninist Philosophy	5	<ul style="list-style-type: none"> Choose 1 of 2 elective courses only Total cumulative credits in semester: 16. No account credits of General English Level 1 course for cumulative credits.
	TO 08	Advanced Mathematics	5	
	KT 06	Micro-Economics	4	
	NN 01	General English Level 1	4	
		Elective Course: 02 credits		
	TL 05	Psychology	2	
	GT 05	Fundamental of Communication	2	
2	TO 07	Theory of Statistics	2	<ul style="list-style-type: none"> Choose one course 3 credits and one course 2 credits from elective courses Total cumulative credits in semester: 17 No account credits of General English Level 2 course and National Defense Education course for cumulative credits.
	QT 01	Fundamental of Management	3	
	KT 08	Macro-Economics	4	
	KK 01	Fundamental of Accounting	3	
	NN 02	General English Level 2	4	
	QP 01	National Defense Education (4 weeks)	4 weeks	
		Elective Course: 05 credits		
	QH 01	International Relations	2	
	DL 04	Politics Geography of the World	2	
	TH 06	Fundamental of Informatics	3	
	LG 01	Logics	3	
3	PL 01	Fundamental of Law	3	<ul style="list-style-type: none"> Choose one course 3 credits and one course 2 credits from elective courses Total cumulative credits in semester: 17 No account credits of General English Level 3 course and Health and Sport Training course for cumulative credits.
	MA 01	Fundamental of Marketing	3	
	TC 10	Theory of Finance and Monetary	3	
	TK 04	Statistical Practice	3	
	NN 03	General English Level 3	4	
	GT 01	Health and Sport Training	3	
		Elective Course: 05 credits		
	LS 01	History of Economic Doctrines	3	
	LS 02	History of Vietnam and World Economy	3	

	PP 01	Science Research Methods	2		
	KN 03	Team work Skills	2		
4	KT 02	Econometrics	3	<ul style="list-style-type: none"> Choose 1 of 2 elective courses only Total cumulative credits in semester: 15. No account credits of Business English course and Health and Sport Training course for cumulative credits. 	
	LU 01	Economy Law	3		
	KT 20	International Economics	3		
	TN 03	International Finance	3		
	NN 04	Business English	4		
	GT 02	Health and Sport Training	2		
		Elective Course: 03 credits			
	GT 06	Communication in Business	3		
	HV 02	Consumer Behavior	3		
5	DL 01	Revolution Policy of Vietnam Communist Party	3	<ul style="list-style-type: none"> Choose 1 of 2 elective courses only Total cumulative credits in semester: 20. No account credits of Business English course for cumulative credits. 	
	NH 04	International Payment	3		
	KD 03	International Business	4		
	KT 23	International Economic Relation	4		
	QT 27	Multinational Financial Management Level 1	3		
	NN 05	Business English	4		
		Elective Course: 03 credits			
	MA 10	Market Research	3		
KD 10	Ethics in Business	3			
6	TT 01	Ho Chi Minh Ideology	2	<ul style="list-style-type: none"> Choose 1 of 3 elective courses only Total cumulative credits in semester: 20. No account credits of Business English course for cumulative credits. 	
	KY 01	Foreign Trade Techniques	3		
	VT 01	International Insurance and Transportation	3		
	MA 05	Export Marketing	3		
	HD 02	International Trade Contract Law	3		
	QT 28	Multinational Financial Management Level 2	3		
	NN 06	Business English	4		
		Elective Course: 03 credits			
	QT 29	Multi-culture Management	3		
	HV 01	Organizational Behavior	3		
	MA 01	Marketing Management	3		
7	QT 26	Supply Chain Management	3	<ul style="list-style-type: none"> For elective courses: Choose Thesis or International 	
	KD 04	E-Commerce	3		
	GT 04	Negotiation in Business	3		
	TN 11	Project Appraisal and	3		

		Management		Investment and Duties and Customs Procedures course; Choose 1 of 2 extant elective courses. • Total cumulative credits in semester: 21. • No account credits of Business English course for cumulative credits.
	NN 07	Business English	4	
		Elective Course: 0 9 credits		
	DT 02	International Investment	3	
	TU 02	Duties and Customs Procedures	3	
	QT 18	Human Resource Management in MNCs	3	
	QT 03	Strategic Management	3	
8	BC 01	Internship	4	
	KL 01	Thesis (elective)	6	

9. Brief description of the content of the course

1) Course: Advanced Mathematics

Credit: 5

Prerequisites: Mastered basic math knowledge.

Brief description:

Equipping students with the mathematical tools of differentiation, integrals, matrices, determinants as the basis for calculations and applications in the analysis of econometric models.

2) Course: Fundamental of Informatics

Credit: 3

Prerequisites: Basic knowledge of math

Brief description:

Provides students with the basic knowledge of computer - information management, operating system and software, internet, and some basic applications for students to use in learning as search information, text editor ...

3) Course: Fundamental of Law

Credit: 3

Prerequisites: Basic social knowledge

Brief description:

Provides students with the basic knowledge of the state and the law, the legal system of Vietnam, the type of legal document of our country as well as liability issues of law implementation citizens and handle infringement. Thereby teaching students a sense of responsibility to abide by the laws of the Communist Party and Government.

4) Course: International Relations

Credit: 2

Brief description:

This course aims to provide students with basic knowledge about international relations as the object of study, research methods, forms the subject of international relations and motivation to participate in their international relations , the tools used in international relations, international systems, internal factors and external impact on international

relations, the form and nature of the relations major international conflict and war or cooperation and integration, ...

The course also introduces the process of formation and development of the subject, the theory of international relations, the theoretical issues and the different perceptions of each issue in the study of international relations. Thereby, the course equipped with the rationale and methodology of international relations, allowing students to analyze the phenomena and different issues in the practice of international relations.

5) Course: Science Research Methods

Credit: 2

Prerequisites: Advanced mathematics, Theory of Mathematic Probability and Statistics

Brief description: The main content of this course are the study, the research steps, the quantitative research methods and qualitative research methodologies to gather information, data and analysis methods for research data, the content and sequence of content, such as a research report thesis, and introduces the research issues on the economic aspects of macro and micro. In the presentation content will be the discussion of case studies relevant, and suggested topics (essay) can apply methods to learn.

6) Course: Politics Geography of the World

Credit: 2

Brief description:

The course provides students with the basic knowledge of the theory of geopolitics in the world, thereby analyze, interpret and grasp of political events, political happenings of the geographical area from the narrow space of a region, country, region (country group) to the continent and globally.

7) Course: Marxist Leninist Philosophy

Credit: 5

Prerequisites: Basic social sciences knowledge

Brief description:

According to the program issued Decision No. 52/2008 / QD-BGDĐT September 18, 2008 of the Ministry of Education and Training

8) Course: History of Economic Doctrines

Credit: 3

Prerequisites: Basic social sciences knowledge

Brief description:

This course equips students with basic knowledge about the conditions of life, the basic content of economic theory and the major economic influence on the development of society. These theories will be approached to help students apply the analysis and evaluation of economic phenomena and apply to Vietnam's economic development. While also facilitating student access to courses Micro-economics, Macro-economics, Economics development.

9) Course: History of Vietnam and World Economy

Credit: 3

Prerequisites: Basic knowledge about social science and economics

Brief description:

This course equips students with the basic understanding of the stages of economic development, policy applied in each phase of a typical number of countries, including the USA, Japan, China, the former Soviet Union; some common characteristics of developing countries including Southeast Asia and Vietnam. This course analyzes the stage of economic development of Vietnam from the nation's founding to the present.

10) Course: Logic

Credit: 3

Brief description:

This course equips students with the basic understanding of the role of logic in life as well as learn the forms and principles, fundamental of thinking such as judgment, reasoning, causal laws, radical three law ... the logic knowledge will facilitate learners to apply in evaluating associated phenomena and economic processes.

11) Course: Theory of Statistics

Credit: 2

Prerequisites: Advanced Mathematics

Brief description:

Finish the course, students understand the basic statistical methods, analysis of statistical indicators to be applied in a number of quantitative courses, and students can apply the methodologies Statistics and analysis on economic research - social.

12) Course: Micro-Economics

Credit: 4

Brief description:

Equipping students with the theory about the basic principles of micro-economics in the market economy regulated by government.

Helping students to understand the behavior of businesses and individuals in business and production activities and consumer

Giving students how to analyze and describe the economic activity, the application of statistical techniques and mathematical economics, the theory to construct the economic model

13) Course: Macro-Economics

Credit: 4

Brief description:

Equipping students with the theory, basic principles of macro-economics in the market economy regulated by government.

Helps students understand the tools of macro-economic policies.

14) Course: Fundamental of Accounting

Credit: 3

Brief description:

Students understand intermediate accounting principles, issues related to the records of accounting, the accounting methods of production doanh. Students can apply the principles to establish the basic accounting reports like balance sheet accounting, production reporting business results.

15) Course: Fundamental of Management

Credit: 3

Brief description:

Finish the course, students understand the function and role of an administrator, the analysis of the influence of environmental factors endogenous and exogenous to environmental decision making of managers, how informal planning, organization and decision making of managers. Students can apply this basic knowledge in some basic areas such as human resources management, information management.

16) Course: Statistical Practice

Credit: 3

Brief description:

Provides a systematic theoretical and practical application of methods including statistical surveys to collect information about economic phenomena - and the processing to collect social information; application of economic analysis - society as a basis for predicting the extent of the phenomenon in the future in order to make decisions in economic management

17) Course: Health and Sport Training

Credit: 5

Brief description:

Students understand the principles and methods of practicing sport and the effect of this practice on the development of the body; the legal and technical regulations for certain sports such as average distance running, volleyball, ...

18) Course: National Defense Education

Credit: 8

Brief description:

Give students some basic knowledge about the way a country's military, technical and fundamental tactical military and political role of the military in the process of socio-economic development of a nation. End coursework, students improve awareness of national defense issues and a sense of protecting nation.

19) Course: Revolution Policy of Vietnam Communist Party

Credit: 3

Brief description:

The course equips students with awareness: The role of the Communist Party of Vietnam in the process of building and protecting the country experienced during the Vietnam revolutionary leadership over time. Also offers panoramic innovation and critical awareness of Party policy since 1986 through the last party congress period.

The lesson of this experience is the basis for the consolidation of patriotic education, ethnic pride and sense of responsibility of the learner in building confidence in the leadership of the party in the context of the current integration.

20) Course: Econometrics

Credit: 3

Prerequisites:

The course present a way for students to apply basic principles of the theory and econometric tools for decision making and forecasting business issues.

21) Course: International Economics**Credit: 3**

Brief description: Provide advanced knowledge to students of international economics. On that basis, providing knowledge as a theoretical basis for the research subjects in the field of foreign and economic policy for the development of international economic relations of Vietnam.

22) Course: Fundamental of Marketing**Credit: 3****Brief description:**

Equip students with basic knowledge about the market, product and consumer behavior. Provides students with methods of market research; methods of brand valuation, strategy formulation and branding; how to organize distribution channels and customer service; how to build organizations plan, implement and control the marketing yearly.

23) Course: Ho Chi Minh Ideology**Credit: 2****Brief description:**

Ho Chi Minh Ideology of revolutionary nationalism and national liberation; socialism and the path of transition to socialism in Vietnam; ethnic solidarity, national strength combined with the power of the era; Communist Party of Vietnam; to build state-of the people, by the people, for the people; ethics, humanities and culture.

24) Course: Economy Law**Credit: 3****Brief description:**

Students understand some basic issues related to economic contracts as contracting, effect and dispute resolution, and to distinguish the type of business organization according to economic law.

25) Course: Communication in Business**Credit: 3****Brief description:**

This course provides the basic knowledge about the forms and means of communication in business, the communication skills necessary for success in their fields. The course addresses interpersonal, small group and public communication, and involves extensive practice writing and speaking on a variety of informative and persuasive topics.

At the end of the course, students will be able to:

Develop verbal and nonverbal communication styles by applying verbal and nonverbal skills in various speaking situations; videotaping and viewing one's performance; critiquing one's style; and receiving diagnostic evaluations.

Use techniques, such as cognitive restructuring, to reduce speaker apprehension.

Increase effectiveness in informative and persuasive message development using audience analysis, principles of organization, principles of Aristotle's rhetoric, language devices, and supporting material.

26) Course: International Finance**Credit: 3**

Brief description:

This course provides theories and basic models in the field of international finance and international financial policy. After the course students learn to understand, analyze, evaluate policies related to the field of international finance such as exchange rate policy, monetary policy, trade policy, ...

27) Course: Customer Behavior**Credit: 3**

Brief description: Understanding customer behavior, helping managers make better marketing decisions; Improving the understanding of an important aspect of human behavior; Understanding the factors that affect shopping behavior of customers; Impact analysis of customer behavior for marketing strategy

28) Course: Ethics in Business**Credit: 3****Brief description:**

To equip students with the basic knowledge of business ethics and professional ethics.

29) Course: Export Marketing**Credit: 3****Brief description:**

Equip learners with knowledge enough to be able to marketing business on the international market, global market, namely: who learned how to evaluate and select market opportunities and how the world penetrate the world market, and outlines the strategies and marketing mix in specific export markets and the scope of the global market.

30) Course: International Payment**Credit: 3****Brief description:**

To equip students with the basic knowledge about the exchange rate and exchange rate policies, the international means of payment, the international payment methods, foreign trade operations and funding activities of the bank guarantee related goods import and export activities.

Provide students with the skills and professional practice related to international payments: implementation of international payment services, funding operations in trade, bank guarantees related import and export, insurance funds import and export, ...

31) Course: Supply Chain Management**Credit: 3****Brief description:**

Helps students understand the concepts related to logistics, logistics management, logistics applications in global business operations of multinational companies. End of this Course students understand the design, operation, inspection and control logistics chain in manufacturing operations global business.

32) Course: Negotiation in Business**Credit: 3****Brief description:**

This course provides skills to negotiate with colleagues, bosses, clients, other stakeholders,

and external groups of all kinds. Business negotiation courses equip business students who study foreign economic relations of the basic knowledge of theory and methodology of negotiation skills in dealing with content: the technical and negotiation skills business judgment, perceptions and insights on the art of negotiation.

33) Course: E-Commerce

Credit: 3

Brief description:

To equip students with the basic knowledge and overview of e-commerce, such as e-commerce is to understand what e-commerce models, opportunities and risks, the risk of e-commerce applications, ...

34) Course: Foreign Trade Techniques

Credit: 3

Brief description:

Provide students, students in a systematic, scientific and complete the basic knowledge of foreign trade skill:

- Basic understanding of international commercial terms (Incoterms).
- International Payment and how to prevent risks in international payments.
- Contract drafting technique import and export, international outsourcing contracts.
- Technical documentation established in the business of import and export.
- How to organize business contracts imports and exports.
- Method declaration and customs clearance for imports and exports.

35) Course: International Business

Credit: 3

Prerequisites: Fundamental of Administration, Basic Marketing

Brief description:

Give students the knowledge and basic understanding of international business, scientific, systematic and updated to the extent possible with the changes taking place every day in the environment and international business activities.

36) Course: International Economics Relations

Credit: 4

Prerequisites: Micro-economics, Macro-economics

Brief description:

Provides the basic knowledge to students on issues of international economic relations and modern perspective, line, principles and policies of external economic development of Vietnam in regional trends of , internationalization and globalization of the world economy today.

37) Course: International Trade Contract Law

Credit: 3

Prerequisites: Introductory Law

Brief description: Give students the necessary knowledge of contract law through legal analysis of Vietnam in comparison with the laws of the country and compare them with reality. On that basis equip students legal skills in negotiating, drafting, signing and implementing contracts in international business

38) Course: Project Appraisal and Management

Credit: 3

Prerequisites: Micro-economics, Macro-economics

Brief description:

The course is in order to present a way for students with basic theoretical principles and the practical applications of the administration and evaluation of investment projects. The course will be divided into two main parts. The first part of the course will address the evaluation of investment projects, with particular emphasis on the financial appraisal of investment projects; the second part of the course will focus on management of investment projects.

39) Course: International Insurance and Transportation

Credit: 3

Brief description: This course provides students with the knowledge and professional platform for international sea transport, air or multi-modal transportation and logistics. Besides the international conventions, international law sources and adjust Vietnam relations in the mode of transport. In the Import and Export Cargo Insurance, courses provide basic knowledge about insurance; the conditions of the Insurance Association of Insurance and London Insurance Company of Vietnam.

40) Course: Multinational Financial Management Level 1

Credit: 3

Prerequisites: Introductory Accounting, International Business, International Economics

Brief description: Course content covers issues of financial management of multinational companies. That's the problem, such as financial overview of the company; international financial environment; Multinational companies and financial problems of international governance; Managing foreign exchange risk; Managing mobile assets;

41) Course: Multinational Financial Management Level 2

Credit: 3

Prerequisites: Multinational Financial Management 1

Brief description:

Course includes in-depth issues of financial management of multinational companies. That's the problem, namely: financial systems multinationals; International Tax Administration; Planning global strategy.

42) Course: Market Research

Credit: 3

Prerequisites: Basic Marketing

Brief description: Provides the basic knowledge about market research, the market research methods in the production of business, applying survey methodology, surveys, data collection, processing data presentation, interpretation of results of market research, based on research findings offer strategic marketing and business suit, ...

43) Course: Organizational Behavior

Credit: 3

Prerequisites: Fundamental Administration

Brief description:

- This course provides the basic knowledge of organizational behavior model, the factors affecting the behavior of individuals and groups in an organization, the problem of communication, leadership, structure and organizational culture.
- Catching a method of solving problems related to the management of people in organizations, leadership, structure and construction of organizational culture, resolving conflicts arising within the organization.
- Development of cognitive ability, problem solving, leadership selection methods suitable for certain situations and soft skills (teamwork, leadership, communication, decision-making).

44) Course: Strategy Management

Credit: 3

Prerequisites: Fundamental Administration

Brief description:

After studying Strategic Management course, understandable: The concept of business strategy and business environment, which could be used to establish, implement, and evaluate strategies to control the operation practices for a company, in order to minimize costs and maximize profits.

45) Course: Human Resource Management in MNCs

Credit: 3

Brief description:

This course provides the knowledge, tools and experience in the management of human resources and general management personnel multinational company. After the course, students can develop skills in formulating and implementing policies and systems of human resource management activities to support the effective implementation of the objectives of the organization.

46) Course: Multi-culture Management

Credit: 3

Prerequisites: Fundamental Administration

Brief description:

The basics of intercultural management: business culture, national culture in business, types of business culture, cross-cultural communication, multi-cultural management in multinational companies Residential, business culture characteristics of some countries,

47) Course: Marketing Management

Credit: 3

Prerequisites: Basic Marketing

Brief description:The basics of marketing activities of the business, organization and management of marketing activities in the production of business-business, including business analysis, planning, implementation and control.

10. List of Faculty:

Full time lecturer

No	Full name	Year of birth	Highest qualification, major	Year of graduation	Experience	Courses

	Nguyễn Tiến Dũng	1961	PhD. of Economics	1994	University of Economics and Law : 26 years	- Micro-Economics
	• Lê Tuấn Lộc	1970	PhD. of International Economics	2003	University of Economics and Law : 7 years	- International Business - International Finance
	• Trần Văn Đức	1972	PhD. of International Economics	2000	University of Economics and Law : 8 years	- International Economics - International Economic Relations
	• Nguyễn Hồng Nga	1968	PhD. of Economics	1999	University of Economics and Law : 10 years	- Micro-Economics - Macro-Economics
	• Nguyễn Chí Hải	1962	PhD. of Economics	1999	University of Economics and Law : 20 years	- History of Vietnam and World Economy - History of Economic Doctrines
	• Hoàng Lâm Cường	1973	Master of Business Administration	2004	University of Economics and Law : 8 years	- International Insurance and Transportation - Supply Chain Management
	• Đỗ Phú Trần Tình	1979	PhD. of Economics	2010	University of Architect, University of Economics and Law : 10 years	- Development Economy - Science Research Methods
	• Phan Đức Dũng	1967	PhD. of Economics	2002	University of Economics and Law : 10 years	- Fundamental of Accounting
	TS. Nguyễn Thị Nguyệt Quế	1976	PhD. of Management	2009	University of Economics and Law : 7 years	- Multi-culture Management - Strategic Management
	• Phạm Tố Mai	1962	MA of Economics Development	2000	University of Economics and Law : 7 years	-International Business - Multi-culture Management - Negotiation in Business

• Trần Thanh Long	1973	PhD. of Trade	2004	University of Economics and Law : 8 years	- Foreign Trade Techniques - Negotiation in Business - International Payment
• Trần Huỳnh Thúy Phượng	1975	MA of Economics Development	2001	University of Economics and Law : 8 years	-Foreign Trade Techniques - Duties and Customs Procedures -International Payment
• Trần Thiện Trúc Phượng	1974	MA of Economics Development	2005	University of Agriculture and Forestry, University of Economics and Law : 10 years	- Human Resource Management in MNCs - Project Appraisal and Management
Nguyễn Hoàng Dũng	1974	MA of Economics Development	2005	University of Economics and Law : 4 years	-E-Commerce -Organizational Behavior
Huỳnh Thị Thúy Giang	1976	PhD. of Economics & Finance	2012	University of Economics and Law : 3 years	-Multinational Financial Management Level 1,2 -International Investment -Customer Behavior
• Ngô Thanh Trà	1983	MA of International Economics	2012	University of Economics and Law : 6 years	- Project Appraisal and Management - Market Research
• Đào Thị Ngọc	1987	MA of Economics Development	2013	University of Economics and Law : 3 years	- International Economics - International Economic Relations
• Nguyễn Minh Hương	1985	Master of Business Administration	2011	University of Economics and Law : 2 years	- International Business - Export Marketing
• Nguyễn Công Hòa	1986	Master of Business Administration	2012	University of Economics and Law : 2 years	- Business Communication - Market Research

•	Nguyễn Duy Quang	1979	MA of Management	2008	University of Economics and Law : 2 years	- International Insurance and Transportation - Supply Chain Management
•	Trần Hùng Sơn	1981	MA of Economics	2007	University of Economics and Law : 5 years	- Theory of Finance and Monetary
•	Trà Văn Trung	1973	MA of Linguistic	2008	University of Economics and Law : 10 years	- General English Level 1,2,3
	Lê Bích Thủy	1981	MA of Linguistic	2007	University of Economics and Law : 7 years	- Business English
•	Nguyễn Vũ Phương	1979	MA of Linguistic	2006	University of Economics and Law : 3 years	- Business English
•	Phạm Huy Cường	1985	MA of Linguistic	2009	University of Economics and Law : 2 years	- General English Level 1,2,3
•	Dương Anh Sơn	1964	PhD. Of Law	2002	University of Economics and Law : 8 years	- International Economics Law
•	Đào Thị Thu Hằng	1977	Master of Law	2005	University of Economics and Law : 6 years	- Economic Law
•	Châu Quốc An	1977	Master of Law	2006	University of Economics and Law : 4 years	- Fundamental of Law
•	PhanThy Tường Vi	1979	Master of Law	2006	University of Economics and Law : 4 years	- Fundamental of Law
•	Phạm Thế Tri	1953	PhD. Of Business Administration	2003	Cần Thơ University, University of Economics and Law : 25 years	- Fundamental of Marketing
	Võ Thị Ngọc Trinh	1974	Master of Business Administration	2002	University of Technology, University of Economics and Law : 13 years	- Marketing Management - Market Research
	Nguyễn Hải Quang	1973	PhD. of Business	2007	Bình Dương University, University	- Fundamental of Management

			Administration		of Economics and Law : 10 years	
	Đỗ Đức Khả	1965	Master of Business Administration	1999	Đà Lạt University, University of Economics and Law : 12 years:	- Fundamental of Marketing - Market Research
•	Lê Anh Vũ	1958	PhD. of Mathematics	1990	Huế University, University of Economics and Law : 38 years	- Advanced Mathematics - Theory of Mathematic Probability and Statistic
•	Nguyễn Đình Ưông	1979	MS of Mathematics	2007	University of Economics and Law : 4 years	- Advanced Mathematics - Statistical Practice
•	Lê Thanh Hoa	1983	MS of Mathematics	2007	University of Economics and Law : 2 years	- Advanced Mathematics - Econometrics
•	Hồ Trung Thành	1975	MS of Information Technology	2009	University of Economics and Law : 4 years	- Fundamental of Informatics - E-Commerce

Part time lecturer

No	Full name	Year of birth	Highest qualification, major	Year of graduation	Experience	Courses
1	Trần Nam Tiến	1976	PhD. of History	2009	University of Social Sciences and Humanities, VNUHCM:10 years	- Politics Geography of the World
2	Nguyễn Thùy Dương	1963	PhD. of History	1997	University of Economics HCM: 26 years	- Hồ Chí Minh Ideology - Revolution Policy of Vietnam Communist Party
3	Nguyễn Hải Ngọc	1961	MA of History	1999	University of Economics HCM: 23 years	- Hồ Chí Minh Ideology - Revolution Policy of Vietnam Communist Party
4	Đào Minh Hồng	1961	PhD. of History	2001	University of Social Sciences	- International Relations

					and Humanities, VNUHCM: 25 years	- Politics Geography of the World
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11. List of Academic Advisors

- Lê Tuấn Lộc, PhD
- Huỳnh Thị Thúy Giang, PhD
- Nguyễn Duy Quang, MA
- Trần Văn Đức, PhD
- Phạm Tố Mai, MA
- Nguyễn Thị Nguyệt Quế, PhD
- Trần Huỳnh Thúy Phương, MA
- Trần Thiện Trúc Phương, MA
- Nguyễn Hoàng Dũng, MA
- Nguyễn Minh Hương, MBA
- Hoàng Lâm Cường, MBA
- Trần Thanh Long, PhD
- Nguyễn Công Hòa, MBA
- Ngô Thanh Trà, MA
- Đào Thị Ngọc, MA
- Nguyễn Thị Diệu Hiền, BA
- Nguyễn Văn Nên, BA
- Phạm Ngọc Ý, BA

12. Learning facilities

12.1 Classrooms:

Administration and Studying Building of the VNU-HCM-University of law in Linh Xuan Ward, Thu Duc District:

- 29 classrooms with a total area of 5280.2 m²

- 03 practice rooms with a total area of 324 m²

12.2 Laboratory equipment and practical systems:

No	Laboratory name, place	Administration Unit	Courses	Areas	Number of devices (device names, specs, year of production)	Note
1	Computer Room Linh Trung (2 rooms)	University of Economics and Law	The course uses software, ...	200 m ²	110 computers; Year of production: 2004-2008; Viet Nam	
2	Computer Room Linh Xuan (4 rooms)	University of Economics and Law	The course uses software, ...	387 m ²	46 computers; Year of production:	

					2010; Viet Nam	
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12.3 Library

- Central Library, Vietnam National University-Ho Chi Minh City
- Library of VNUHCM-University of Economics – Law

1	Area	m2	395
2	Number of books	Book	926
3	Number of International Economic Relations books	Book	168

12.4 Text book and Training Document

No	Course name	Text book/Documents	Author	Publish house	Year of Publish	Available
•	Advanced Mathematics	Toán cao cấp C1	Nguyễn Thành Long	ĐHQG-HCM	2004	Yes
•	Advanced Mathematics	Toán cao cấp C2	Nguyễn Đình Nhu	ĐHQG-HCM	2005	Yes
•	Fundamental of Law	Giáo trình Pháp luật đại cương	Nguyễn Hợp Toàn	Đại học Kinh tế Quốc dân	2006	Yes
•	History of Economic Doctrines	Lịch sử các học thuyết kinh tế	Nguyễn Văn Trinh, Nguyễn Tiến Dũng,	Thế giới	2004	Yes
•	Theory of Statistics	Giáo trình Xác suất thống kê	Tống Đình Quỳnh	ĐHQG-HCM	2003	Yes
•	Psychology	Tâm lý học đại cương	Nguyễn Quang Uẩn, Trần Hữu Luyện	ĐHQG Hà Nội	2008	Yes
•	Micro-Economics	Kinh tế học vi mô	Nguyễn Văn Luân	Văn hóa - Thông tin	2005	Yes
	Statistical Practice	Giáo trình Lý thuyết thống kê	Hà Văn Sơn	Thống kê	2004	Yes
•	Fundamental of Management	Quản trị học	Hà Nam Khánh Giao	LĐ-XH	2005	Yes
	Fundamental of Accounting	Kế toán đại cương: Nguyên lý kế toán	Phạm Gặp	Thống kê	2005	Yes
•	Fundamental of Marketing	Marketing căn bản	Quách Thị Bửu Châu	Thống kê	2005	Yes
	Macro-Economics	Kinh tế học vĩ mô	Nguyễn Văn Luân	Thống kê	2004	Yes
	Theory of Finance and Monetary	Giáo trình Lý thuyết Tài chính - Tiền tệ	Lê Văn Tề, Nguyễn Văn Hà	Tài chính	2005	Yes
	Econometrics	Bài giảng Kinh tế lượng	Nguyễn Quang Dong	Thống kê	2007	Yes

•	Statistical Practice	Nguyên lý thống kê: Lý thuyết thống kê ứng dụng trong quản lý kinh tế	Nguyễn Thị Kim Thúy	Thống kê	2009	Yes
	Science Research Methods	Phương pháp nghiên cứu khoa học	Nguyễn Thị Cảnh	ĐHQG- HCM	2007	Yes
•	Economic Law	Luật kinh tế	Phạm Duy Nghĩa	ĐHQG HN	2003	Yes
•	Development Economic	Giáo trình kinh tế phát triển	Nguyễn Chí Hải	ĐHQG- HCM	2008	Yes
•	Enterprise Finance	Tài chính doanh nghiệp	Nguyễn Thị Diễm Châu chủ biên;	Thống kê	2003	Yes
•	International Trade Contract Law	Giáo trình Luật Hợp đồng thương mại quốc tế	Nguyễn Văn Luyện	ĐHQG- HCM	2006	Yes
•	Supply Chain Management	Logistics những vấn đề cơ bản	Đoàn Thị Hồng Vân	Thống kê	2007	Yes
•	Foreign Trade Techniques	Kỹ thuật nghiệp vụ ngoại thương	Trần Huỳnh Thúy Phượng	Thống kê	2009	Yes
•	Appraisal and Management of Investment Projects	Quản lý dự án	Cao Hào Thi, Nguyễn Thúy Quỳnh Loan	ĐHQG- HCM	2004	Yes
	Organizational Behavior	Giáo trình hành vi tổ chức	Bùi Anh Tuấn	Thống kê	2003	Yes
•	International Transportation and Insurance	Vận tải và giao nhận trong ngoại thương	Nguyễn Hồng Đàm	Giao thông vận tải	2003	Yes
	International Transportation and Insurance	Nghiệp vụ giao nhận vận tải và bảo hiểm trong NT	Phạm Mạnh Hiền	Thống kê	2007	Yes
	International Economics	Kinh tế quốc tế	Hoàng Vĩnh Long	ĐHQG- HCM	2008	Yes
	International Economic Relations	Quan hệ kinh tế quốc tế	Võ Thanh Thu	Thống kê	2008	Yes
•	Appraisal and Management of Investment Projects	Thẩm định dự án	Fulbright teaching Program.	Fulbright teaching Program.	2001	Yes
•	International Economic Relations	Kinh tế đối ngoại VN	Nguyễn Văn Trình	ĐHQG- HCM	2008	Yes
•	International	Kinh tế quốc tế	Hoàng Thị Chính	Thống kê	2008	Yes

	Economics					
•	Politics Geography of the World	Bài giảng Địa-chính trị thế giới		Học viện CT QG, Hà Nội	2000	Yes
•	International Realties	Bài giảng Nhập môn Quan hệ quốc tế	Hoàng Khắc Nam	ĐHKHXH & NV, Hà Nội	2006	Yes
•	International Realties	Quan hệ quốc tế: Những khía cạnh lý thuyết và vấn đề	Nguyễn Quốc Hùng & Hoàng Khắc Nam,	CTQG, Hà Nội	2006	Yes
•	E-Commerce	Tài liệu môn Thương Mại Điện Tử	Lâm Tường Thoại,	ĐHQG TP. HCM	2006	Yes
•	Foreign Trade Techniques	Kỹ thuật Ngoại Thương	Đoàn Thị Hồng Vân	ĐH Kinh tế Tp.HCM	2004	Yes
•	International Business	Giáo trình kinh doanh quốc tế, Tập I, II	Nguyễn Thị Hương	Thống kê	2003	Yes
•	International Business	Kinh doanh toàn cầu ngày nay	Charles W, L. Hill, (Translated by Nguyễn Đông Phong)	Thống kê	2002.	Yes
•	Supply Chain Management	Quản Trị Logistics	Đoàn Thị Hồng Vân	ĐH Kinh tế Tp.HCM	2004	Yes
•	Supply Chain Management	Tài liệu “Logistics và Quản trị chuỗi cung ứng”	Hoàng Lâm Cường	ĐHQG-HCM	2007	Yes
•	Negotiation in Business	Kỹ thuật đàm phán thương mại quốc tế	Nguyễn Xuân Thơm, Nguyễn Văn Hồng	ĐHQG Hà Nội	2001	Yes
•	Negotiation in Business	Đàm phán trong kinh doanh quốc tế	Đoàn Thị Hồng Vân	Thống kê	2004	Yes
•	Market Research	Nghiên cứu marketing: Marketing Research	Phan Văn Thăng	Thống kê	1998	Yes
•	Multinational Financial Management	Quản trị tài chính quốc tế	Alan C. Shapiro; (Translated by Bùi Lê Hà)	Thống kê	2005	Yes
•	International Payments	Thanh toán quốc tế	Đình Xuân Trình	LĐ-XH	2006	Yes
•	International Payment	Thanh toán quốc tế	Trần Hoàng Ngân	ĐH Kinh tế Tp.HCM	2007	Yes
•	International	Thanh toán quốc tế	Nguyễn Văn Tiến	Thống kê	2007	Yes

	Payment					
•	International Finance	Giáo trình Tài chính quốc tế	Hồ Diệu, Nguyễn Văn Tiến	Thống kê	2005	Yes
•	Human Resource Management	Quản trị nguồn nhân lực: Human Resource Management	Trần Kim Dung	Giáo dục	2002	Yes
•	International Investment	Đầu tư quốc tế	Phùng Xuân Nhạ	ĐHQG Hà Nội	2001	Yes
•	Export Marketing	Marketing quốc tế	Nguyễn Đông Phong	LĐ-XH	2007	Yes
•	Marketing Management	Quản trị marketing	Philip Kotler	Thống kê	2001	Yes
•	Business Ethics	Giáo trình Đạo đức kinh doanh và văn hóa DN	Nguyễn Mạnh Quân	Lao động-Xã hội	2005	Yes

13. Guiding for program implementation

- Based on the reference frame of the program of Ministry of Education and Training, this bachelor programs follow the credits system of the University of Economics and Law. Program is built based on the specific objectives, the actual conditions of University of Economics and Law, including general knowledge and professional knowledge. Education period is 8 semesters (four years).
- The program is built on certain principles in order to ensure interoperability, scientific and social needs.
- The lecturers have to comply with the requirements of the program.
- Subjects must be done correctly in order each semester, as required prerequisite courses, subjects first, following courses, courses in parallel. The order of courses will not be changed without acceptance of the Science Council.
- The implementation of teaching under this program must comply with the Regulation on credit system of the Vietnam National University-Ho Chi Minh City. After finishing the course, if completed enough credits to be recognized and graduation, the school was granted university diploma Bachelor's degree.
- The program will be adjusted with the development of industries and practices.

14. Estimating of program accreditation: 2015