

MBA PROGRAMME CURRICULUM

MBA Programme Requirements

The MBA requires that students complete 120 ECTS credits as follows:

1. 78 ECTS credits from taught core courses
2. 12 ECTS credits from taught elective courses
3. 30 ECTS credits from project work

No.	Core Course Code and Name	Contact Hours	ECTS Credits
Basic Functional Skills			
1	MB405 – Corporate Finance	30	6
2	MB450 – Financial Accounting	30	6
3	MB420 – Managerial Economics	30	6
4	MB430 – Marketing Management	28	6
5	MB675 – Operations & Supply Chain Management	28	6
6	MB730 – Quantitative & Qualitative Methods	28	6
Leadership & People Skills			
7	MB680 – Communication and Negotiation Skills	28	6
8	MB540 – Ethics, CSR & Sustainability	30	6
9	MB685 – Leading & Managing People & Organizations	28	6
10	MB395 – Professional and Career Development Workshop*	3	-
Strategic Thinking & Practice			
12	MB790 – Market Research and Competitive Analysis	42	9
13	MB630 – International Business	14	3
14	MB515 – Managing Strategic Change	30	6
15	MB510 – Strategic Marketing	28	6
16	MB525 – Final Project Workshop*	3	-
Total		380	78

** Students may place out of these core workshops on a case-by-case basis depending on their academic background, work experience and academic performance.*

No.	Elective Course Code and Name	Contact Hours	ECTS Credits
Digital Business Track			
1	MB745 – Digital Marketing (<i>there is an additional fee for this course</i>)	30	6
2	MB651 – Digital Marketing – Group Project	28	6
Entrepreneurship Track (2 of 3)			
1	MB725 – Business Ventures - From Idea to Execution	28	6
2	MB750 – Planning and Starting a New Business	28	6
3	FB585 – Financing of New Ventures	16	3
	MB615 – Entrepreneurship & Innovation	14	3
Data Analytics Track			
1	BI420 – Programming for Business Analytics	28	6
2	BI410 – Data Mining, Visualization and Decision Making	28	6
Data Protection Track			
1	BI450 – Data Protection: Legal & Ethical Dimensions	28	6
2	BI425 – Information Security Management for Business	28	6
Data Management Track			
1	BI395 – Foundations of Business Information Technology	28	6
2	BI405 – Database Management and Cloud Computing	28	6
Public Sector Track (2 of 3)			
1	MP525 – Public Private Partnerships & Regulatory Strategies	30	6
2	MP515 – Public Finance and Public Policy	30	6
3	MP410 – E-Government	28	6
Finance Track (2 of 5)			
1	FB540 – Investment and Portfolio Management	30	6
2	FB530 – Derivatives and Financial Engineering	30	6
3	FB455– Risk Management	30	6
4	FB435– Investment Banking	30	6
5	FB460 – Company Valuation	30	6
Human Resource Management Track (2 of 3)			
1	HR570 – Employee Resourcing and Appraisal & Talent Management	28	6
2	HR560 – Training & Employee Development	28	6
3	HR565 - Rewards Management	28	6
Other Elective Courses			
1	MP505 – Cost Benefit Analysis	30	6
2	MA215 – Innovation, Value Creation, & Value Capturing	28	6

Notes: You can also choose electives independently from the courses above and from additional courses in the other CIIM programmes. Also note, not all electives are offered every year.