

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 |
| Strategic Thinking & Practice | | | |
| 10 | MB790 – Market Research and Competitive Analysis | 42 | 9 |
| 11 | MB630 – International Business | 14 | 3 |
| 12 | MB515 – Managing Strategic Change | 30 | 6 |
| 13 | MB510 – Strategic Marketing | 28 | 6 |
| - | MB525 – Final Project Workshop* | 3 | - |
| Total | | 380 | 78 |

* Students may place out of this workshop on a case-by-case basis depending on their background..

| 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 | MB710 – Project Management | 30 | 6 |
| 2 | MB695 – Total Quality Management | 30 | 6 |
| 3 | MP505 – Cost Benefit Analysis | 30 | 6 |
| 4 | 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.