

**UNIVERSITY OF ECONOMICS HO CHI MINH CITY**

**FACULTY OF BANKING**

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**COURSE HANDBOOK  
THE BANKING MAJOR**

HO CHI MINH CITY – 05/2013

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***GENERAL AND BASIS OF SECTORAL  
KNOWLEDGE***

HO CHI MINH CITY – 05/2013

**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title:** MARXISM-LENINISM GENERAL PRINCIPLES - Module 1
2. **Course code:** 3100101
3. **Total credit:** 2
4. **Level:** first academic year
5. **Teaching time allocation:**
  - + Lecture: 30 periods
  - + Self study: 60 periods
6. **Prerequisite:** No
7. **Course objectives:**
  1. Find out the inevitability of the birth of Marxism - Leninism with three components.
  2. Learn opinion of dialectical materialism tenet of physical and material world, then develop world view of the dialectical materialism science thoroughly demonstrating the principle of objectivity in perception and reality.
  3. Learn the basics opinion of dialectical materialism on locomotion, development and basic nexus of the world; then have appropriate awareness of dialectical materialism as a science of locomotion, development and the basic nexus.
  4. Base on the basis of dialectical materialism, pull out and thoroughly understand the principle of common methodologies of practices and awareness.
  5. Build on and cultivate scientific and dialectical methods of thinking, acknowledges and appropriate resolution softly, flexibly and efficiently for problems arising in social life as well as in yours.
  6. Learn the historical materialist view that regard material production, economic sector as the foundation, have a crucial role in other fields of society as well as the entire society generally.

7. Learn the historical materialist view on the relations of production consistent with the level of development of productive forces rule, then understand renovation perspective of the Party reflected in the construction of a mixed economy oriented to socialism navigated by state economy as the leading.
8. Learn standpoint of historical dialectical materialism on relationship between infrastructure and superstructure, between social existence and social consciousness, thence to be able to explain as well as to propose appropriate solution of problems arising in social life.
9. Learn the historical materialist view of the historical and natural development of economy - social forms, thence, to be fully aware of the inevitability of moving to socialism and communism as a basis for scientific belief for the development of human society in the direction of socialism and communism; trust on the path to socialism in our country.
10. Learn the historical materialist view of man and human nature, about the dialectical relationship between the individual – the leader with the grassroots; through we understand the greatness of the class, human liberation career of communism as well as contribute to the appropriate attitude in your own lives, in treatment to people, especially normal workers.

**8. Course summarization:** the course consists of 4 chapters:

***Opening chapter: Introduction to basic principles of Marxism - Leninism***

- I. *Summary of Marxism – Leninism.*
  1. *Marxism - Leninism and the three components.*
  2. *History of the birth and evolution of Marxism – Leninism.*
- II. *Objects, purposes and requirements of learning methods, study the basic principles of Marxism – Leninism.*
  1. *Objects, learning and research purpose.*
  2. *Basic requirements of learning and research methods.*

***Chapter 1: Tenet of dialectical materialism***

- I. Tenet single materialism and Tenet of dialectical materialism
  1. *The contrast between the materialism and idealism in solving basic problems of philosophy*
  2. *Tenet of dialectical materialism - the highest developed form of materialism*
- II. View of dialectical materialism tenet on material, sense and the relationship between material and sense.
  1. *Material*

2. Sense
3. The relationship between material and sense.

### ***Chapter II. Materialist dialectics.***

- I. Dialectics and materialist dialectics
  1. *Dialectics and basic forms of dialectics*
  2. *Materialist dialectics*
- II. Basic principles of materialist dialectics
  1. *Principle of the basic relation*
  2. *Principle of the development*
- III. Pairs of basic categories of materialist dialectics
  1. General and Separate
  2. *Causes and effect*
  3. Obvious and Random
  4. *Content and forms*
  5. Ability and reality
  6. *Possibilities and realistic*
- IV. The basic laws of materialist dialectics
  1. *Law of the transformation of quantity changes into qualitative changes and vice versa*
  2. *Law of unification and fighting between oppositions*
  3. *Law of negative of negative*
- V. Dialectical material awareness theory
  1. *Practices, perceptions and role of practice on cognition*
  2. *The dialectical path of truth cognition*

### ***Chapter III. Tenet of historical materialism***

- I. The role of material production and the rule of production relations consistent with the level of development of productive forces
  1. *Material production and its role*
  2. *The rule of production relations consistent with the level of development of productive forces*
- II. Dialectics of infrastructure and superstructure
  1. *Concept of infrastructure and superstructure*

2. *Dialectical relation of infrastructure and superstructure*
- III. Social existence decides social conscious and relative independence of social consciousness
  1. *Social existence decides social conscious*
  2. *The relative independence of social consciousness*
- IV. Categories of economic - social forms and historical - natural development process of economic - social forms
  1. *Categories of economic - social forms*
  2. *The historical - natural development process of economic - social forms*
  3. *Scientific value of economic – social forms theory*
- V. The role of class struggle and social revolution to social locomotion and development of society with class antagonism.
  1. *Class and the role of class antagonism to the development of society with class antagonism.*
  2. *Societal revolution and its role to the development of society with class antagonism.*
- VI. View of historical materialism of human and the creative historical role of the grassroots
  1. *Humans and human nature*
  2. *Concept of grassroots and the creative historical role of the grassroots*

#### **9. Student responsibilities:**

- Participate in the full sessions, discussions, presentations topic, do all the tests required by the teacher.
- **At home:**
  1. Students work in group (about 10 people / group), read, discuss the content of the required documents (1) (Chapters 1-3), discuss, answer questions in the required documents (2) (from the items 1-28 in writing section and items 1-15 in discussion section).
  2. Complete suggested hints of questions in document and submit to the teacher.
  3. Perform the group presentations or exercises proposed by the teacher.
- **In class:**
  1. Perform the group presentations or discuss topics or case study proposed by the teacher.

#### **10. Course materials:**

- Compulsory material:

(1) **Những nguyên lý cơ bản của chủ nghĩa Mác – Lênin**; Giáo trình của Bộ giáo dục và đào tạo, xuất bản năm 2011

(2) **Tài liệu hướng dẫn ôn tập Những nguyên lý cơ bản của chủ nghĩa Mác – Lênin (học phần 1)** - Bộ môn Nguyên lý cơ bản của chủ nghĩa Mác – Lênin, Khoa Lý luận chính trị, trường Đại học Kinh tế thành phố Hồ Chí Minh.

- References:

(3) Trần Nguyên Ký, *Sự kết hợp các mặt đối lập trong thời kỳ quá độ lên CNXH ở Việt Nam hiện nay*, nxb Tổng hợp tp.HCM, năm 2008

(4) Bùi Văn Mưa, *Bức tranh vật lý về thế giới*, nxb Tổng hợp tp.HCM, năm 2007

(5) Bùi Bá Linh, *Quan niệm của C.Mác và Ph.Ăngghen về con người và vấn đề giải phóng con người*, Nxb CTQG

### 11. Student Assessment:

**- Process assessment: 50%**

- Attendance: **10 %**

- Presentation or team work: **20 %**

- Mid-term test: **20 %**

**- Final test: 50 %**

**Total: 100%**

12. Scale: 10/10

### 13. Course specification:

| Sesion (Period)       | Content  | Reference  | Student requirements  | Required content<br>-Knowledge<br>-Skill   |
|-----------------------|--|--|---|--|
| Sesion 1<br>4 periods | <p><b>OPENNING CHAPTER:</b><br/><i>Introduction to basic principles of Marxism - Leninism (3 periods)</i></p> <p><b>I. SUMMARY OF MARXISM – LENINISM</b></p> <p><b>1. Marxism - Leninism and the three components.</b></p> <p><b>2. History of the birth and evolution of Marxism – Leninism.</b></p> <p><b>a) Conditions, premises for formation of Marxism</b></p> <p><b>b) Formation and developing process of Marxism</b></p> <p><b>c) Protection and developing process of Marxism</b></p> <p><b>d) Marxism-leninism and reality of</b></p> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>-Student should read, prepare at home part II, chapter 1.</p> <p>-Prepare the discussion content</p> | <p>-Teacher lectures 5 periods, clarify key points:</p> <p>- <i>Three components of Marxism - Leninism;</i></p> <p>- <i>Conditions, premises for formation of Marxism;</i></p> <p>- <i>The role of Marxism-leninism to reality of revolution</i></p> <p>- Subjectes, purposes and requirements about study method of</p> |

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|  | <p style="text-align: center;"><i>international revolutionary movement</i></p> <p><b>II. SUBJECTS, PURPOSES AND REQUIREMENTS ABOUT STUDY AND RESEARCH METHODS OF THE GENERAL PRINCIPLES OF MARXISM-LENINISM</b></p> <p><i>1. Subjects, purposes and requirements about study and research</i></p> <p><b>Basic requirements about study and research methods for the first part:</b></p> <p><b>WORLDVIEW AND PHILOSOPHICAL DISCOURSE ON METHOD OF MARXISM-LENINISM</b></p> <p><i>Chapter 1. DIALECTICAL MATERIALISM</i></p> <p><i>I. MATERIALISM AND DIALECTICAL MATERIALISM ( 2 period)</i></p> <p><b>1. The contrast between the materialism and idealism in solving basic problems of philosophy</b></p> <p><b>2. Tenet of dialectical materialism - the highest developed form of materialism</b></p> |  |  | <p>Marxism-Leninism;</p> <p>- Basic problems of philosophy.</p>  |
| <p><b>Sesion 2</b><br/><b>4</b><br/><b>periods</b></p> | <p><b>II. VIEW OF DIALECTICAL MATERIALISM TENET ON MATERIAL, SENSE AND THE RELATIONSHIP BETWEEN MATERIAL AND SENSE (2 periods)</b></p> <p><b>1. Material (1 period)</b></p> <p><i>a. Material category</i></p> <p><i>b. Existence forms of material</i></p> <p><i>c. Material consistency of the world (Self study)</i></p> <p><b>2. Sense (1 period)</b></p> <p><i>a. Origin of sense</i></p> <p><i>b. Properties and structure of sense</i></p>  | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>-Student should read, prepare at home part I, II, III chapter 2.</p> <p>-Prepare the presentation content</p> | <p>-Teacher lectures 5 periods, clarify key points:<br/>View of dialectical materialism tenet on material, locomotion, time and space of material, 2 origins, nature of sense;</p> <p>-Presentation and discussion</p> |



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| <p><b>Sesion 3<br/>4<br/>periods</b></p> | <p><b>3. Relationship between material and sense (1 period)</b><br/> <i>a. Material roles to sense</i><br/> <i>b. Sense roles to material</i><br/> <i>c. Methodlogy meaning (1 period)</i></p> <p><b>Chapter 2</b><br/> <b>MATERIAL DIALECTICS</b><br/> <b>I. DIALECTICS AND MATERIAL DIALECTICS (Self study)</b><br/> <b>1. Dialectics and basic forms of dialectics</b><br/> <i>a. Concept of dialectic and dialectics</i><br/> <i>b. Basic forms of dialectics</i></p>  | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>-Student should read, prepare at home part IV, V chapter 2.</p> <p>-Prepare the presentation and discussion content</p> | <p>- Relationship between material and sense.</p> <p>-Teacher lectures 5 periods, clarify key points: Concept of basic relation, methodology meaning;</p> <p>-Student discuss 2 last periods on relevant issues.</p>           |
| <p><b>Sesion 4<br/>4<br/>periods</b></p> | <p>2. Material dialectics<br/> <i>a. Concept of material dialectics</i><br/> <i>b. Basic characteristic, role of material dialectics</i></p> <p><b>II. BASIC PRINCIPLES OF MATERIAL DIALECTICS (1 period)</b><br/> <b>1. Basic relationship principle</b><br/> <i>a. Concept of relationship, basic relationship</i><br/> <i>b. Nature of relationship</i><br/> <i>c. Methodlogy meaning</i></p> <p><b>2. Development principle</b><br/> <i>a. Concept of development</i><br/> <i>b. Nature of development</i><br/> <i>c. Methodlogy meaning</i></p> <p><b>III. BASIC PAIR CATEGORIES OF MATERIAL DIALECTICS (2 periods)</b><br/> <b>1. General and Separate</b><br/> <i>a. Concept</i><br/> <i>b. Dialectical relationship of general and separate</i><br/> <i>c. Methodlogy meaning</i></p> <p><b>2. Cause and Effect</b><br/> <i>a. Concept</i><br/> <i>b. Dialectical relationship of cause and effect</i><br/> <i>c. Methodlogy meaning</i></p> <p><b>3. Obvious and Random</b><br/> <i>a. Concept</i><br/> <i>b. Dialectical relationship of obvious and random</i><br/> <i>c. Methodlogy meaning</i></p> <p><b>4. Content and forms</b></p> | <p>-Textbook of Ministry and divisional documents</p>  | <p>-Student should read, prepare at home part IV, V chapter 2.</p> <p>-Prepare the presentation and discussion content</p> | <p>-Concept of development, methodology meaning;</p> <p>- Basic pair categories of material dialectics: concept. Dialectical relationship, methodology meaning.</p> <p>-Student discuss 2 last periods on relevant issues.</p> |

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|                                   | <p>a. <i>Concept</i></p> <p>b. <i>Dialectical relationship of content and forms</i></p> <p>c. <i>Methodology meaning</i></p>  |  |   |  |
| <b>Sesion 5<br/>4<br/>periods</b> | <p><b>5. Properties and phenomena</b></p> <p>a. <i>Concept</i></p> <p>b. <i>Dialectical relationship of properties and phenomena</i></p> <p>c. <i>Methodology meaning</i></p> <p><b>6. ABILITY AND REALITY</b></p> <p>a. <i>Concept</i></p> <p>b. <i>Dialectical relationship of ability and reality</i></p> <p>c. <i>Methodology meaning</i></p> <p><b>IV. BASIC RULES OF MATERIAL DIALECTICS (3 periods)</b></p> <p><b>1. Law of the transformation of quantity changes into qualitative changes and vice versa</b></p> <p>a. <i>Concept of quality, quantity</i></p> <p>b. <i>Dialectical relationship of quality and quantity</i></p> <p>c. <i>Methodology meaning</i></p>  | <p>-Textbook of Ministry and divisional documents</p> <p>-</p> <p>Guidelines of divisional documents</p> | <p>-Student should read, prepare at home part I, II chapter 3</p> <p>-Prepare the presentation and discussion content</p> | <p>-Teacher lectures 5 periods, clarify key points: nature and phenomena; ability and reality;</p> <p>-Explain law of the transformation of quantity changes into qualitative changes and vice versa</p> <p>- Guide to discussion and presentation</p> |
| <b>Sesion 6<br/>4<br/>periods</b> | <p><b>2. Law of unification and fighting between oppositions</b></p> <p>a. <i>Definition and general properties of conflict</i></p> <p>b. <i>Movement process of conflict</i></p> <p>c. <i>Methodology meaning</i></p> <p><b>3. Law of negative of negative</b></p> <p>a. <i>Definition of negative, dialectical negative</i></p> <p>b. <i>Negative of negative</i></p> <p>c. <i>Methodology meaning</i></p> <p><b>V. DIALECTICAL MATERIAL AWARENESS THEORY (Self study)</b></p> <p><b>1. Nature of awareness</b></p> <p>a. <i>The perception of non-Marxist</i></p> <p>b. <i>The perception of materialist dialectics</i></p> <p><b>2. Reality role to awareness</b></p> <p>c. <i>Definition of reality</i></p> <p>d. <i>Reality role to awareness</i></p> <p><b>3. Dialectics of awareness</b></p> <p><b>4. Truth</b></p> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p>         | <p>-Student should read, prepaid at home part I, II chapter 3</p> <p>-Prepaid presentation content</p>                    | <p>-Teacher lectures 3 periods, clarify key points: part IV with content: definition, content of QL, methodology meaning;</p> <p>-Student discuss 2 last periods on part IV and V.</p>   |

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| <p><b>Sesion 7</b><br/><b>4</b><br/><b>periods</b></p>  | <p><b>Chapter 3:</b><br/><b>HISTORICAL MATERIALISM</b></p> <p><b>I. Material production and the rule of production relations consistent with the level of development of productive forces.</b></p> <ol style="list-style-type: none"> <li><i>Material production and its roles to social life (Self study)</i></li> <li><i>The rule of production relations consistent with the level of development of productive forces. (2 periods)</i></li> </ol> <p><b>II. Dialectics of infrastructure and superstructure (1 period)</b></p> <ol style="list-style-type: none"> <li><i>Definitions of infrastructure and superstructure</i></li> <li><i>Dialectical relation between infrastructure and superstructurein</i></li> </ol>   | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>-Student should read, prepaid at home part III,IV,V,VI chapter 3.</p> <p>-Prepaid the discussion content</p> | <p>-Teacher lectures 3 periods, clarify key points: concept of PTSX, LLSX, QHSX, relationship between LLSX and QHSX, definition of CSHT, KTTT, relationship between CSHT and KTTT.</p> <p>-Student discuss 2 last periods on relevant issues</p>  |
| <p><b>Sesion 8</b><br/><b>2</b><br/><b>periods.</b></p> | <p><b>III. Dialectics of social existence and social sense (1 period)</b></p> <ol style="list-style-type: none"> <li><i>Definitions of social existence and social sense</i></li> <li><i>Dialectical relation between social existence and social sense</i></li> </ol> <p><b>IV. Social-Economic form and historical-natural process of social-economic forms development (1 period)</b></p> <ol style="list-style-type: none"> <li><i>Definition, structure of social-economic form</i></li> <li><i>Historical-natural process of social-economic forms development</i></li> </ol> <p><b>V. The role of class struggle and social revolution to social locomotion and development of society with class antagonism. (Self study)</b></p> <ol style="list-style-type: none"> <li><i>Class struggle and the role of class antagonism to the development of society with class antagonism</i></li> <li><i>Social revolution and its role to the development of society with class antagonism</i></li> </ol> <p><b>VI. Concept of historical materialism of human and the creative historical role of the grassroots</b></p> <ol style="list-style-type: none"> <li><i>Philosophy concept of human and human nature (1 period)</i></li> </ol> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>-Student should read, prepaid at home part I, II chapter 3.</p> <p>-Prepaid the discussion content</p>       | <p>-Teacher lectures 3 periods, clarify key points: concept of TTXH, YTXH, relation between TTXH and YTXH;</p> <p>-Concept of HT KT-XH, development of HT KT-XH;</p> <p>- Philosophy concept of human and human nature.</p> <p>-Student discuss 2 last periods on part III, IV, V, VI and relevant reality.</p> |

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|                                 | 2. <i>Concept of grassroots and the creative historical role of the grassroots (self study)</i> |  |  |  |
| <b>Total<br/>30<br/>periods</b> |   |  |  |  |

*HCMC, Date: 18th , April, 2012*

**APPROVAL OF FACULTY**

**COMPOSER**

**Head of Division**

Dr. NGUYỄN MINH TUẤN

Dr. TRẦN NGUYỄN KÝ

**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title: MARXISM-LENINISM GENERAL PRINCIPLES -**  
Module 2

**2. Course code:** 3100101

**3. Total credit:** 3 credits

**4. Level:** first academic year

**5. Teaching time allocation:**

+ Lecture: 45 periods

+ Self study: 90 periods

**6. Prerequisite:** Complete the course “**MARXISM-LENINISM GENERAL PRINCIPLES - Module 1**”: Worldview and methodology of Marxism - Leninism

**7. Course objectives:**

- 1) Learn about economics theory of Marxism - Leninism on the mode of capitalist production.
- 2) Learn about commodity economy, market economy
- 3) Learn about the production of surplus value - the basic economic laws of capitalism, wages, and capitalist accumulation.
- 4) Learn about capital locomotion.
- 5) Learn about the capital forms and expression form of surplus value
- 6) Learn about the economic theory of monopoly capitalism and state monopoly capitalism.
- 7) Learn about theory of socialism Marxist-Leninist, the historical mission of the labour class and the socialist revolution.

- 8) Learn about the regularized political - social issues in the process of socialist revolution.
- 9) Learn about socialist realism and expectations

## 8. Course summarization

- ***Part 1: The economic theory of Marxism-Leninism of the mode of capitalist production:***

Chapter IV: Theory of value.

Chapter V: Theory of surplus value.

Chapter VI: The economic theory of monopoly capitalism and state monopoly capitalism.

- ***Part 2: Theory of Marxism-Leninism of socialism:***

Chapter VII: The historical mission of the labour class and the socialist revolution..

Chapter VIII: The regularized political - social issues in the process of socialist revolution..

Chapter IX: Realistic Socialism and expectations.

## 9. Student responsibilities

- Attend in class
- Discuss in class.
- Do homework and exercise in class.
- Group presentation.

## 10. Course material:

- ***Compulsory material***

1) Textbook *Những nguyên lý cơ bản của chủ nghĩa Mác-lênin* của bộ giáo dục và đào tạo.

- ***References:***

2) Textbook *Kinh tế chính trị Mác-Lênin*; Hội đồng Trung ương chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác-Lênin, tư tưởng Hồ Chí Minh, Nxb Chính trị quốc gia, HN 2006.

3) Textbook *Chủ nghĩa xã hội khoa học*; Hội đồng Trung ương chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác-Lênin, tư tưởng Hồ Chí Minh, Nxb Chính trị quốc gia, HN 2006.

4) Tài liệu hướng dẫn ôn tập Nguyên lý cơ bản của chủ nghĩa Mác-Lênin-Học phần 2; Bộ môn Nguyên lý cơ bản của Chủ nghĩa Mác – Lênin, trường Đại học kinh tế TP HCM.

#### **11. Student assessment:**

- ***Process assessment:*** **50%**
  - Attendance: 10%
  - Discussion, presentation: 20 %
  - Mid-term test: 20%
- ***Final test:*** **50%**
  - Form: Writing + Multi-choice, Opened book, 75 minutes

#### **12. Scheme: 10/10**

**13.COURSE SPECIFICATION:**

| <b>Session<br/>(Periods)</b>    | <b>Content</b><br>(Chapter, Part, teaching method)  | <b>Reference</b><br>( Chapter,<br>Part)   | <b>Student requirement</b><br>(exercise, presentation,<br>case study) | <b>Requirement:<br/>Content; Skill</b>   |
|---------------------------------|---|---|---|--|
| <b>Session 1</b><br>(4 periods) | <u>Chapter IV:</u> Theory of value<br><i>I. Premises, characteristic and advantage of commodity production:</i> (0,5 period)<br>1. Premises and the existence of commodity production:<br>2. Characteristic and advantage of commodity production<br><i>II. Commodity:</i> (4 periods)<br>1. <i>Commodity</i> and 2 characteristic of commodity<br>2. Duality of commodity productive labour<br>3. Value of commodities and factors affecting the amount of the commodities value<br><i>III. Currency:</i> (0,5 period)<br>1. History of birth and characteristic of currency<br>2. Functions of currency | -Textbook of Ministry and divisional documents<br><br>-Guidelines of divisional documents | - Student prepare part III chapter IV for discussion on the Session 2 | - Lecturer introduce Premises, characteristic and advantage of commodity production<br><br>- Lecturer analyze 2 characteristic of commodity and duality of commodity productive labour<br><br>- Lecturer clarifies the amount of commodity value |



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| <p><b>Session 2</b><br/>(4 periods)</p>                 | <p><i>IV. Rule of value</i> (1 period)</p> <ol style="list-style-type: none"> <li>1. Content of rule of value</li> <li>2. Affections of rule of value</li> </ol> <p><b>Chapter V: Theory of surplus value</b></p> <p><i>I. Transformation of currency into capital</i></p> <ol style="list-style-type: none"> <li>1. General formula of capital</li> <li>2. Contradictions of capital's general formula</li> <li>3. Labour commodity</li> </ol> <p><i>II. The process of production surplus value in capitalism society</i></p> <ol style="list-style-type: none"> <li>1. Consensus among the production value in use and production surplus value</li> </ol> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>- Student discuss part III chapter IV in class (2 periods)</p> <p>- Student prepare part II chapter V for discussion on the Session 3</p> | <p>- Lecturer clarifies the requirements. Content and affects of rule of value.</p> <p>-Lecturer presents the Transformation of currency into capital.</p> <p>- Lecturer clarifies the process of surplus value production to clarify the origin of surplus value</p> <p>-Guide student to present and discuss</p> |
| <p><b>Session 3</b><br/><b>4</b><br/><b>periods</b></p> | <ol style="list-style-type: none"> <li>2. The nature of capital. Classification capital into invariable capital and variable capital.</li> <li>3. Rate of surplus value and the amount of surplus value.</li> <li>4. Two methods of producing surplus value and monopolist surplus value (1 period)</li> <li>5. Production of surplus value - absolute economic rule of capitalism</li> </ol> <p><i>III. Wage in capitalism</i></p> <ol style="list-style-type: none"> <li>1. Economics nature of wage (1,5 periods )</li> <li>2. Two basic forms of wage in capitalism</li> <li>3. Nominal wage and real wage</li> </ol>                                     | <p>-Textbook of Ministry and divisional documents</p> <p>-Guideline of divisional documents</p>  | <p>- Student prepare for discussion in class</p>   | <p>- Lecturer clarifies the classification capital into invariable capital and variable capital, clarify origin of surplus value which is generated by variable capital</p> <p>- Lecturer analyze two method of production surplus value and monopolist surplus value</p>  |

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|   |   |  |  | <ul style="list-style-type: none"> <li>- Lecturer presents nature of wage and basic forms of wage.</li> <li>- Guide student to present and discuss</li> </ul>  |
| <p><b>Session 4</b><br/>(4 periods)</p> | <p><i>IV. The transformation of surplus value into capital-capital accumulation</i></p> <ol style="list-style-type: none"> <li>1. Characteristic and motivation of <i>capital accumulation</i> (1,5 periods)</li> <li>2. Capital accumulation and capital concentration.</li> <li>3. The organic composition of Capital.</li> </ol> <p><i>V. The flow of Capital and surplus value</i></p> <ol style="list-style-type: none"> <li>1. Circulatory and flows of Capital (2 periods)</li> <li>2. Reproduction and circulation of social capital</li> <li>3. Economic crisis in capitalism</li> </ol> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <ul style="list-style-type: none"> <li>- Student discuss part II chapter V in class (2 periods)</li> <li>- Student prepare part IV chapter V for discussion on the Session 4</li> </ul>                                    | <ul style="list-style-type: none"> <li>- Lecturer analyze characteristic and motivation of capital accumulation</li> <li>- Lecturer clarifies the process of capital accumulation and capital concentration.</li> <li>- Lecturer presents circulatory and flows of Capital.</li> <li>- Guide student to present and discuss</li> </ul> |
| <p><b>Session 5</b><br/>(4 periods)</p> | <p><i>VI. Capitalist forms and other expressions of surplus value</i> (2 periods)</p> <ol style="list-style-type: none"> <li>1. Capitalist production costs, profits and rate of returns</li> <li>2. Average profit and production prices</li> <li>3. The transformation of the commodity value into production cost</li> <li>4. The division of surplus value between exploitation classes in capitalism <ol style="list-style-type: none"> <li>a. Commercial capital and commercial profit (1 period)</li> </ol> </li> </ol>  | <p>-Textbook of Ministry and divisional documents</p>  | <ul style="list-style-type: none"> <li>- Student discuss part IV chapter V in class (1 period)</li> <li>- Student prepare part V chapter V for discussion on the fith Session</li> <li>- Student discuss part V</li> </ul> | <ul style="list-style-type: none"> <li>- Lecturer clarifies the generating process of average profit and production cost.</li> <li>-Lecturer analyze activities of comercial capital and credit</li> </ul>   |

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|   | <p>b. Credit capital and credit profit (1 period)</p> <p>c. Capitalist credit relations, banking and banking profits</p> <p>d. Joint-stock Company, and counterfeit capital and stock market</p> <p>e. Capitalist production relations in agriculture and capitalist land fee (1 period)</p> <p style="text-align: center;"><b>DISCUSSION IN 2 PERIODS</b></p>   | -Guidelines of divisional documents  | chapter V in class (2 periods)  | capital.  |
| <p><b>Session 6</b><br/>(4 periods)</p> | <p><u>Chapter VI: The economic theory of monopoly capitalism and state monopoly capitalism</u></p> <p><i>I. Monopoly capitalism</i></p> <p>1. Reason for transformation of perfect competed capitalism into monopoly (0,5 period )</p> <p>2. The basic economic characteristics of monopoly capitalism (1 period)</p> <p>3. The operation of rule of value and rule of surplus value in monopoly capitalism</p> <p><i>II. State monopoly capitalism</i></p> <p>1. Premise and nature of state monopoly capitalism</p> <p>2. Mainly symptoms of state monopoly capitalism</p> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>- Student discuss part III chapter VI in class (1,5 periods)</p> <p>- Student prepare part II chapter VII for discussion and presentation on the Session 7</p> | <p>- Lecturer presents the formation of monopoly capitalism</p> <p>-Lecturer analyze economic characteristic of monopoly capitalism.</p> <p>- Lecturer presents the formation and nature of state monopoly capitalism</p> <p>- Guide student to present and discuss</p> |
| <p><b>Session 7</b><br/>4 periods</p>   | <p><i>III. The new features in the development of modern capitalism (1 period)</i></p> <p>1.The development of productive forces has made great strides</p> <p>2. Economy tends to move from industrial economy to knowledge economy</p>   | -Textbook of Ministry and divisional documents   | - Student prepare content for discussion and presentation in class  | - Lecturer presents new features in the development of modern capitalism.   |

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|                               | <p>3. The adjustment on the production and class relations.</p> <p>4. Code of management conduct internal enterprise have major changes</p> <p>5. Macro modification of government is reinforced</p> <p>6. Multi-nation companies play an important role in economic capitalism system, it is the main force pushing economic globalization.</p> <p>7. International adjustment and cooperation are reinforced</p>  | -Guidelines of divisional documents  |  | - Guide student to present and discuss.   |
| <b>Session 8</b><br>4 periods | <p><i>IV. Role, limitation and locomotion trend of capitalism (0,5 period)</i></p> <p>1. Role of capitalism to the development of social production</p> <p>2. Limitation of capitalism</p> <p>3. Locomotion trend of capitalism</p> <p><b>Chapter VII: Historic mission of the labour class and the socialist revolution</b></p> <p><i>I. Historic mission of the labour class (2,5 periods)</i></p> <p>1. Labour class and <i>historic mission of the labour class</i>.</p> <p>2. The objective conditions stipulate historic mission of the labour class</p> <p>3. The role of the Communist Party during carrying out the historic mission of the labour class</p> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | - Student discuss and present part II chapter VII in class (2 periods)                     | <p>-Lecturer presents Role, limitation and locomotion trend of capitalism.</p> <p>-Lecturer analyze <i>historic mission of the labour class</i></p> <p>- Guide student to present and discuss</p> |
| <b>Buổi 9</b><br>(4 tiết)     | <p><i>II. The socialist revolution (0,5 period)</i></p> <p>1. Socialist revolution and its source.</p> <p>2. The goal, motivation and contents of the socialist revolution</p> <p>3. Alliance between the labour class with the peasantry and the other working class in the socialist revolution.</p> <p><i>III. The economic – social forms of communism. (3 periods)</i></p> <p>1. The inevitable trend of the appearance of social-</p>   | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines</p>                         | - Student prepare part I, II chapter VIII for discussion and presentation on the Session 8 | <p>-Lecturer analyze content of socialist revolution.</p> <p>- Guide student to present and discuss</p>   |

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|  | <p>economic forms of communism</p> <p>2. Developing stages of social-economic forms of communism.</p>   | of divisional documents  |   |  |
| <p><b>Session 10</b><br/>(4 periods)</p> | <p><b><u>Chapter VIII: The regularized political - social issues in the process of socialist revolution</u></b></p> <p><i>I. Building socialist democracy and the socialist state</i></p> <ol style="list-style-type: none"> <li>1. <i>Building socialist democracy</i></li> <li>2. <i>Building the socialist state</i></li> </ol> <p><i>II. Building socialist culture.</i></p> <ol style="list-style-type: none"> <li>1. Definition of <i>socialist culture</i>.</li> <li>2. The inevitability of building <i>socialist culture</i></li> <li>3. The content and method of construction of socialist culture</li> </ol> <p><i>III. Solutions for ethnic and religious issues (1 period)</i></p> <ol style="list-style-type: none"> <li>1. <i>Ethnic issues</i> and basic principles of Marxism-Leninism in solving ethnic issues.</li> <li>2. Religious <i>issues</i> and basic principles of Marxism-Leninism in solving religious issues.</li> </ol> | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>- Student discuss and present part I, II chapter VIII in class (1 period)</p> <p>- Student prepare part I, III chapter IX for discussion and presentation on the Session 9</p> | <p>-Lecturer analyzes the <i>socialist democracy</i>.</p> <p>- Lecturer analyzes the content of building the new culture.</p> <p>- Lecturer analyzes the solving of ethnic and religious issues.</p> <p>- Guide student to present and discuss</p> |
| <p><b>Session 11</b><br/>(4 periods)</p> | <p><b><u>Chapter IX: Realistic Socialism and expectations</u></b></p> <p><i>I. Realistic Socialism</i></p> <ol style="list-style-type: none"> <li>1. Russian October Revolution and the first realistic socialism model in the world</li> <li>2. The birth of socialist system and its achievements.</li> </ol> <p><i>II. The crisis, the collapse of the socialist model Soviet Union and its causes. (3 periods)</i></p> <ol style="list-style-type: none"> <li>1. <i>The crisis, the collapse of the socialist model Soviet Union</i></li> <li>2. The cause of <i>the crisis, the collapse of the socialist model Soviet Union</i></li> </ol> <p><i>III. The expectations of socialism</i></p> <ol style="list-style-type: none"> <li>1. Capitalism – It's not the future of human society.</li> <li>2. Socialism – It's the future of human society.</li> </ol>   | <p>-Textbook of Ministry and divisional documents</p> <p>-Guidelines of divisional documents</p> | <p>- Student discuss and present part I, III chapter IX in class (2 periods)</p>  | <p>-Lecturer presents realistic socialism and expectations.</p> <p>- Lecturer guides students to review, systemalize the course.</p>   |

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| <b>Session 12<br/>1 period</b>  | -Answer student's questions |  |  | -Answer student's questions |
| <b>Total<br/>45<br/>periods</b> |                             |  |  |                             |

**APPROVAL OF FACULTY**

**Doc. NGUYỄN MINH TUẤN**

**COMPOSER**

**Marxism-Leninism general principles division**

**Ma. Nguyễn Thị Diệu Phương**

## BACHELOR PROGRAM

**MAJOR: FINANCE-BANKING**

**CONCENTRATION: BANKING**

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### SYLLABUS

1. **Course Title:** Revolutionary policy of the communist party of Vietnam
2. **Course Code:** 3100201
3. **Number of Credits:** 03
4. **Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 2<sup>nd</sup> academic year
5. **Teaching Time Allocation:** (*credits, hours for activities*)
  - + Lecture 40 credits
  - + Visiting Museums: 5 credits
  - + Selt-study; Selt-research: 90 credits
6. **Pre-Requisites:** (*courses should be taken before this course:* Students must complete these following courses: Marxism-Leninism General principles
7. **Course Aims & Learning Objectives:**
  - a. Providing basic knowledge for students about **Revolutionary policy of the Communist party of Vietnam**, mainly on **Revolutionary policy of the communist party of Vietnam in new period.**
  - b. *Enhancing critical thinking of student, helping them to apply specialized knowledge to solve social and political issues actively in the right policies of the Communist party and nation.*
  - c. Building students' trust on The Party's leadership ability, being responsible for policy implementation and participating in planning policies of The party.
  - d. Training students for independent research ability, teamwork skills, presentation skills and debate about political and social issues to promote the positive development of society.

## 8. Course Description:

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| Chapter I: Formation of Communist Party of VietNam and the first political credo of Party   |
| Chapter II: Revolutionary policy to seize power (1930 -1945)                                |
| Chapter III: Resistance policy against French colonialism and U.S imperialism (1945 – 1954) |
| Chapter IV: Industrialization Policy  |
| Chapter V: Market economic with socialist orientation building policy                       |
| Chapter VI: Political system building policy  |
| Chapter VII: Building and Developing Culture policy and solving social problems             |
| Chapter VIII: Foreign policies  |

## 9. Duties of students: (Class participating, discussing and examining as the current academic regulations of the university).

- Class participating: Full.
- Exercising: Follow the requests of teachers.
- Tools and materials: Pens, USB, networked computers (if needed)
- Other: (as required by the instructor)

## 10. Materials :

- Compulsory materials: (*1 to 3 materials*)
- References:

## 11. Assessment:

### **Process scores: 50%**

- Participation in class: 20%
- Group discussion: 5%
- Assignment: 5%
- Presentation: 20%

### **Final exam: 50%**

***Total: 100%***

## 12. Scale: 10/10



13. Subject specification:

| Session<br>(Number<br>of<br>periods) | Lecture content<br>(chapter, part, teaching methodology)   | Text Book (chapter, part)   | Student Preparation<br>(excecises, presentation,<br>case studies...)  | Requirements:<br>Contents; skills   |
|--------------------------------------|--|---|---|---|
| Session 1<br>(4<br>periods)          | <p style="text-align: center;"><i>Chapter I</i></p> <p style="text-align: center;"><b>FORMATION OF COMMUNIST PARTY<br/>OF VIETNAM AND THE FIRST<br/>POLITICAL CREDO OF PARTY</b></p> <p><b>I. HISTORICAL FORMATION<br/>SITUATION OF COMMUNIST<br/>PARTY OF VIETNAM</b></p> <p><b>II. PARTY FORMATION<br/>CONFERENCE AND THE FIRST<br/>POLITICAL CREDO OF PARTY</b></p> | <p>1. <b>Text Book</b> Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD&amp;ĐT, NXB Chính trị quốc gia, 2009)</p> <p>- Self-reading: Chapter I, part II and chapter II part I</p> <p>2. Reference :Chapter I - <b>Text Book</b> Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001).</p> <p>3. Reference: Chapter IV- <b>Text Book</b> Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009). Tư tưởng Hồ Chí Minh về Đảng cộng sản VN</p> | <p>Learning about the social classification diversification after Vietnam was invaded and The Party’s opinion.</p> <p>Learning about the formation law of Communist party of Vietnam.</p> | <p>Lecturer introduces the Formation of The party.</p> <p>Analyzing the meaning of the formation of communist Party and The first political credo</p> |
| Session 2<br>4                       | <p style="text-align: center;"><b>Chapter II</b></p> <p style="text-align: center;"><b>REVOLUTIONARY POLICY TO SEIZE</b></p>   | <p>Reference: Topic 1: Thời đại</p>   | <p>Understanding and comparing the October Thesis in 1930</p>   | <p>Well lecture The first political credo of Party</p>  |

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| <p><b>periods</b></p>                                     | <p align="center"><b>POWER (1930 – 1945)</b></p> <p><b>I. REVOLUTIONARY POLICY FROM 1930 TO 1939</b></p> | <p>ngày nay và sứ mạng lịch sử của giai cấp công nhân. trong sách “Một số chuyên đề những nguyên lý cơ bản của CN Mác”. Part III. NXB Chính trị quốc gia, 2008.</p>  | <p>with main brief outline strategies</p> <p>Students should prepare questions that need to be clarified</p> <p>Learning about the changing strategic direction of The Party from 1939 to 1945</p>               | <p>contents</p> <p>Introducing revolutionary policy from 1930 - 1939</p> <p>Analyzing revolutionary policy from 1939-1945</p> |
| <p><b>Session 3</b><br/><b>(4</b><br/><b>periods)</b></p> | <p><b>II. RESISTANCE POLICY FROM 1939 TO 1945</b></p>  | <p>1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD&amp;ĐT, NXB Chính trị quốc gia, 2009) Self-reading chapter II, part II.1 &amp; II. 2</p> <p>2. Chapter II- Giáo trình Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001).</p> <p>3. Reference: Chapter II- Tư tưởng Hồ Chí Minh về dân tộc và cách mạng giải phóng dân tộc. Textbook Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009).</p> | <p>Learn the actual time of the Revolution? How The Party prepared to lead people to seize opportunities to create revolutionary success.</p> <p>Students should prepare questions that need to be clarified</p> | <p>Analyzing policy to mobilize Resistance policy to seize power.</p> <p>Discussion instruction</p>                           |

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| <p><b>Session 4</b><br/>(4 periods)</p> | <p style="text-align: center;"><b>Chapter III</b><br/><b>RESISTANCE POLICY AGAINST FRENCH COLONIALISM AND U.S IMPERIALISM</b><br/>(1945-1975)</p> <p><b>I. BUILDING, POWER DEFEND AND RESISTANCE POLICIES AGAINST FRENCH COLONIALISM (1945 – 1954)</b></p> <p><b>II. RESISTANCE POLICY AGAINST U.S IMPERIALISM, NATIONAL UNITY (1954 – 1975)</b></p> | <p>1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD&amp;ĐT, NXB Chính trị quốc gia, 2009) Self study and research Chapter III.Part I.2 &amp; 3 and part II.2 &amp; 3</p> <p>2. Part II- Chapter III,IV,V,VII Textbook Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001).</p> <p>3. Reference chapter II. Tư tưởng Hồ Chí Minh về dân tộc và cách mạng giải phóng dân tộc. Textbook Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009).</p> | <p>Presentation part I.1 chapter 3</p> <p>Find out on what basis, the Party implementing the principle of direct diplomacy "more friends and fewer enemies". With Tuong military, our policy was "China-Vietnam friendly". With the French military our policy was "economic concessions, political dependence "(1945-1946)?</p> <p>Learn the way of resistance policy against the French and the general Revolutionary policy through congress VN III. (1960)</p> <p>(Students should prepare questions that need to be clarified).</p> | <p>Analyszing of line construction, administration and protection of the resistance war against the French invasion (1945-1946) Analyzing the construction policy, government protection and resistance policy against the French invasion (1945-1946)</p> <p>Analyzing the resistance policy against the French colonialism and build up people's democratic regime (1946-1954)</p> <p>Analyzing the results, historical meaning, victory reasons and lessons learnt.</p> <p>Lecturer introduces the Resistance policy against U.S imperialism, and nation reunification policy in period of 1954-1975</p> <p>Analyzing the results, historical meaning, victory reasons and lessons learnt.</p> <p>Discussion</p> |
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| <b>Session 5</b><br>(4<br>period)  | <b>Extracurricular activities: : site visit, do survey</b>   |  | <b>Write assignment</b>  |  |
| <b>Session 6</b><br>(4<br>periods) | <p><b>CHAPTER IV INDUSTRIALIZATION POLICY</b></p> <p><b>I. INDUSTRIALIZATION POLICY BEFORE IMPROVEMENT PERIOD</b></p> <p><b>II. INDUSTRIALIZATION, MODERNIZATION IN IMPROVEMENT PERIOD</b></p> | <p>1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD&amp;ĐT, NXB Chính trị quốc gia, 2009) Self study and research chapter IV part II.3</p> <p>2. Chapter VI,Part 3: Chapters VIII,IX. Text book Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001).</p> <p>3. Reference chapter III. Tư tưởng Hồ Chí Minh về CNXH và con đường quá độ lên CNXH ở VN.<br/>Text book Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009).</p> | <p>Learn the causes of failure of the industrialization model in VN during 1960-1985.</p> <p>Learn about the opinions and strategic orientation to develop industries and economic sectors in the spirit of Congress X</p> | <p>Lecturer analyzes the policy of The party on Industrialization and Modernization.</p> <p>Presenting the thinking renovation process of the Party on Industrialization and Modernization</p> <p>Analyzing the objectives, opinions on industrialization and modernization in Vietnam</p> <p>Discussion</p> |
| <b>Session 7</b><br>(4<br>periods) | <p><i>Chapter V</i></p> <p><b>BUILDING AND DEVELOPING</b></p>  | <p>1. Văn kiện Đại hội X( Đảng cộng sản Việt Nam- NXB Chính trị quốc gia, 2006).</p>   |  | <p>Introducing the content and orientation of modernization, industrialization associated with the development of</p>  |

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|   | <p><b>CULTURE POLICY AND SOLVING SOCIAL PROBLEMS</b></p> <p><b>I. Awareness process and contents of building and development culture policy</b></p> | <p>2. ReferecneTopic 1:II Sử mệnh lịch sử của giai cấp công nhân VN.II 3. Dự báo xu hướng biến đổi giai cấp công nhân VN trong những năm đầu thế kỷ XXI trong sách . “Một số chuyên đề những nguyên lý cơ bản của CN Mác.” phần III. NXB Chính trị quốc gia, 2008</p>  |  | <p>knowledge economy</p> <p>Analyzing results, meaning, limitation and causes</p> <p>Introducing economic mechanism before improvement period.</p> <p>Analyzing the formation of the Party's thinking on the development of a market economy.</p> |
| <p><b>Session 8</b><br/><b>(4</b><br/><b>periods)</b></p> | <p><b>II. CONTINUE TO COMPLETE THE SOCIALIST-ORIENTED MARKET REGULATION</b></p>   | <p>1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD&amp;ĐT, NXB Chính trị quốc gia, 2009) self study chapter V, part II</p> <p>2. Reference Chapter VIII, IX. Text book Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001).</p> <p>3. Reference: Chương III. Tư tưởng Hồ Chí Minh về chủ nghĩa xã hội con đường quá độ lên chủ nghĩa xã hội ở</p> | <p>Learn the concepts of chapter 5.</p> <p>Find out and compare the economic management mechanism of Vietnam before and during the improvement period.</p> <p>Learn about the differences between the Economy-oriented market socialism of Vietnam and economy capitalism market</p> | <p>Presentating the objectives, views on economic development socialist-oriented market.</p> <p>Analyzing the policy to continuously complete the economic development socialist-oriented market.</p> <p>Discussion</p>                           |

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|   |   | <p>VN.</p> <p>Textbook Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009).</p> <p>4. Reference : Topic 4. V.3 Quan điểm xây dựng CNXH ở nước ta của Đảng Cộng sản VN: Tác phẩm Một số chuyên đề những nguyên lý cơ bản của CN Mác .tập I.. NXB Chính trị quốc gia, 2008.</p>   |  |  |
| <p><b>Session 9</b><br/><b>(4</b><br/><b>periods)</b></p> | <p align="center"><b>Chapter VI</b><br/><b>POLITICAL SYSTEM BUILDING</b><br/><b>POLICY</b></p> <p><b>I. POLITICAL SYSTEM BUILDING</b><br/><b>POLICY BEFORE IMPROVEMENT</b><br/><b>PERIOD (1975-1986)</b></p> <p><b>II. POLITICAL SYSTEM BUILDING</b><br/><b>POLICY DURING IMPROVEMENT</b><br/><b>PERIOD</b></p> | <p>1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009) Selt reading &amp; research chapter VI part I, II.1.a,b and 3</p> <p>2. Reference. Exercise 9:Hệ thống chính trị.Tập bài giảng chính trị học-Hệ cử nhân-(Học viện chính trị quốc gia Hồ Chí minh.NXB Lý luận chính trị HN.2004. )</p> <p>3. Reference: Chương VI: Tư tưởng Hồ Chí Minh về dân chủ và xây dựng nhà nước của dân do dân vì dân. Text book Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính</p> | <p>Learn the concepts of the chapter VI.</p> <p>Learn about the proletariat system that had the characteristics of VN?</p> <p>Point out the contributions, limitations and causes of limitation of the proletariat system before improvement period (1975-1986).</p> <p>Learn about Objective, point of views and policy to build political system in improvement period..</p> | <p>Introducing system building policy.</p> <p>Analyzing results, meaning, limitation and causes</p> <p>Discussion instruction</p> <p>Introducing formation process of polictical system renovation policy.</p> |

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|                                       |  | trị quốc gia, 2009).  |   |   |
| <b>Session 10</b><br><b>4 periods</b> | <b>Chapter VII</b><br><b>BUILDING AND DEVELOPING CULTURE POLICY AND SOLVING SOCIAL PROBLEMS</b><br><br><b>I. AWARENESS PROCESS AND CONTENTS OF BUILDING AND DEVELOPMENT CULTURE POLICY.</b><br><br><b>II. AWARENESS AND SOLVING SOCIAL PROBLEMS POLICY</b> | 1. Text book Đường lối Cách mạng của Đảng Cộng sản Việt Nam (Bộ GD & ĐT, NXB Chính trị quốc gia, 2009) Read and research chapter VII<br><br>2. Reference Text book Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001)<br><br>3. Reference Text book Tư tưởng Hồ Chí Minh (Bộ GD & ĐT, NXB Chính trị quốc gia, 2009). Chương VII Tư tưởng Hồ Chí Minh về, văn hóa, đạo đức và xây dựng con người mới.<br><br>4. Nghị quyết Trung ương 5, khóa VIII (7/1998).<br><br>5. Văn kiện Đại hội X( Đảng cộng sản Việt Nam- NXB Chính trị quốc gia, 2006). | <b>Prepare to discuss the I.2b</b><br>Awareness process and contents of building and development culture policy<br><br>Prepare presentations Party's policy of building an advanced culture imbued with national identity- practice relation "school culture of students"<br><br>Learning about the awareness and solving social problems policy. | Introducing objectives, opinion and policy to build political system in Improvement period.<br><br>Analyzing results, meaning, limitation and causes.<br><br>Analyzing the process of building and developing the culture<br><br>Analyzing policy to solve social issues.<br><br>Presentation and discussion instruction. |
| <b>Session 11</b>                     | <b>Chapter VIII</b><br><b>FOREIGN POLICIES</b>   | 1. Text book Đường lối Cách mạng của Đảng Cộng sản  | Learning the stages of formation and development of the foreign policy of The   | Introduction historical circumstances, The Party's foreign policy.  |

|                                 |  |  |  |  |
|---------------------------------|--|--|--|--|
| <p>(4 periods)</p>              | <p><b>I. FOREIGN POLICIES BEFORE THE NEW PERIOD (1975-1985)</b></p> <p><b>II. FOREIGN POLICY, INTERNATIONAL ECONOMIC INTEGRATION IN IMPROVEMENT PERIOD</b></p> | <p>Việt Nam (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009) Đọc &amp; nghiên cứu chương VIII</p> <p>2. Reference Giáo trình Lịch sử Đảng Cộng sản Việt Nam (do Hội đồng trung ương giáo chỉ đạo biên soạn giáo trình quốc gia các bộ môn khoa học Mác Lê nin Tư tưởng Hồ Chí Minh, NXB Chính trị quốc gia Hà Nội. 2001)</p> <p>3. Reference : Chapter V:Tư tưởng Hồ Chí Minh về Đại đoàn kết dân tộc và Đoàn kết quốc tế.-Giáo trình Tư tưởng Hồ Chí Minh (Bộ GD &amp; ĐT, NXB Chính trị quốc gia, 2009)</p> <p>4. Văn kiện Đại hội X( Đảng cộng sản Việt Nam- NXB Chính trị quốc gia, 2006).</p> | <p>Party from the congress VI to X</p> <p>Learn the content of foreign policy, international economic integration of the The Party in the New period</p> | <p>Analysing results, meaning, limitation and causes.</p> <p>Analysing foreign policy of the Party</p> <p>Achievements, limitation and causes</p> <p>Discussion instruction.</p> |
| <p><b>Total : 45 period</b></p> | <p><b>Division email :</b><br/><a href="mailto:bmdlcmcdsvn@gmail.com">bmdlcmcdsvn@gmail.com</a></p>  |  |  |  |

**Head of Faculty**  
**Faculty of Political Studies**

**Dr. Nguyễn Minh Tuấn**

**Head of Division**  
**Revolutionary policy of the communist party of Vietnam**

**Dr. Nguyễn Thùy Dương**



## BACHELOR PROGRAM

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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### SYLLABUS

**1. Course Title: HO CHI MINH IDEOLOGY**

**2. Course Code: 3100302**

**3. Number of Credits: 2**

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 2<sup>nd</sup> academic year**

**5. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture: 26 periods

+ Practice, laboratory: 4 periods

+ Self-study: 60 periods

**6. Pre-Requisites: Courses should be taken before this course: Marxism - Leninism general principles**

**7. Course Aims & Learning Objectives:**

(1) Understand Objects, research methods of Ho Chi Minh Thought

(2) Understand the basis, the process of formation and development of Ho Chi Minh Thought

(3) Understanding ethnic issues and the national liberation revolution in thought Ho Chi Minh

(4) Understanding the opinion of Ho Chi Minh on socialism and the path of transition to socialism in Vietnam

(5) Understanding the opinions of Ho Chi Minh on Communist Party of Vietnam

(6) Understanding the national unity and international solidarity in view of Ho Chi Minh

(7) Understanding the Ho Chi Minh Thought about building a government of the people,

by the people, for the people

(8) Providing an understanding of culture, ethics, and building new people in Ho Chi Minh thought, educate students to live and follow the moral example of Ho Chi Minh.

**8. Course Description:** Besides the opening chapter, the course content includes 7 chapters: Chapter I presented Foundation, formation and development process Ho Chi Minh ideology, from Chapter II to Chapter VII presents the basic content of Ho Chi Minh Thought as the target of the subject.

**9. Student Learning Activities:** (*Class participation, discussion, test as the current university regulations*)

- Students attend class and participate in discussion, presentations, group discussion, doing test as the requirements of the subjects.
- After the trip to museum, students have to do assignment.
- Students have to prepare the lessons as the teacher's requirement for presentations, discussions, taking the test.

**10. Recommended Resources:**

- **Compulsory materials:**

(1) Textbook Tư tưởng Hồ Chí Minh, Bộ GD & ĐT, Nxb.Chính trị Quốc gia 2011.

- **Reference materials:**

(2) Tài liệu hướng dẫn học tập, nghiên cứu Tư tưởng Hồ Chí Minh của Ban Tuyên giáo Trung ương.

(3) Tài liệu hướng dẫn ôn tập Tư tưởng HCM, Trường Đại học Kinh tế TP. HCM

(4) Hồ Chí Minh toàn tập (12 tập)

(5) Các Nghị quyết, Văn kiện của Đảng

**11. Assessment:**

**- Process assessment: 50%, include:**

- + Mid-term test 15%
- + Group discussion: 15%
- + Class attendance: 10%
- + Assignment 10%

**- Final Test: 50%**

**12. Scale: 10/10**

### 13. Learning Activities: HCM Ideology

| Session<br>( periods)           | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part)  | Student Preparation<br>(exercise, presentation,<br>case studies...)  | Requirements:<br>Contents; skills<br>(by lecturer)  |
|---------------------------------|--|---|--|---|
| <b>Session 1</b><br>(4 periods) | <p style="text-align: center;"><b><i>OPENING CHAPTER</i></b><br/><b><i>SUBJECTS, METHOD AND STUDY MEANING OF HO CHI MINH IDEOLOGY COURSE</i></b></p> <p>I. Research subjects<br/>II. Research methods</p> <p style="text-align: center;"><b>Chapter I:<br/>FOUNDATION, FORMATION AND DEVELOPMENT PROCESS HO CHI MINH IDEOLOGY</b></p> <p>I. Foundation for formation of Ho Chi Minh ideology</p> | <p>Self study and self research:<br/>Text book<br/>TTHCM Opening chapter part I, II, III</p> <p>Read material:<br/>division study guideline</p> <p>Self study and self research textbook<br/>TTHCM chương I</p> | <p>Analyzing the concept of HCM</p> <p>Subjects, methods of Ho Chi Minh Ideology course</p> <p>Meaning of course study?</p> <p>Analyzing Foundation for formation of Ho Chi Minh ideology?</p> <p>Formation and development process of Ho Chi Minh ideology?</p> | <p>Orientation</p> <p>Analysis and clarification of formation and development process of Ho Chi Minh ideology</p>   |
| <b>Session 2</b><br>4 periods   | <p>II. Formation and development process of Ho Chi Minh ideology</p> <p style="text-align: center;"><b>Chapter II:<br/>HO CHI MINH IDEOLOGY ABOUT NATIONAL ISSUE AND REVOLUTION FOR NATIONAL LIBERATION</b></p> <p>I. Ho Chi Minh ideology about national issues<br/>II. Ho Chi Minh ideology about revolution for national liberation</p>   | <p>Self study and self research Text book TTHCM chapter II</p> <p>Read material:<br/>division study guideline</p>   |  | <p>Analysis and clarification of formation and development process of Ho Chi Minh ideology.</p> <p>Analysis and clarification of Ho Chi Minh's ideology on nation</p> |

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|                                 |   |   |  | and national liberation<br><br>Guidelines for students' discussion and presentation   |
| <b>Session 3</b><br>(periods )  | <p>3. National liberation revolution in the new period must be led by the Communist Party.</p> <p>4. Revolutionary Forces of National Liberation including the whole nation.</p> <p>5. National liberation revolution should be conducted proactive, creative and able to win before the proletarian revolution in the main country.</p> <p>6. National liberation revolution must be carried out by violent revolution</p> <p style="text-align: center;"><b>Chapter III</b><br/><b><i>HO CHI MINH IDEOLOGY ABOUT SOCIALISM AND TRANSITIONAL WAY TO SOCIALISM IN VIET NAM</i></b></p> <p>I. Ho Chi Minh ideology about socialism in Viet Nam</p> | <p>Self study and self research textbook TTHCM chapter II</p> <p>Read material: division study guideline</p> <p>Self study and self research Textbook TTHCM chapter III part 1</p> <p>Read material: division study guideline</p> | <p>Analyzing why Ho Chi Minh chosen the proletarian revolution was the only way leading to the victory of the national liberation revolution?</p> <p>- Why say in other to have the complete victory of revolutionary national there must be a leadership of the Communist Party?</p> <p>- Analysis of the Ho Chi Minh views on the objectives and motivation of socialism in Vietnam?</p> | <p>Analysis and clarification of basic contents of national liberation revolution</p> <p>Analysis and clarification of Ho Chi Minh's ideology</p> <p>Guidelines for students' discussion and presentation</p> |
| <b>Session 4</b><br>4 periods   | Site visit, practical survey  |   | Doing assignment   |   |
| <b>Session 5</b><br>(4 periods) | <p style="text-align: center;"><b>Chapter III:</b><br/><b><i>HO CHI MINH IDEOLOGY ABOUT SOCIALISM AND TRANSITIONAL WAY TO SOCIALISM IN VIET NAM</i></b></p> <p>III. Method, ways transit to socialism in Viet Nam</p>   | <p>Self study and self research Textbook TTHCM chapter III part 2</p>   | <p>Ho Chi Minh's ideology on motto and way to develop socialism in Vietnam and theoretical, practical meaning</p>  | <p>Presentation on Ho Chi Minh's ideology on transitional way to socialism in</p>   |

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|   | <p>IV.</p> <p style="text-align: center;"><b>Chapter IV:<br/>HO CHI MINH IDEOLOGY ABOUT<br/>COMMUNIST PARTY OF VIET NAM</b></p> <p>I. Ho Chi Minh ideology about role and nature of Communist party of Viet Nam</p> <p>II. Ho Chi Minh ideology about building unblemished, stable Communist party of Viet Nam</p> | <p>Read material:<br/>division study guideline</p> <p>Self study and self research<br/>Textbook<br/>TTHCM chapter IV</p> <p>Read material:<br/>division study guideline</p> | <p>nowaday.</p> <p>Analyzing the role and nature of Communist party of Viet Nam</p> <p>Analyzing the formulation content of Vietnam Communist Party?</p>   | <p>Vietnam</p> <p>Presentation on Ho Chi Minh's ideology on the role and nature of Communist Party of Vietnam</p> <p>Analysis of Ho Chi Minh's ideology on building unblemished, stable Communist party of Viet Nam.</p> <p>Guidelines for students' discussion</p> |
| <p><b>Session 6</b><br/>(4 periods)</p> | <p style="text-align: center;"><b>Chapter V<br/>HO CHI MINH IDEOLOGY ABOUT<br/>NATIONAL SOLIDARITY AND<br/>INTERNATIONAL SOLIDARITY</b></p> <p>I. Ho Chi Minh ideology about national solidarity</p> <p>II. Ho Chi Minh ideology about international solidarity</p>  | <p>Self study and self research<br/>Textbook<br/>TTHCM chapter V</p> <p>Read material:<br/>division study guideline</p>   | <p>Why national unity issue has strategic and determined significance to the success of the Revolution?</p> <p>Analyzing the content of national unity?</p> <p>Analyzing and proving the statement of Ho Chi Minh : "Solidarity solidarity, great solidarity</p> | <p>Analysis of Ho Chi Minh's ideology on national solidarity</p> <p>Presentation on Ho Chi Minh's ideology on international solidarity</p> <p>Guidelines for students' discussion and presentation.</p>   |

|                                   |   |   |   |   |
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|                                   |   |   | Success, success, great success "?  |   |
| <b>Session 7</b><br>(4 periods)   | <p style="text-align: center;"><b>Chapter VI</b><br/><b>HO CHI MINH IDEOLOGY ABOUT DEMOCRACY AND BUILDING GOVERNMENT OF PEOPLE AND FOR PEOPLE</b></p> <p>II. Ho Chi Minh ideology about building Government of people and for people</p> <p style="text-align: center;"><b>Chapter VII</b><br/><b>HO CHI MINH IDEOLOGY ABOUT CULTURE, ETHICS AND BUILDING NEW PEOPLE</b></p> <p>I. Ho Chi Minh basic principles about culture</p> | <p>Self study and self research<br/>Textbook<br/>TTHCM chapter VI</p> <p>Read material:<br/>division study guideline</p>  | <p>Analyzing Ho Chi Minh ideology about Democracy.</p> <p>Analyzing Ho Chi Minh ideology about building Government of people and for people</p> | <p>Introduction of Ho Chi Minh's ideology on Government of people and for people</p> <p>Analysis of Ho Chi Minh's ideology on culture and cultural development</p> <p>Guidelines for students' discussion</p> |
| <b>Session 8</b><br>(2 periods)   | <p>2. Ho Chi Minh view point on some main culture fields</p> <p>II. Ho Chi Minh ideology about ethics</p>   | <p>Self study and self research<br/>Textbook<br/>TTHCM chapter VII</p> <p>Read material:<br/>division study guideline</p> | <p>Analyzing Ho Chi Minh view point on some main culture fields</p> <p>Analyzing Ho Chi Minh ideology about ethics</p>                          | <p>Analysis of Ho Chi Minh's ideology on ethics</p> <p>Guidelines for revision and questions and answers</p>  |
| <b>Total</b><br><b>30 periods</b> |   |   |   |   |

**Head of Faculty**

**Dr. Nguyễn Minh Tuấn**

**Head of Division of HCM Ideology**

**MA. Hạ Tấn Bình**

**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course title:**

**ENGLISH FOR BUSINESS COMMUNICATION I (MODULES 1-2)**

**2. Course code: 3300109, 3300110, 3300209, 3300210**

**3. Number of credit: 6 credits divided into 4 modules – 3 credits for each**

**4. Level: students of 1<sup>st</sup> and 2<sup>nd</sup> academic years**

**5. Teaching time allocation:**

- **Lecture:** 40%
- **Practice:** 60%
- **Other:**

**6. Prerequisites:**

Students must have English ability in correlation to Level A1 of CEFR (Common European Framework of Reference)

**7. Course Aims and Learning Objectives:**

The course is to enable students to practice and develop English language as one of the communication tools in international business environments. Students are to study vocabulary and special terms regarding topics in business communications. Also, students have opportunities to review important grammar points and use them in interaction. The course focuses on helping students enhance 4 language skills: listening, speaking, reading, and writing.

- **Listening:** Students are able to catch the main point in short passages and listen for specific detail in short, clear, simple messages and announcements. Also, the course will prepare students for the various types of listening skills required for TOEIC.
- **Speaking:** Students are able to engage in short conversations and report personal information and express opinions. Students will also be introduced to the presentation skills and practise in groups.
- **Reading:** Students are able to understand overall meaning of academic texts or authentic articles (adapted to students' English levels) in various topics on economics and commerce that help students to widen their knowledge in these fields of study. Along with developing specialized and business related vocabulary, students are to acquire useful techniques and strategies to deal with reading tests or reading materials.
- **Writing:** Students will learn writing strategies. Emphasis will be on development of sentence structure and sentence variety to the paragraph level. Students will also be introduced to the paragraph form, including expression of the main idea in topic sentences.

By the end of the course, students will be expected to attain Level A2 of CEFR.

**8. Course Description**

The course consists of two (2) main types of activities: class study and independent study. In order to be successful in this subject, students are required to have appropriate learning methods and, especially, make efforts both in class hours and independent study.

- **Class study**

Students have opportunities to practise language skills such as reading, listening, writing and especially taking part in tasks such as discussions, role play and problem-solving helps them to develop their oral skills and abilities for team/group working.

- **Independent study**

Students are expected to complete homework and exercises in materials compiled by teachers of English Department. Students can contact their instructors for advice, supports and any further clarification.

**9. Student learning activities:**

Participations in all class activities and completion of all end-of-unit tests are ones of the criteria for the successful study.

Students are expected to

- Attend a minimum of 80 percent of class hours.
- Complete all assessment tasks for this subject.
- Plan their independent study under the guidance and advice of instructors.

**10. Learning materials:**

1. Course Book - Market Leader – Elementary Business English- David Cotton, David Falvey & Simon Kent; Pearson Longman 2011.

2. Practice Book (modules 1-4) – compiled by English Department. 2009 -2012

**11. Assessment**

**Allocation of marks:**

- Progress: (including class activities, class attendance. independent study and a mid-term test ): 30%

For each module, the instructor will further advise students regarding such issues as attendance requirements, assignment arrangement, and the detailed outline of content and skills taught, practised and tested.

- Final test : 70%

**Final test Specification**

The 100-minute final test consists of two sections (Section 1: Language usage & Section 2: Language use). The test specification is as follows:

| <i>Sections/goals</i>                  | <i>Task type</i>     | <i>No of items</i>       | <i>Points (100)</i> |
|--|----------------------|--------------------------|---------------------|
| <b>Language usage</b>                  |                      |                          |                     |
| <b>Grammar, structure, Vocabulary.</b> | Cloze                | 10                       | 10                  |
|  | MC                   | 15                       | 15                  |
| <b>Word formation</b>                  | Completion           | 5                        | 5                   |
| <b>Language use</b>                    |                      |                          |                     |
| <b>Reading: text</b>                   | MC, completion       | 20                       | 20                  |
| <b>Language functions</b>              | Matching             | 10                       | 10                  |
| <b>Writing (HP1&amp;2)</b>             | Sentence arrangement | 5                        | 10                  |
|  | Sentence building    | 5                        | 10                  |
| <b>Listening</b>                       | MC                   | 5                        | 10                  |
|  | Gap fill (questions) | 5                        | 10                  |
| <b>Total</b>                           |                      | <b>70 test questions</b> | <b>100 points</b>   |



**12. Course Grading Scale:** Credit**13. Lecture Program**

Task-based Language Teaching (TBLT) is employed as the major teaching approach for this course. This method is student-centred that emphasizes the use of authentic language through meaningful tasks and encourages meaningful communication.

**MODULE 1**

| <b>Week</b>                   | <b>Lecture topic<br/>(Chapter, Section, Teaching<br/>method)</b>  | <b>Readings/<br/>Materials</b>       | <b>Student Preparation</b>  | <b>Objectives</b>                     |
|-------------------------------|---|--------------------------------------|---|---------------------------------------|
| Week 1<br>(4 class<br>hours)  | Orientation<br>Ice breaking<br><b>Unit 2: Work &amp; Leisure</b>  | New Market<br>Leader -<br>Elementary | Review: grammar   | refer to the<br>course<br>objectives. |
| Week 2<br>(4 class<br>hours)  | <b>Unit 2: Work &amp; Leisure</b><br>Practice Book: Unit 2        | - id -                               | Practice Book – Unit 2<br>(complete all tasks required<br>for this unit)<br>Review: grammar                   |                                       |
| Week 3<br>(4 class<br>hours)  | <b>End –of- Unit Test (Unit 2)</b><br><b>Unit 3 – Problems</b>    | - id -                               | Review: grammar<br>Toeic Practice   |                                       |
| Week 4<br>(4 class<br>hours)  | <b>Unit 3: Problems</b><br>Practice Book: Unit 3                  | - id -                               | Practice Book: Unit 3<br>(complete all tasks required<br>for this unit)<br>Review: grammar<br>Toeic Practice  |                                       |
| Week 5<br>(4 class<br>hours)  | <b>End –of- Unit Test (Unit 3)</b><br><b>Unit 4 : Travel</b>      | - id.- -                             | Review: grammar<br>Toeic Practice   |                                       |
| Week 6<br>(4 class<br>hours)  | <b>Unit 4: Travel</b><br>Practice Book – Unit 4                   | - id -                               | Practice Book – Unit 4<br>(complete all tasks required<br>for this unit)<br>Review: grammar<br>Toeic Practice |                                       |
| Week 7<br>(4 class<br>hours)  | <b>End –of- Unit Test (Unit 4)</b><br><b>Unit 6: Sales</b>        | - id -                               | Review: grammar<br>Toeic Practice   |                                       |
| Week 8<br>(4 class<br>hours)  | <b>Unit 6: Sales (continued)</b>                                  | - id -                               | Practice Book: Unit 6<br>(complete all tasks required<br>for this unit)<br>Review: grammar<br>Toeic Practice  |                                       |
| Week 9<br>(4 class<br>hours)  | <b>Practice Book – Unit 6</b><br><b>End-of-Unit Test (Unit 6)</b> | - id -                               | Review: grammar   |                                       |
| Week 10<br>(4 class<br>hours) | <b>General Review</b>   | - id -                               | Speaking Practice<br>for Speaking Test  |                                       |
| Week 11<br>(4 class<br>hours) | <b>Mid-Term Speaking Test</b>                                     |                                      | Test Preparation  |                                       |
| Week 12<br>(4 class hrs)      | <b>Speaking Test (cont.)/Q&amp;A</b>                              |                                      | Test Preparation  |                                       |
| <b>Total: 45 class hours</b>  |   |                                      |   |                                       |

## MODULE 2

| Week                         | Lecture topic<br>(Chapter, Section, Teaching method)           | Readings/<br>Materials         | Student Preparation   | Objectives                      |
|------------------------------|--|--------------------------------|---|---------------------------------|
| Week 1<br>(4 class hours)    | Orientation<br>Ice breaking<br><b>Unit 7: People</b>           | New Market Leader - Elementary | Review: grammar   | refer to the course objectives. |
| Week 2<br>(4 class hours)    | <b>Unit 7: People</b><br>Practice Book: Unit 7                 | - id -                         | Practice Book 2: Unit 7<br>(complete all tasks required for this unit)<br>Review: grammar                   |                                 |
| Week 3<br>(4 class hours)    | <b>End –of- Unit Test (Unit 7)</b><br><b>Unit 8: Markets</b>   | - id -                         | Review: grammar<br>Toeic Practice   |                                 |
| Week 4<br>(4 class hours)    | <b>Unit 8: Markets</b><br>Practice Book 2: Unit 8              | - id -                         | Practice Book 2: Unit 8<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice |                                 |
| Week 5<br>(4 class hours)    | <b>End –of- Unit Test (Unit 8)</b><br><b>Unit 9: Companies</b> | - id -                         | Review: grammar<br>Toeic Practice   |                                 |
| Week 6<br>(4 class hours)    | <b>Unit 9: Companies</b><br>Practice Book 2: Unit 9            | - id -                         | Practice Book 2: Unit 9<br>(complete all takes required for this unit)<br>Review: grammar<br>Toeic Practice |                                 |
| Week 7<br>(4 class hours)    | <b>End –of- Unit Test (Unit 9)</b><br><b>Unit 12: Jobs</b>     | - id -                         | Review: grammar<br>Toeic Practice   |                                 |
| Week 8<br>(4 class hours)    | <b>Unit 12: Jobs (continued)</b>                               | - id -                         | Practice Book: Unit 12<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice  |                                 |
| Week 9<br>(4 class hours)    | Practice Book 2: Unit 12<br><b>End-of-Unit Test (Unit 12)</b>  | - id -                         | Review: grammar   |                                 |
| Week 10<br>(4 class hours)   | <b>General Review</b>  | - id -                         | Speaking Practice for Speaking Test   |                                 |
| Week 11<br>(4 class hours)   | <b>Mid-Term Speaking Test</b>                                  |                                | Test Preparation  |                                 |
| Week 12<br>(4 class hours)   | <b>Speaking Test (cont.)/Q&amp;A</b>                           |                                | Test Preparation  |                                 |
| <b>Total: 45 class hours</b> |  |                                |   |                                 |

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title : CALCULUS**

**2. Course Code: 3080106**

**3. Number of Credits: 2**

**4. Level : 1<sup>st</sup> academic year**

**5. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture : 30 hours

+ Practice, laboratory : 0

+ Other : 0

**6. Pre-Requisites:** Mathematics in high school

**7. Course Aims & Learning Objectives:**

- Course Aims: To provide an introduction to differential and integral of single variable functions, partial differential of multivariable functions and applications in economic optimization problems. Moreover, this course also provide some basics of ordinary differential equations.

- Course Objectives: By the end of the course students will be able to

- understand the basic definitions in calculus (limits, continuity, differentiation, integral)
- apply to solve some economic optimization problems
- solve some simple differential equations

**8. Course Description:** This course includes the study of limits of a functions, the function continuous, differentiation and integral of single variable functions. partial differential of multivariable functions and differential equations. Some applications in economic will be an integral part of this class. During the semester students will learn to recognize and express the mathematical ideas graphically, numerically, symbolically, and in

writing. They will become self regulated learners and help other students become cooperative learners.

**9. Student Learning Activities:**

- Participation: participating all class sessions
- Exercises: doing class assignments, homeworks
- Tools and facilities: personal computer
- Other

**10. Recommended Resources:**

- Textbooks:

[1] Phạm Hồng Danh, Advance mathematics (Analysis), Ho Chi Minh National University Publishing House, 2007.

[2] Kamran Dadkhah, Foundations of Mathematical and Computational Economics, second edition, Springer-Verlag, Berlin 2011.

- Reference books:

[1] Jean Marie Monier, Analysis 1, 2, 3,

**11. Evaluation:**

- Mid – semester exam: 30 %
- Final exam: 70 %

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

**13. Learning Activities:**

| Date    | Lecture<br>(chapter, part, teaching methodology)  | Text Book<br>(chapter, part) | Student Preparation<br>(exercise, presentation, case studies...) | Learning objectives |
|---------|---|------------------------------|--|---------------------|
| 4 hours | <b>Chapter 1: Single Variable Calculus</b><br>1.1. Limits of a functions<br>1.2. Continuous functions                                   | [1] 43-74                    |  |                     |
| 4 hours | <b>Chapter 1: Single Variable Calculus</b><br>2.1. Definitions of differentiation<br>2.2. Differentiation Rules<br>2.3. L'hospital Rule | [1] 75-98                    |  |                     |
| 4 hours | <b>Chapter 1: Single Variable Calculus</b><br>2.4. Taylor – Maclaurin's expansion.  | [1] 98-118                   |  |                     |
| 4 hours | <b>Chapter 2. Multivariable Calculus</b><br>2.1. Partial differential<br>2.2. Total differential<br>2.3. Unconstrained optimization     | [1] 178-195                  |  |                     |

|                  |   |             |  |  |
|------------------|---|-------------|--|--|
| 4 hours          | <b>Chapter 2. Multivariable Calculus</b><br>2.4. Constrained optimization<br>2.5. Exercises                   | [1]196-207  |  |  |
| 4 hours          | <b>Chapter 3. Integration</b><br>3.1. Indefinite integral<br>3.2. Definite integral<br>3.3. Improper integral | [1] 119-177 |  |  |
| 4 hours          | <b>Chapter 4. Differential Equations</b><br>4.1. First order differential equations                           | [1] 208-219 |  |  |
| 4 hours          | <b>Chapter 4. Differential Equations</b><br>4.2. Second order differential equations                          | [1]220-235  |  |  |
| <b>Total: 32</b> |   |             |  |  |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

**Lê Xuân Trường**

Phạm Hồng Danh

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title:** *Principles of Probability and Statistics*

**2. Course Code:** 3080211

**3. Number of Credits:** 3 credits

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** first year

**5. Teaching Time Allocation:** *(credits, hours for activities)*

+ In class: 45 hours.

+ Self-study and research.

**6. Pre-Requisites:** *(necessary courses)*

Linear Algebra and Mathematical Analysis

**7. Course Aims & Learning Objectives:**

Part I: Probability Theory:

- 1- Understand some principal concepts: trials, events, probability of an event. Know how to calculate probabilities by using classical definition, statistical definition.
- 2- Know how to calculate probabilities by using basic laws of probability.
- 3- Understand the concepts: random variables and the probability distribution for a random variable. Know how to find the probability distribution for a random variable and calculate some parameters that characterize a random variable.
- 4- Realize and determine what kind of common distributions (binomial distribution, Poisson distribution, hypergeometric distribution) that a given random variable follows. Know how to calculate corresponding probabilities and characterized parameters when a random variable is distributed as binomial (or Poisson, or hypergeometric).
- 5- Know how to calculate corresponding probabilities when a random variable follows normal distribution. Know how to illustrate the probabilities obtained on a rectangular coordinate system. Know how to use formulas of approximation.
- 6- Understand the concept of two-dimensional random variable. Know how to find the joint probability mass function for a discrete two-dimensional random variable. Know how to

calculate characterized parameters of a two-dimensional random variable. Know how to find the probability distribution for a function of one random variable (or two random variables).

Part II: Mathematical Statistics:

- 7- Understand some principal concepts: population, sample, population parameters and sample parameters. Know how to calculate characterized parameters corresponding to a sample.
- 8- Understand the concepts: point estimate and interval estimate. Know how to find a point estimate or an interval estimate of a population parameter.
- 9- Know how to determine a sample size or a confidence level when estimating the population mean or population proportion.
- 10- Understand the concepts of statistical hypothesis tests. Know how to analyze a real problem in life to get an initial research hypothesis of which the truth is unknown. Know how to carry out a parameter as well as non-parameter test.

#### **8. Course Description:**

+ Part I: Probability Theory: Provide principal concepts: trials, sample space, events, probability of an event and ways to calculate probabilities; concept and classification of random variables, some parameters that characterize a random variable; some common probability distributions such as binomial distribution, Poisson distribution, hypergeometric distribution, normal distribution,..., function of one random variable (or more random variables); Asymptotic Theorems and Law of large numbers.

+ Part II: Mathematical Statistics: Provide principal concepts: population, sample, population parameters and sample parameters; methods to calculate sample parameters; methods to estimate population parameters; methods of testing statistical hypotheses.

#### **9. Student Learning Activities:**

- Participation: students are required to be present during the class time.
- Exercise: all the exercise must be completed.
- Tools and facilities: students must assure to facilitate as required.
- Others: students can use some necessary functions in Excel.

#### **10. Recommended Resources:**

- Textbooks:

[1] *Giáo trình lý thuyết xác suất và thống kê Toán học (Textbook: Principles of Probability and statistics)*

*Ths Trần Gia Tùng – NXB Đại học quốc gia TP Hồ Chí Minh, 2009*

[2] *Bài tập xác suất thống kê (Problems of Probability and statistics)*

*Ths Hoàng Ngọc Nhậm- NXB Thống kê, 2011*

- Reference books:

- [3] Xác suất và thống kê toán  
Nguyễn Thành Cả - NXB Kinh tế TP Hồ Chí Minh, 2012
- [4] Bài tập xác suất thống kê  
Ths Lê Khánh Luận – Ths Phạm Trí Cao – Nguyễn Thanh Sơn.  
NXB Đại học quốc gia TP Hồ Chí Minh, 2011.
- [5] Giáo trình Lý thuyết xác suất và thống kê toán  
Trần Cao Văn – Trần Thái Ninh. NXB Thống kê, 2005.
- [6] Giáo trình xác suất - thống kê và ứng dụng  
Nguyễn Phú Vinh. NXB Thống kê, 2008
- [7] Statistics for Business and Economics  
Pearson Education International, 2007
- [8] The Theory Probability.  
B. V. Gnedenko
- [9] Probability & Statistics for Engineers & Scientists  
Ronald E. Walpole – Raymond H. Myers – Sharon L. Myers – Keying Ye. Pearson  
Education International, 2002

#### 11. Evaluation:

- Participation in class: 5% (weight)
- Group discussion: 5%
- Mid – semester exam: 20%
- Final exam: 70%

#### 12. Course Grading Scale: (Credit)

#### 13. Learning Activities:

| Date                | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part)   | Student Preparation<br>(exercise, presentation, case studies...) | Learning objectives |
|---------------------|--|--|--|---------------------|
| Day 01<br>(4 hours) | Part I: Probability Theory:<br>Chapter 1: Concepts – Basic laws.<br>Show principal concepts, basic formulas and illustrate by real examples. | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 1 | Read Chapter 1   | Aim 1               |
| Day 02<br>(4 hours) | Chapter 1: (continued)<br>Show basic formulas and their usage in real examples.  | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 1 | Read Chapter I<br>Do exercise in Chapter 1                       | Aim 2               |
| Day 03<br>(4 hours) | Chapter 2: Random Variable – Probability Distribution.<br>Correct exercise in Chapter  | Textbook:<br>Principles of Probability and                             | Read Chapter 2   | Aim 3               |



|                     |  |  |                |       |
|---------------------|--|--|----------------|-------|
|                     | 1.<br>Show concepts, formulas and illustrate by real examples.   | statistics [I]<br>Chapter 2  |                |       |
| Day 04<br>(4 hours) | Chapter 3: Some Common Probability Distributions. Correct exercise in Chapter 1.<br>Show conditions for a random variable to follow binomial distribution (or Poisson distribution, or hypergeometric distribution), rules to measure corresponding probabilities and characterized parameters when a random variable is distributed as binomial (or Poisson, or hypergeometric) and illustrate by examples.   | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 3 | Read Chapter 3 | Aim 4 |
| Day 05<br>(4 hours) | Chapter 3: (continued) Correct exercise in Chapter 2.<br>Show the definition of normal distribution and the graph, rules to measure corresponding probabilities and illustrate by examples.  | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 3 | Read Chapter 3 | Aim 5 |
| Day 06<br>(4 hours) | Chapter 4: Two-dimensional Random Variable – Function Of Random Variables<br>Correct exercise in Chapter 3.<br>Show the concept of two-dimensional random variable and the joint probability mass function for a discrete two-dimensional random variable.<br>Show the definition of characterized parameters of a two-dimensional random variable.<br>Show the concept of function of one random variable (or two random variables) and ways to find the probability distribution for a function of one random variable (or two random variables).<br>Illustrate by examples. | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 4 | Read Chapter 4 | Aim 6 |

|                        |   |   |                   |        |
|------------------------|---|---|-------------------|--------|
| Day 07<br>(4 hours)    | Chapter 6: Sample Theory.<br>Correct exercise in Chapter 3 and 4.<br>Show basic concepts such as population, population mean, sample, sample mean, sample variance,... and illustrate by examples.  | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 6    | Read Chapter 6    | Aim 7  |
| Day 08<br>(4 hours)    | Chapter 7: Population Parameter Estimation.<br>Correct exercise in Chapter 4.<br>Mid-term examination.<br>Show the estimation problem, method of point estimate and interval estimate, formulas used in interval estimate,... and illustrate by examples. | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 7    | Read Chapter 7    | Aim 8  |
| Day 09<br>(4 hours)    | Chapter 7: (continued).<br>Correct exercise in Chapter 6.<br>Chapter 8: Statistical Hypothesis Testing.<br>Show concepts used in statistical hypothesis tests.  | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 7, 8 | Read Chapter 7, 8 | Aim 9  |
| Day 10<br>(4 hours)    | Chapter 8: (continued).<br>Correct exercise in Chapter 7 and 8.   | Textbook:<br>Principles of Probability and statistics [I]<br>Chapter 8    | Read Chapter 8    | Aim 10 |
| Day 11<br>(5 hours)    | Correct exercise in Chapter 8.<br>Review.<br>Answer questions related.  |   |                   |        |
| <b>Total: 45 hours</b> |   |   |                   |        |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Subject name:** Introduction to Law

**2. Code:** 3110117

**3. Credit points:** 02

**4. Level:** First year students.

**5. Teaching and learning strategies:**

Lecture: 8 classes(4 hours/class)

Self-studying: Students working in groups or individual with a time equal to 2 times of the minimum class hour.

**6. Requisite:**

**7. Contribution to course aims and graduate attributes**

**7.1 Knowledge:**

- Understanding the organizational structure of the State system in the field of economic management.(2)

- Applying the method of research, collection and systematization of the legal documents issued by State on a particular area, as well as an approach to legal documents, applying legal text into practice. (3)

- Understanding the general knowledge and methods of the course, students are able to gain a theoretical framework and methodology to educate themselves about the study of other legal issues that required in practical context.

**7.2 Professional:**

- Applying the rules of law in the area of administration, criminal, civil, labor and family to serve the needs of learning. (5)

- Establishing methods at the undergraduate level. (6)

- Addressing and resolving the simplest or common situations in the areas above.

(7)

**7.3 Personal:**

- Addressing the position and role of the State and the Law in economic management, forming the excitement and passion on chosen major or sub-major. (8)

- Enhance the student's understanding of the State, laws, always adhere strictly laws and regulations, fully conscious of the duties to the State, to society as a citizen or officer or members of State or the Party.

**8. Detailed subject description:**

Introduction to Law is a compulsory subject in the general knowledge education curriculum of the Ministry of Education and Training for Economic students. This subject provides students with basic knowledge of the Laws and State.

This subject is not specific in researching details of the problems but the basic contents and an overview of general concepts.

This subject will focus on: the structure of the state apparatus as well as the functions, powers and status of the legal apparatus of the Socialist Republic of Vietnam on the management of the economy and the legal nature System structure of the legal text.

**9. Activities:**

- Lecture: Students are required to attend 7 on 8 classes (to to capture the core content of the subject by the teacher lectures, presentations, exchange and evaluation of topics prepared in class)
- Exercise: Study at home in the state to address the topics posed by the teacher during school, exercise or collection of real-life situations.
- Tools and materials: personal computer or data storage device; Website of the agencies in the state apparatus Vietnam)

**10. Texts:**

- Requires texts:

+ *Introduction to Law, UEH Law School, 2012.*

+ *Collection of Legal documents for this subject, issued by UEH Law School, 2012*

-Recommended text:

+ *General Theory on States and Laws, UEH Law School, 2011.*

+ Governments websites.

**11. Assessment:**

- Attendant: %
- Group discussion: 5 %
- Presentation: 15 %
- Mid-term Assignment: 10 %
- Final Exam: 70 %

**12. Scoring: (According to the Regulation)**

**13. Subject Detail:**

| Class | Content   | Materials                      | Student Preperation                       | Course aims and graduate attributes |
|-------|---|--------------------------------|---|-------------------------------------|
| 1     | <b>1. State organization in economic management</b> | Chapter 1, <i>Introduction</i> | - Looking for mandatory documentation and | 1, 2, 4, 6, 8, 9                    |

|   |  |  |   |                  |
|---|--|--|---|------------------|
|   | <p><b>Methodology:</b><br/>Oratory; conversation;<br/>Analysis of typical historical event (video clip) to clarify issues.</p>   | <p><i>to Law</i>, pp 1 - 30.<br/>- <i>Collection of Legal documents for this subject, issued by UEH Law School</i><br/>- Website of the state bodies (parliament, government, courts, prosecution, People's Council and a number of local states</p> | <p>references.<br/>- Read before teaching content.<br/>- Listen to the lecture, record the contents of the core issues.<br/>- Exchange and GV problems posed in class.<br/>- Objection, assess the views of the group.<br/>- Ask questions to clarify issues.</p>   |                  |
| 2 | <p><b>2. Forms of law.</b></p> <p><b>Content:</b><br/>2.1 An overview of the basics of the law. (Concepts, attributes, and relationships between economic PL)<br/>2.2 Laws and law</p> <p><b>Method:</b><br/>Lectures, presentations, conversation, analysis of the situation (video clip) to clarify the issue.</p> | <p><i>Introduction to Law</i>, pp77-106<br/>- <i>Collection of Legal documents for this subject, issued by UEH Law School</i></p>  | <p>- Looking for mandatory documentation and references.<br/>- Read before teaching content.<br/>- Listen to the lecture, record the contents of the core issues.<br/>- Exchange and GV problems posed in class.<br/>- Objection, assess the views of the group.<br/>- Ask questions to clarify issues.</p> | 1, 3, 6, 8, 9    |
| 3 | <p><b>3. Implementation of the law</b></p> <p><b>Content:</b><br/>3.1 The legal system<br/>3.2 Implementation of the law<br/>3.3 Violation PL<br/>3.4 Liability</p> <p><b>Method:</b><br/>Presentations, lectures, conversations, analysis of event (video clip) to clarify issues</p>                               | <p><i>Introduction to Law</i>, pp43 – 77<br/><i>Collection of Legal documents for this subject, issued by UEH Law School</i></p>   | <p>- Looking for mandatory documentation and references.<br/>- Read before teaching content.<br/>- Listen to the lecture, record the contents of the core issues.<br/>- Exchange and GV problems posed in class.<br/>- Objection, assess the views of the group.<br/>- Ask questions to clarify issues.</p> | 1, 3, 4, 6, 7, 9 |
| 4 | <p><b>4. Civil law and family law.</b></p> <p><b>Content:</b><br/>4.1 Civil Law (objects and methods of adjustment,</p>  | <p><i>Introduction to Law</i>, pp 107 - 160<br/><i>Collection of Legal</i></p>   | <p>- Looking for mandatory documentation and references.<br/>- Read before teaching content.</p>  | 3, 4, 5, 6, 7, 9 |

|   |   |   |   |                  |
|---|---|---|---|------------------|
|   | <p>statutory and regulatory authorities possessed inheritance)<br/>4.2 Law on Marriage and Family (objects and methods adjusted; statutory marriage and divorce)</p> <p><b>Method:</b><br/>Presentations, lectures, conversations, analysis of event (video clip) to clarify issues</p>   | <p><i>documents for this subject, issued by UEH Law School</i></p>  | <ul style="list-style-type: none"> <li>- Listen to the lecture, record the contents of the core issues.</li> <li>- Exchange and GV problems posed in class.</li> <li>- Objection, assess the views of the group.</li> <li>- Ask questions to clarify issues.</li> </ul>   |                  |
| 5 | <p><b>5. Labor Law and the Civil Procedure Code.</b></p> <p>5.1 Labor Law (objects and methods to adjust labor relations including labor contracts, the content of labor relations and termination of labor relations)<br/>5.2 Civil Procedure Law</p> <p><b>Method:</b><br/>Presentations, lectures, conversations, analysis of event (video clip) to clarify issues</p> | <p><i>Introduction to Law, pp 161 – 226</i><br/>- <i>Collection of Legal documents for this subject, issued by UEH Law School</i></p> | <ul style="list-style-type: none"> <li>- Looking for mandatory documentation and references.</li> <li>- Read before teaching content.</li> <li>- Listen to the lecture, record the contents of the core issues.</li> <li>- Exchange and GV problems posed in class.</li> <li>- Objection, assess the views of the group.</li> <li>- Ask questions to clarify issues.</li> </ul> | 3, 4, 5, 6, 7, 9 |
| 6 | <p><b>6. Administrative Law.</b></p> <p><b>Content:</b><br/>6.1 Subjects and methods adjusted.<br/>6.2 Responsibility for administration.<br/>6.3 Personnel, public officials and employees.</p> <p><b>Method:</b><br/>Presentations, lectures, conversations, analysis of event (video clip) to clarify issues</p>   | <p><i>Introduction to Law, pp 257 – 292</i><br/>- <i>Collection of Legal documents for this subject, issued by UEH Law School</i></p> | <ul style="list-style-type: none"> <li>- Looking for mandatory documentation and references.</li> <li>- Read before teaching content.</li> <li>- Listen to the lecture, record the contents of the core issues.</li> <li>- Exchange and GV problems posed in class.</li> <li>- Objection, assess the views of the group.</li> <li>- Ask questions to clarify issues.</li> </ul> | 3, 4, 5, 6, 7, 9 |
| 7 | <p><b>7. Criminal law and criminal law.</b></p> <p><b>Content:</b><br/>7.1 Subjects and methods</p>   | <p><i>Introduction to Law, pp 227 - 256</i><br/>- <i>Collection of Legal</i></p>  | <ul style="list-style-type: none"> <li>- Looking for mandatory documentation and references.</li> <li>- Read before teaching content.</li> </ul>  | 3, 4, 5, 6, 7, 9 |

|   |   |  |   |                            |
|---|---|--|---|----------------------------|
|   | <p>adjusted.<br/>7.2 Processing of crime and punishment.<br/>7.3 The subject and stages.</p> <p><b>Method:</b><br/>Presentations, lectures, conversations, analysis of event (video clip) to clarify issues</p> | <p><i>documents for this subject, issued by UEH Law School</i></p> | <ul style="list-style-type: none"> <li>- Listen to the lecture; record the contents of the core issues.</li> <li>- Exchange and GV problems posed in class.</li> <li>- Objection, assess the views of the group.</li> <li>- Ask questions to clarify issues.</li> </ul> |                            |
| 7 | <p><b>8. Course Summary</b></p> <p>Content:<br/>8.1 Troubleshooting for students.<br/>8.2 Lecturer summary of the course.<br/>8.3 Mid-term test.</p> <p><b>Method:</b><br/>Oratory; conversation;</p>           |  | <ul style="list-style-type: none"> <li>- Listen to the lecture; record the contents of the core subjects.</li> <li>- Exchange and GV problems posed in class.</li> <li>- Ask questions about course content.</li> </ul>   | 1, 2, 3, 4, ,5, 6, 7, 8, 9 |

**APPROVAL OF THE HEAD OF DIVISION**

**INSTRUCTOR**

*VO PHUOC LONG, LLM*

**BACHELOR PROGRAM**

**MAJOR:** Finance - Banking

**CONCENTRATION:** Banking

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**SYLLABUS**

1. **Course Title:** Fundamentals of Informatics
2. **Course Code:** 3090123
3. **Number of Credits:** 3
4. **Level:** 1<sup>st</sup> academic year
5. **Teaching Time Allocation:**
  - Lecture: 3 credits
  - Practice, laboratory: 20 hours in lab
6. **Pre-Requisites:** None
7. **Course Aims & Learning Objectives:**
  - Course Aims: This course enables students develop the knowledge, skills, and perspectives needed to effectively participate as a citizen, producer, and consumer in an information-driven society. Students will learn the fundamentals of informatics and Microsoft Office software (Word, Excel, PowerPoint).
  - Course Objectives:
    - a) Students can understand the basic concepts of IT
    - b) Students can understand the OS, use Windows OS
    - c) Students can use Microsoft Word fluently to create, edit, format documents, business letters, templates, books...
    - d) Students can use Microsoft Excel to solve management problems
    - e) Students can use Microsoft PowerPoint to create attractive presentations
8. **Course Description:**

This course have 6 parts:

  - The basic concepts of IT.
  - OS and Windows OS
  - Computer networks and the Internet
  - Microsoft Word
  - Microsoft Excel
  - Microsoft PowerPoint
9. **Student Learning Activities:**
  - Participation: 80%
  - Excecises: 80%
10. **Recommended Resources:**
  - Textbooks: “Fundamentals of Informatics” – Faculty of BIS – University of Economics HCMC
  - Reference books:
    - o Step by Step Microsoft Office Professional 2010 –Microsoft Press.
    - o MOS - Study Guide for Microsoft Word/Excel/Powerpoint/Outlook 2010 - Microsoft Press



11. **Evaluation:**
- Participation in class: 10%
  - Presentation: 10%
  - Mid – semester exam: 20%
  - Final exam:60 %
12. **Course Grading Scale: 10**
13. **Learning Activities:**

| <b>Date</b>                                  | <b>Lecture</b>  | <b>Textbook</b>                           | <b>Student Preparation</b>   | <b>Learning objectives</b> |
|--|---|---|--|----------------------------|
| 1 (3 hours)                                  | Part 1: Basic concepts<br>Chapter 1: overview   | Part 1, chapter 1<br>in textbook          | Reading chapter<br>2,3 in textbook<br>Prepare<br>Presetation<br>about chapter<br>2,3           | (a)                        |
| 2 (3 hours<br>lecture + 2<br>hours practice) | Chapter 2: OS –<br>Windows OS<br>Chapter 3: Computer<br>networks and the<br>Internet  | Part 1, Chapter<br>2, 3 in textbook       | Present about<br>computer<br>networks and<br>the Internet<br>Reading part 2<br>(chapter 1,2,3) | (b)                        |
| 3 (3 hours+ 2<br>hours practice)             | Part 2: Microsoft<br>Word<br>Chapter 1: Overview<br>Chapter 2: Format<br>text, paragraph<br>Chapter 3: page layout<br>and Print | Part 2, chapter<br>1, 2, 3 in<br>textbook | Reading chapter<br>4, 5, 6<br>Do Word<br>excercises  | (c)                        |
| 4 (3 hours + 2<br>hours practice)            | Chapter 4: Table<br>Chapter 5: Objects<br>Chapter 6: Tools  | Part 2, Chapter<br>4, 5, 6 in<br>textbook | Reading Part 3,<br>chapter 1, 2<br>Do Word<br>excercises                                       | (c)                        |
| 5 (3 hours+ 2<br>hours practice)             | Part 3: Microsoft<br>Excel<br>Chapter 1: Overview<br>Chapter 2: edit and<br>format worksheet                                    | Part 3, chapter<br>1,2 in textbook        | Reading chapter<br>3 in textbook<br>Do word<br>excercises                                      | (d)                        |
| 6 (3 hours + 2<br>hours practice)            | Chapter 3: Functions  | Part 3, Chapter<br>3 in textbook          | Do Excel<br>excercises   | (d)                        |
| 7 (3 hours + 2<br>hours practice)            | Do excel excercises   | Excel excercises                          | Analysis and<br>design some<br>management<br>problems<br>Reading chapter<br>4 in textbook      | (d)                        |
| 8 (3 hours + 2<br>hours practice)            | Chapter 4: Database   | Part 3, Chapter<br>4 in textbook          | Do excel<br>excercises<br>Group<br>dicussions<br>Reading chapter<br>5, 6 in textbook           | (d)                        |

|                                 |  |                                  |   |                         |
|---------------------------------|--|----------------------------------|---|-------------------------|
| 9 (3 hours + 2 hours practice)  | Chapter 5: Chart<br>Chapter 6: Analysis and design some management problems with Excel | Part 3, Chapter 5, 6 in textbook | Do excel excercises<br>Reading part 4 in textbook<br>Prepare Presetation about PowerPoint | (d)                     |
| 10 (3 hours + 2 hours practice) | Part 4: Microsoft PowerPoint<br>Present presentations                                  | Part 4 in textbook               | Do PowerPoint excercises<br>Prepare some questions about the course                       | (e)                     |
| 11 (3 hours + 2 hours practice) | Review<br>Mid – semester exam  |                                  |   | (a),(b),(c),<br>(d),(e) |
| Total: 3 credit + 20 hours      |  |                                  |   |                         |

HoChiMinh City, 23/04/2013

**COURSE COORDINATOR**

**LECTURER**

**Truong Viet Phuong**

**Truong Viet Phuong**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title:** Optimization
2. **Course Code:** 3080209
3. **Number of Credits:** 02
4. **Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 2<sup>nd</sup> academic year
5. **Teaching Time Allocation:** (*credits, hours for activities*)
  - + Lecture: 30 hours
  - + Practice, laboratory
  - + Other
6. **Pre-Requisites:** (*necessary courses*) Linear Algebra, Analysis, Probability and Statistics.
7. **Course Aims & Learning Objectives:**
  - Course Aims: Introduction of some notations and provision of some methods for optimizing economical models.
  - Course Objectives:
    1. Establishing linear programming problems from practical models. Forms of the linear programming (LP) problem. The geometry method for solving LP problems.
    2. The simplex method for solving LP problems.
    3. The extensive simplex method.
    4. The dual problem: notations and formulations. Some theorems and applications.
    5. The model of the transportation problem and methods for solving transportation problems that total supply is equal to total demand.
    6. Forms of the transportation problem. The model of the non-capacitated vehicle problem.
    7. Solving practical problems and using computer software packages.
    8. The matrix game: notations and simplex methods for solving it.
    9. Multiobjective optimization and Pareto optimization.

## 8. Course Description:

Singleobjective optimization: notations and methods for solving it. Models of the LP problem, the transportation problem and the non-capacitated vehicle problem. Multiobjective optimization and Pareto optimization.

## 9. Student Learning Activities:

- Participation
- Exercises
- Tools and facilities
- Other

## 10. Recommended Resources:

- Textbooks:

[0] TS. Bùi Phúc Trung, TS. Nguyễn Thị Ngọc Thanh, ThS. Vũ Thị Bích Liên, Giáo trình TỐI ƯU HÓA, NXB Thống kê 2010.

- Reference books:

- [1] GS. Hoàng Tuy, Quy hoạch tuyến tính, NXB Khoa học Kỹ thuật Hà Nội 1976
- [2] GS.Phan Quốc Khánh, TS. Trần Huệ Nương, Quy hoạch tuyến tính, NXB GD 2000
- [3] PGS. Đặng Hân, Quy hoạch tuyến tính, Trường ĐH Kinh tế TP.HCM 1995
- [4] PGS. Lê Văn Phi, Quy hoạch tuyến tính, Trường ĐH Kinh tế TP.HCM 1991
- [5] Nguyễn Thành Cả, Tối ưu hóa tuyến tính, NXB Lao động 2011
- [6] George B. Dantzig, Linear programming and extensions, U. of California 1965.

## 11. Evaluation:

- Participation in class: % (weight)
- Group discussion: %
- Assignment: 5 %
- Presentation: %
- Report: 5 %
- Mid – semester exam: 20 %
- Final exam: 70 %
- Others: %

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

## 13. Learning Activities:

| Date   | Lecture<br>(chapter, part, teaching methodology) | Text Book<br>(chapter, part) | Student Preparation<br>(exercises, presentation, case studies...) | Learning objectives |
|--------|--|------------------------------|---|---------------------|
| Date 1 | Ch.1: LP problems.                               |                              | - Notations of Linear   |                     |

|                            |   |   |   |                    |
|----------------------------|---|---|---|--------------------|
| (4 hours)                  | - Practical problems.<br>- Forms of the LP problem.<br>- The geometry problem.  | [0] Ch.1,<br>p.1, p.2, p.3.                             | Algebra.<br>- Reading for preparation.  | Objective 1        |
| Date 2<br>(4 hours)        | Ch.1: LP problems.<br>- Fundamentals of the simplex method.<br>- The simplex algorithm.   | [0] Ch.1, p.4.<br>References:<br>[4], [5].              | - Exercises of modeling. -<br>Transformation of forms of problem.<br>- Reading for preparation. | Objective 2        |
| Date 3<br>(4 hours)        | Ch.1: LP problems.<br>- Extensive simplex method.<br>- Exercises.   | [0] Ch.1, p.4.<br>References:<br>[1], [2], [4], [5]     | - Exercises of the simplex method.<br>- Reading for preparation.                                | Objective 3        |
| Date 4<br>(4 hours)        | Exercises of Ch.1.<br>Ch.2: The dual problem.<br>- Definition. – Theorems.<br>- Application.  | [0] Ch.2,<br>p.1, p.2, p.3.                             | - Exercises of Ch.1.<br>- Reading for preparation.  | Objective 4        |
| Date 5<br>(4 hours)        | Exercises of Ch.1.<br>Mid – semester exam.  | References:<br>[3], [4], [5].                           | - Exercises of Chs. 1 and 2.<br>- Review of Chs. 1 and 2.                                       |                    |
| Date 6<br>(4 hours)        | Ch.3: The transportation problem.<br>- General problem.<br>- Properties.<br>- Algorithm.<br>- Transportation problems that total supply is not equal to total demand. | [0] Ch.4,<br>p.1, p.2, p.3.<br>References:<br>[1], [2]. | - Cycling phenomenon ( [5] Ch.1, 1.7).<br>- Reading for preparation.                            | Objective 5        |
| Date 7<br>(4 hours)        | Ch3: (continued)<br>- Transportation problems with Maximize of $f(X)$ .<br>- Problems with banned route.<br>- The non-capacitated vehicle problem.                    | [0] Ch.4,<br>p.4.1, p.4.2,<br>p.4.3, p. 4.4.            | - Exercises of the transportation problem.<br>- Forms of the transportation problem.            | Objective 6        |
| Date 8<br>(2 hours)        | Utilization of computer software packages for solving LP problems and transportation problems.  | [5] Ch.5<br><br>[5] Ch.7                                | - Assignment.<br>- Report.<br>- The matrix game, multiobjective linear programming.             | Objectives 7, 8, 9 |
| <b>Total:<br/>30 hours</b> |   |   |   |                    |

*Ho Chi Minh City, date*

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title:** INTERNATIONAL ECONOMICS
2. **Course Code:** 3010606
3. **Number of Credits:** 2
4. **Level :** 2<sup>nd</sup> academic year
5. **Teaching Time Allocation:** Student should expect to spend 15 hours per week on independent study for this course.

|                        |                    |
|------------------------|--------------------|
| Attendance at classes: | 4 hours per week   |
| Reading and reviewing: | 4-5 hours per week |
| Assignments:           | 5-6 hours per week |

It is very important that you keep up with the course readings, as this is a fast-paced course, covering much material.

6. **Pre-Requisites:** Microeconomics and Macroeconomics
7. **Course Aims & Learning Objectives:**
  - Course Aims present a comprehensive, up-to-date, and clear exposition of the theory and principles of international economics that are essential for understanding, evaluating, and suggesting solutions to the important international economics problems and challenges facing countries today.
  - Course Objectives:

By the end of this course, students should be able to:

- Apply the principles and theories used in international economics;
- Explain the trend of globalisation and theories of international economics (assessed by the mid-term test or an assignment);
- Identify economic integration, political, legal, and other environmental factors to compare national and regional economies throughout the world ;
- Know the meaning and effect of trade policies and an introduction of international finance (assessed by the final exam).

## 8. Course Description:

This is an introductory course in international economics, designed to provide you with the foundations necessary to continue your degree in international economics and a comprehensive understanding of the issues facing nations in international trade.

The course broadly covers all facets of international economics and is divided into the following topics:

### *Introduction*

An introduction to international economics  
Globalization

### **International trade theory**

The Law of Comparative Advantage  
The Standard Theory of International Trade  
Demand and Supply, Offer Curves, and the Terms of Trade  
Factor Endowments and the Heckscher-Ohlin Theory,

Economies of Scale, Imperfect Competition.  
Economic Growth and International Trade  
(recommended, not required reading)

### **International trade policies**

Trade Restrictions: Tariffs  
Nontariff Trade Barriers and the New Protectionism  
Economic Integration: Customs Unions and Free Trade Areas

International Trade and Economic Development  
(recommended, not required reading)

International Resource Movements and MNCs

### **Introduction of international finance**

Foreign Exchange Markets and Exchange Rates

### **Review of the course**

## 9. Student Learning Activities:

Reading lecture notes, textbooks and doing homework assigned by the lecturer  
Doing debates in class  
Submitting assignment on time  
Attend lectures regularly

## 10. Recommended Resources:

- Textbooks:

The required texts for this course are

(1) Dominick Salvatore (2012) *International Economics Trade and Finance*, 10<sup>th</sup> Edition, Wiley, New York.

(2) Nguyen Phu Tu and Tran Bich Van (2012), *International Economics*, 1<sup>st</sup> Edition, HCMC 3. General Publishing House (in Vietnamese)

(3) Hoang Thi Chinh, Nguyen Phu Tu and Nguyen Huu Loc (2005) *International Economics*, 3<sup>th</sup> Edition, HCMC Statistical Publishing House (in Vietnamese)

Earlier copies of the textbook and others are acceptable, but please ensure you read the correct chapters as given below:

- An introduction to international economics
- The Law of Comparative Advantage
- The Standard Theory of International Trade
- Demand and Supply, Offer Curves, and the Terms of Trade
- Factor Endowments and the Heckscher-Ohlin Theory
- Economies of Scale, Imperfect Competition, and International Trade
- Economic Growth and International Trade
- Trade Restrictions: Tariffs
- Nontariff Trade Barriers and the New Protectionism
- Economic Integration: Customs Unions and Free Trade Areas
- International Trade and Economic Development
- International Resource Movements and Multinational Corporations
- Foreign Exchange Markets and Exchange Rates

Additional readings (including a chapter from another textbook on trade policies) will also be assigned at the discretion of the course lecturer. The assigned textbook comes with web-site support (see materials and equipment below). Chapters are assigned for each topic (see schedule below).

## Materials and Equipment

The textbook provides the starting point for reading. This should NOT be considered the minimum necessary to complete assignments. Students are encouraged to make use of printed media (newspapers, magazines), academic material (journals and books), and resources available on the web (library databases, web pages of universities, companies, and international organisations, and media-related sites) as additional sources of reading and reference material. Additional references and reading material can be obtained from:

- the bibliography of the textbook,
- library electronic databases such as Proquest or Expanded Academic ASAP,
- McGraw-Hill On-Line Learning Center, [www.globaledge.com](http://www.globaledge.com), or [www.scholar.google.com](http://www.scholar.google.com)
- the lecturer of this course.

- Reference books:

(4) Paul R. Krugman; Maurice Obstfeld and Marc J. Melitz (2012). *International Economics Theory and Policy*, 9<sup>th</sup> Edition, Addison-Wesley, New York.

(5) Dennis R. Appleyard; Alfred J. Field, Jr and Steven L. Cobb (2010) *International Economics*, 7<sup>th</sup> Edition, McGraw-Hill, Singapore.

(6) Robert J. Carbaugh (2009) *International Economics*, 12<sup>th</sup> Edition, South-Western Cengage Learning, OH.

**Evaluation:** A breakdown of the final mark and description of each piece of assessment follows.

- |                             |      |
|-----------------------------|------|
| - Assignment:               | 10%  |
| - Presentation and Exercise | 10 % |
| - Mid – semester exam:      | 10 % |
| - Final exam:               | 70 % |



**Total**

**100%**

The final examination will be a MCQ 1-hour examination and will cover the contents of the entire course (lectures, tutorials, videos, course textbook and readings).

### **Assignment**

The assignment is designed to make you aware of the big wide world around you and its influence on international economics. The purpose of the assignment is to apply the principles, concepts, key ideas, theories and policies of international economics given in lectures and the textbook to real world examples of commercial policies, countries, and current events that influence the International economics in the context of globalisation and trade liberalisation. It is also intended to help you remember the ideas about international economics you will learn in this course - the key is to be able to apply these principles or concepts to your own real world examples!

You are encouraged to start collecting relevant examples from the first week of the semester. The choice of which International economics theory to apply, and which examples to use, is up to you, but there should be no repetition of principles or examples. I want you to come up with your own. By the end of this assignment you should be able to read/watch/surf the news and media and be able to comment on why and how this relates to international economics.

**Marking criteria.** The highest grades will be given to assignment which:

- focus on trade theory or trade policy
- demonstrate a clear definitions and solid understanding of each theory/policy
- apply and explain the relevance of an interesting, up-to-date, and non-trivial example with regard to each principle ;
- critically evaluate the examples in light of the principle/theory chosen;
- are presented using a clear and concise structure and writing style; and
- provide multiple references to sources of information from lectures, the textbook and other reference materials found on-line or elsewhere (demonstrating research capability)

Any reference you use in writing your assignments must be cited both in the text of your work and in a separate reference list

### **11. Course Grading Scale: 0 to 10**

*You are required to obtain an overall mark of at least 50%*

### ***Penalties***

Assignment in the form of a individual paper must be submitted at 2<sup>nd</sup> hour in the last lecture. Late assignment submissions will not be accepted.

Missing Mid – semester exam because of non-attendance will result in a mark of zero (0) for the exam. Exceptions will be made only for special circumstances (bereavement, illness, etc.) where documentation is provided.

Any student caught cheating on an assignment or examination will receive an automatic mark of zero (0). This includes plagiarism.

## 12. Learning Activities:

| Session                | Lecture   | Text Book  | Student Preparation   | Learning objectives   |
|------------------------|---|--|---|---|
| Session 1<br>(4 hours) | Introduction to the course and International Economics<br><br>The Law of Comparative Advantage  | - Ch1 &2, (2), pp4-28.<br>- Ch1&2, (3), pp9-55.<br>- Salvatore D. , pp1-43.        | Exercise ch2 (1)<br><br>or/and<br><br><b>Debate 1</b><br>Globalization: friends or foe?   | - Describe the subject matter (trade and monetary aspects) of Inter Econ.<br>- Understand the meaning and importance of globalization and identify the major international economic challenges facing the world today.<br>- Understand the law of comparative advantage   |
| Session 2<br>(4 hours) | Opportunity costs and Relative Commodity Prices<br><br>The Standard Theory of International Trade   | -Ch2, (2), pp29-43.<br>- Ch2&3, (3), pp56-94.<br>- Salvatore D. , pp43-100.        | Exercise ch2 (1)<br><br>or/and<br><br><b>Debate 2</b> Gains from trade specialization: the case of Taiwan                                       | - Understand the relationship between opportunity costs and relative commodity price<br>- How relative commodity prices and the comparative advantage of nations are determined under increasing costs<br>- Explain the basis for trade and show the gains from trade under constant costs conditions and with increasing cost                                      |
| Session 3<br>(4 hours) | Demand and Supply, Offer Curves, and ToT<br><br>Factor Endowments and the H-O Theory<br><br>Economies of Scale, Imperfect Competition (recommended, not required reading) | - Ch2, (2), pp44-50.<br><br>- Ch3, (3), pp95-122.<br><br>- Salvatore D. pp101-211. | Exercise ch3 and 5 (1)<br>or/and<br><br><b>Debate 3</b><br>1. Is low labor cost Vietnam' relative advantage?<br>2. Free trade or Managed trade? | - Show how the equilibrium price at which takes place is determined by demand & supply and with offer curves<br>- Explain the meaning of TOT and how they changed over time for countries<br>- Explain how comparative advantage is based on differences in factor endowments across nations and how trade affects relative factor prices within and across nations |
| Session 4<br>(4 hours) | Trade Restriction: Tariffs  | - Ch4, (2), pp114-151.<br>- Ch4, (3), pp 121-149.<br>- Salvatore D., pp 239-268    | Exercise ch8 (1)<br><br>or/and<br><br><b>Debate 4</b> Is protection of Vietnam car industry efficient?  | - Show partial equilibrium analysis of a tariff<br><br>- Understand the theory of a tariff structure<br><br>- Explain general equilibrium analysis of a tariff in a small country and large country   |
| Session 5<br>(4 hours) | Non tariff Trade  | - Ch5, (2),  | <b>Mid-term test</b><br><br><b>Debate 5</b> Anti-   | - Know the meaning and effect of quotas and other nontariff trade barriers  |

|                            |  |  |   |   |
|----------------------------|--|--|---|---|
|                            | barriers   | pp155-184.<br>- Ch5, (3),<br>pp150-161.<br>- Salvatore D.<br>pp279-292.  | dumping and<br>Vietnam's export   | - Describe the effect of<br>dumping and export<br>subsidies   |
| Session 6<br>(4 hours)     | NTBs (cont.)<br><br>The New<br>Protectionism   | - Ch5, (2),<br>pp185-212.<br>- Ch5, (3),<br>pp162-190.<br>- Salvatore D.<br>pp292-314.                           | Exercise ch 9 (1)<br><br>or/<br>and<br><b>Debate 6</b> Technical<br>and administrative<br>barriers for<br>seaproduct export:<br>the case of Vietnam   | - Know the meaning and<br>effect of other nontariff trade<br>barriers<br><br>- Explain the political<br>economy of protectionism<br>and strategic and industrial<br>policies  |
| Session 7<br>(3 hours)     | Economic Integration<br><br>International Trade and<br>Economic<br>Development   | - Ch7, (2), pp<br>261-270.<br><br>- Ch6&7, (3),<br>pp192-264.<br><br>- Salvatore D.<br>pp327-390.                | Exercise ch 10 (1)<br>or/<br>and<br><b>Debate 7</b><br>1. The major<br>economic benefits<br>and challenges<br>facing Vietnam<br>after economic<br>integration<br>2. Trade and<br>growth: S. Korea's<br>economic model | - Understand the meaning of<br>trade creation, trade<br>diversion, and the dynamic<br>benefits of economic<br>integration<br><br>- Describe the importance<br>and effects of Asean<br>Economic Community and<br>attempts at economic<br>integration among Vietnam<br>and LDCs   |
| Session 8<br>(3 hours)     | International Resource<br>movement and MNC<br><br>Foreign Exchange<br>Markets & Exchange<br>Rates<br><br><b>Review of the course<br/>and tips for the exam</b> | - Ch6, (2),<br>pp217-236.<br><br>- Ch8&9, (3),<br>pp269-326.<br><br>- Salvatore D. ,<br>pp399-421 và<br>461-492. | Exercise ch14 (1)<br>or/<br>and<br><br><b>Last debate:</b><br>Interaction<br>between FDI and<br>host country<br>government: the<br>case of Singapore<br><br><b>Deadline of<br/>assignment</b>                         | - Describe the motives for<br>and effects of international<br>portfolio and direct<br>investments on investing and<br>host country<br><br>- Understand the meaning<br>and functions of the foreign<br>exchange market<br><br>- Know what the<br>spot, forward, cross, and<br>effective exchange rate are<br><br>- Understand the meaning of<br>exchange risks, hedging,<br>speculation, and interest<br>arbitrage |
| <b>Total:<br/>30 hours</b> |  |  |   |   |

**COURSE COORDINATOR**

**LECTURERS**

- 1. Nguyễn Phú Tụ, Associate Prof**
- 2. Hoàng Thị Chinh, Prof**
- 3. Nguyễn Quốc Khanh, Dr**
- 4. Nguyễn Hữu Lộc, M.A.**
- 5. Nguyễn Hoàng Lê, Candidate Dr**
- 6. Ngô Văn Phong, M.A.**
- 7. Trần Bích Vân, M.A.**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title : MANAGEMENT**
2. **Course Code: 3020115**
3. **Number of Credits: 2**
4. **Level : 1<sup>st</sup> academic year**
5. **Teaching Time Allocation: (credits, hours for activities)**

Class time: 70%

Presentation and teamwork: 20%

Middle test: 10%

6. **Pre-Requisites:** Students must attend some subjects before such as: Economics Law, Labour Law, Develop Economic, etc.
7. **Course Aims & Learning Objectives:**

**Course Aims**

The unit explores: the knowledge of management, the necessary of management, management methods and skills for managers in dynamic and changing organizational environment

**Learning Objectives**

On successful completion of this subject, students should be able to:

1. Critically evaluate the theory, research and practice of management. Understanding basic knowledge about management such as: management, manager, manager level, etc
2. Appraise the necessary of management
3. Diagnose and recommend improvements in personal, group and organisational performance

4. Analyse the management implications: Understanding management process by management function, analysing the effecting of environment to organization, analysing the managerial case and make right decision

5. Be a good managers

**8. Course Description:**

|                         |   |
|-------------------------|---|
| <b>Subject Contents</b> | <p>The 5 main topics of the subject are:</p> <ol style="list-style-type: none"> <li>1. Overview of management</li> <li>2. The management Theories</li> <li>3. Organizational Environment</li> <li>4. Decision Making</li> <li>5. Management Functions <ul style="list-style-type: none"> <li>• Planning</li> <li>• Organizing</li> <li>• Motivating</li> <li>• Controlling</li> </ul> </li> </ol>   |
|                         | <p><b>Chapter 1. Overview of management</b></p> <ol style="list-style-type: none"> <li>1.1 The necessary of management in organization <ol style="list-style-type: none"> <li>1.1.1 Management Concept</li> <li>1.1.2 Management Functions</li> <li>1.1.3 The necessary of management in organization</li> </ol> </li> <li>1.2 Manager <ol style="list-style-type: none"> <li>1.2.1 Managers and manager levels</li> <li>1.2.2 Manager role</li> <li>1.2.3 Management Skills</li> </ol> </li> <li>1.3 Scientific and Artistic principles in management</li> </ol> <p><b>Chapter 2. Management theories developing</b></p> <ol style="list-style-type: none"> <li>2.1 Management history context</li> <li>2.2 Classical viewpoint</li> <li>2.3 Behavioral viewpoint</li> </ol> |

2.4 Quantitative management viewpoint

2.5 Contemporary viewpoints

2.5.1 Process theory

2.5.2 System theory

2.5.3 Contingency theory

2.6 Modern management Model

### **Chapter 3. Organizational Environment**

3.1 Concept and types of environment

3.1.1 Definition of environment

3.1.2 Types of environment

3.1.3 Affecting of environment to organization

3.2 Analyzing environment types

3.2.1 General environment

3.2.2 Industry environment

3.2.3 Internal environment

3.3 SWOT analysis

### **Chapter 4. Decision Making**

4.1 Overview of managerial decision making

4.1.1 Definition

4.1.2 Types of managerial decision making

4.1.3 Requirements of managerial decision making

4.2 Managerial decision making process

4.2.1 Managerial decision making process

4.2.2 Managerial decision making tools and models

4.3 Managerial decision making implement process

4.4 Fostering effectiveness of managerial decision making

### **Chapter 5. Management Functions**

5.1 Planning

|  |  |
|--|--|
|  | <ul style="list-style-type: none"><li>5.1.1 Overview of planning<ul style="list-style-type: none"><li>5.1.1.1 Definition of planning</li><li>5.1.1.2 Planning roles</li><li>5.1.1.3 Planning types</li></ul></li><li>5.1.2 Basic planning process</li><li>5.1.3 Management by Objectives</li><li>5.2 Organizing<ul style="list-style-type: none"><li>5.2.1 Overview of organizing<ul style="list-style-type: none"><li>5.2.1.1 Definition of organizing</li><li>5.2.1.2 Organizing roles</li><li>5.2.2.1 Basic elements of Organizing structure</li></ul></li><li>5.2.2 Organizing structure<ul style="list-style-type: none"><li>5.2.2.1 Basic elements of Organizing structure</li><li>5.2.2.2 Basic rules of Organizing structure</li><li>5.2.2.3 Basic viewpoints of Organizing structure</li><li>5.2.2.4 Basic periods of Organizing structure</li><li>5.2.2.5 Basic models of Organizing structure</li><li>5.2.2.6 Decentralization and delegation in management</li></ul></li></ul></li><li>5.3 Leading and Motivation<ul style="list-style-type: none"><li>5.3.1 Overview of leading and motivation<ul style="list-style-type: none"><li>5.3.1.1 Definition of leading and motivation</li><li>5.3.1.2 Leading and motivation roles</li></ul></li><li>5.3.2 Leading<ul style="list-style-type: none"><li>5.3.2.1 Definition</li><li>5.3.2.2 Leading styles</li><li>5.3.2.3 Making the right leading styles choice</li></ul></li><li>5.3.3 Motivation<ul style="list-style-type: none"><li>5.3.3.1 Definition</li><li>5.3.3.2 Motivation theories</li><li>5.3.3.3 Motivation implementation in management</li></ul></li><li>5.3.4 Information<ul style="list-style-type: none"><li>5.3.4.1 Information roles</li></ul></li></ul></li></ul> |
|--|--|



|  |  |
|--|--|
|  | <p>5.3.4.2 Fostering effectiveness of information</p> <p>5.3.5 Conflict management</p> <p>5.4 Controlling</p> <p>5.4.1 Definition</p> <p>5.4.2 Controlling roles</p> <p>5.4.3 Principles of controlling</p> <p>5.4.4 Controlling tools</p> |
|--|--|

#### 9. Student Learning Activities:

Attendance: 40% (attendance in class, presentation, test, etc.)

Final test: 60%

#### 10. Recommended Resources:

##### Main references

1. Phan Thị Minh Châu, *QUẢN TRỊ HỌC*, NXB Phương Đông, TP.HCM, 2011
2. Nguyễn Thị Liên Diệp, *QUẢN TRỊ HỌC*, NXB Thống kê, TP.HCM, 2010

##### References

1. Phạm Xuân Lan, Phan Thị Minh Châu, Trang Thành Lập - *QUẢN TRỊ HỌC*, 2007
2. Nguyễn Thị Liên Diệp – *QUẢN TRỊ HỌC* - Nxb Thống Kê ,2008
3. Harold koontz, Cyril Ó Donnell, Heinz Weibrich- NHỮNG VẤN ĐỀ CỐT YẾU QUẢN LÝ- Người dịch: Vũ thiều NXB Khoa học và Kỹ thuật; Hà Nội 1992.
4. Stephen Robbins MANAGEMENT CONCEPTS AND PRACTICES - Prentice Hall Inc 1990
5. Dick CarlSon - QUẢN TRỊ HỌC HIỆN ĐẠI - Người dịch: Lê Đình Viện
6. Bộ sách tăng hiệu quả làm việc cá nhân-BUSINESS / EDGE - NXB Trẻ 2003
7. Tư duy lại tương lai – NXB Trẻ 2002
8. Quản lý bằng giá trị- Ken Blanchard,Michael O’Connor- 2007

#### 11. Evaluation:

- Mid – semester exam: 30 %
- Final exam: 70 %

#### 12. Course Grading Scale: (*High distinction, Distinction, Credit, Pass*)

**13. Learning Activities:**

| <b>Session</b>  | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b>   | <b>Text Book<br/>(chapter,<br/>part)</b> | <b>Student Preparation<br/>(exercise,<br/>presentation, case<br/>studies...)</b> | <b>Learning<br/>objectives</b> |
|-----------------|--|--|--|--------------------------------|
| 1 <sup>st</sup> | Chapter 1. Overview of management                              | Chapter 1                                | Reading references<br>Preparing case study                                       | 1                              |
| 2 <sup>nd</sup> | Chapter 1 (Cont.)<br>Chapter 2. Management theories developing | Chapter 2                                | Reading references<br>Preparing case study<br>Presentation                       | 1,2                            |
| 3 <sup>th</sup> | Chapter 3. Organizational Environment                          | Chapter 3                                | Reading references<br>Preparing case study<br>Presentation                       | 4                              |
| 4 <sup>th</sup> | Class off to do exercises at home                              |  | Reading references<br>Homework   | 3                              |
| 5 <sup>th</sup> | Chapter 4. Decision Making                                     | Chapter 4                                | Reading references<br>Preparing case study<br>Presentation                       | 4,5                            |
| 6 <sup>th</sup> | Chapter 5. Management Functions                                | Chapter 5                                | Reading references<br>Preparing case study<br>Presentation                       | 1,4,5                          |
| 7 <sup>th</sup> | Chapter 5 (Cont.)  | Chapter 5                                | Reading references<br>Preparing case study<br>Presentation                       | 1,4,5                          |
| 8 <sup>th</sup> | Review   |  | Questions and Answers  | 1,2,3,4,5                      |

**COURSE COORDINATOR***Đào Bảo Dũng**Ho Chi Minh City, date***LECTURER****Phạm Hồng Danh**

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**BACHELOR PROGRAM**  
**MAJOR: FINANCE- BANKING**  
**CONCENTRATION: BANKING**

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## **SYLLABUS**

**1. Course Title:** Development Economics

**2. Course Code:** 3010135

**3. Number of Credits:** credits

**3. Level of training:** Bachelor Training System.

**5. Teaching Time Allocation:**

Lecture: 2 credits

**6. Pre-prerequisites** Students must have knowledge of Microeconomics I, Macroeconomics I

**7. Course Aims and Learning Objectives:** after finishing the course, students:

- 1) should be able to explain and distinguish the concepts relating to economic development
- 2) can use the criteria to measure the achievement of growth and development of a country.

3) Identify the factors that contribute to the economic development of a country, from here can write economic policy analysis or higher is involved in the process of policy development.

**8. Course Description:**

- Subjects to help students understand the basic concepts of economic growth and development; calculation of the target rate of growth and development of the analysis of factors contributing to economic growth, focus on the problem and the difficulties of the developing countries.
- Subjects are also studied the theories and models of growth, discusses why a country growing faster than another country as well as the ability to apply the experience of the developed countries to the developing countries.

Courses will focus on several topics important to economic growth in the developing countries: such as poverty and inequality, globalization, urbannisation,

**9. Student Learning Activities:**

- ❖ Participation lecture: teachers will present the basic theory content, the discussion is then based on the content of the readings, questions of individual students or the questions prepared in advance by the teachers. The actual information will be updated regularly.
- ❖ Student must do exercises and prepare presentation at home and then present at class

Students also have the opportunity to present their views through group exercises with topic session singular subjects. Each group (5-10 students) will have a 25-minute presentation before the class expresses understanding as well as by its

**10. Recommended Resources:**

❖ **Textbooks:**

- ***Vietnamese language:*** [1] Hoai Nguyen trong and Associates (2007), Development Economics, Labor Publishing House
- [2] Le Ngoc Uyen- Nguyen Ngoc Danh, assignments in development economics, Economic University, 2012

- **English language:**[3] Michael P. Todaro and Stephen C. Smith (2009), *Economic Development*. (Tenth edition) , Newyork University and the Population Council

❖ **Reference books:**

- [4]Perkins, Dwight, Steven Radelet and David Lindauer (2006), *Economics of Development* (Sixth Edition), New York: WW Norton and Company.
- [5]Michael P. Todaro (1998), *Kinh tế học cho thế giới thứ ba: Giới thiệu những nguyên tắc, vấn đề và chính sách phát triển* (Bản dịch tiếng Việt), NXB Giáo dục.
- [6]Đinh Phi Hồ, Lê Ngọc Uyển, Lê thị Thanh Tùng (2006), *Kinh tế phát triển*, NXB Thống kê

❖ **Reference Web:**

- Asian Development Bank: <http://www.adb.org/>
- Center for Global Development: <http://www.cgdev.org/>
- ELDIS: <http://www.eldis.org/>
- IDEAs: <http://www.ideaswebsite.org/>
- International Monetary Fund: <http://www.imf.org/>
- National Bureau of Economic Research: <http://www.nber.org/>
- Website of UNDP (Vietnames language): <http://www.undp.org.vn/>
- Website of the World Bank (Vietnamse language ): <http://www.worldbank.org.vn/>

**11. Evaluation** : requirements for students: Attend full time, doing the exercises assigned, participated in the Working Group, recommended reading and discuss in the class

The following activities will be evaluated to calculate mid-term score ( 50% of total scores)

- Participation in class: 20%
- Group discussion: 5%
- Assignment: 5%
- Presentation: 20%

Final exam: 50% of total scores

**12. Course Grading Scale:**

### 13. Learning Activities:

|   | Content  | Text Book and Preference book                              | Student Preparation (Exercices, presentation case studies...)  | Leaning objectives |
|---|--|--|--|--------------------|
| 1 | <p><b>CHAPTER 1: General Problems of economic growth and development</b></p> <p><b>1.1 Economic growth and development</b></p> <p>1.1.1 Concepts<br/>1.1.2 Need of fast economic growth<br/>1.1.3 Necessary of economic growth<br/>1.1.4 Purpose of economic development</p> <p><b>1.2 Index of measuring economic growth and development</b></p> <p>1.2.1 Group of index measuring growth<br/>1.2.2 Group of index measuring economic structural change<br/>1.2.3 Group of index measuring improvement of polity, culture, social and environment<br/>1.2.4 Human development index (HDI)</p> <p><b>1.3 Classification of countries: developed and developing countries</b></p> <p><b>1.4 Barriers in the development process</b></p> <p><b>1.5 Role of government in development process</b></p> | <p>[1] Chapter 1, chapter 2</p> <p>[2] chapter 1</p>       | <p>[2] Multiple choices</p> <p>[2 ]Do exercices 1.1,1.2,1.3,1.4; 1.5;1.6; 1.7</p> <p>Groups prepare presentation</p> |                    |
| 2 | <p><b>CHAPTER 2; THEORIES OF DEVELOPMENT</b></p> <p>2.1 Classical viewpoint: :Adam Smith-David Ricardo</p> <p>2.2.Neo-classical viewpoint :Alfred Marshall</p> <p>2.3 J. Meynard Keynes</p> <p>2.4 The Harrod Domar Model</p> <p>2.5 Structural change viewpoint: Athur Lewis-Hollis Chenery</p> <p>2.5 Theory of growth period : Rostow</p> <p>2.6 The Robert Solow model</p>   | <p>[1] chapter 3</p> <p>Chapter 4</p> <p>[2] chapter 2</p> | <p>[2] Multiple choises</p> <p>[2]Do exercices from 2.1 2.8</p>  |                    |

|   |  |   |  |  |
|---|--|---|--|--|
| 3 | <p><b>CHAPTER 3: Resources of development</b></p> <p><b>3.1 Capital</b><br/> 3.1.1. Distinguish between production capital and investment capital<br/> 3.1.2 Factors affecting investment capital<br/> 3.1.3. Sources of investment capital</p> <p><b>3.2 Labor force</b><br/> 3.2.1. Concept, role and characteristics of social labor force<br/> 3.2.2 Factors affecting quality of labor force<br/> 3.2.3 Evaluation of the social labor force and evaluation using the social labor force<br/> 3.2.4 Structure of labor market</p> <p><b>3.3 Science and technology</b><br/> 3.3.1 Concepts<br/> 3.3.2 The basic directions of studies science and technology<br/> 3.3.3 Method of approach science and technology of developing countries</p> <p><b>3.4 Natural resources</b><br/> 3.4.1 Concepts, characteristics, classification of natural resources<br/> 3.4.2 Property and rent of natural resources</p> <p><b>3.5 Contribution of resources to economic development</b></p> | <p>[1] chapter 6</p> <p>[2] chapter 3</p> | <p>[2] Multiple choice<br/> Do exercises from 3.1 to 3.13<br/> Groups prepare presentation</p> |  |
| 4 | <p><b>CHAPTER 4: Agriculture in development process</b></p> <p><b>4.1 Concepts, role characteristic of agricultural production</b></p> <p><b>4.2 Development process of agricultural production from 1976</b></p>  | <p>[1] chapter 7</p> <p>[2] chapter 4</p> | <p>[2] Multiple choices<br/> Do exercises 4.1 and 4.2<br/> Groups prepare presentation</p>     |  |

|   |  |   |  |  |
|---|--|---|--|--|
|   | <p><b>4.3 Key problems in development process of agricultural production</b></p> <p>4.3.1. Land property and reform</p> <p>4.3.2. Innovation technology in agriculture</p> <p>4.3.3. Development infrastructure in rural area</p> <p>4.3.4 Development services : finance, bank, veterinary medicine, botanic protect...</p> <p>4.3.5 Supported Policy of government : price, subsidy, reserve warehouse, tax, quota</p>   |   |  |  |
| 5 | <p><b>CHAPTER 5: INDUSTRY IN DEVELOPMENT PROCESS</b></p> <p><b>5.1 Concepts, role characteristic of industrial production</b></p> <p><b>5.2 Basic conditions for industrialisation</b></p> <p>5.2.1 Natural conditions</p> <p>5.2.2 Domestic and foreign trade policies</p> <p>5.2.3 Education</p> <p>5.2.4 Infrastructure</p> <p>5.2.5 Macro-economic environment and institution</p> <p><b>5.3 Importance problems in industrialisation</b></p> <p>5.3.1 Urbanisation</p> <p>5.3.2 Technology choices</p> <p>5.3.3 Economic of scale</p> <p>5.3.4 Development medium and small scale</p> <p>5.3.5 Simultaneous combination between agriculture and industry</p> <p>5.3.6 Negative effects of industrialisation</p> | <p>[1] chapter 8</p> <p>[2] chapter 5</p> | <p>[2] Multiple choices</p> <p>Do exercises 5.1,5.2,5.3</p> <p>Groups prepare presentation</p> |  |

|   |   |                                |   |  |
|---|---|--------------------------------|---|--|
| 6 | <b>CHAPTER 6: TRADE AND DEVELOPMENT</b><br>6.1 Concepts, role of trade in development process<br>6.2 Primary product strategy<br>6.3 Import substitution strategy<br>6.4 Export oriented strategy   | [1] chapter 8<br>[2] chapter 6 | [2] Multiple choices<br>Groups prepare presentation<br>[2] Do exercises 6.1, 6.2, 6.4 |  |
| 7 | <b>CHAPTER 7: POVERTY, INEQUALITY IN DEVELOPMENT PROCESS</b><br>7.1 Concepts<br>7.2 Measuring poverty and inequality<br>7.3 Causes of poverty and inequality<br>7.4 Theories of poverty and inequality<br>7.5 Experiences of eliminate hunger and reduce poverty of some countries.<br>7.6 Performance, experiences of eliminate hunger and reduce poverty of Vietnam | [1] chapter 5<br>[2] chapter 7 | [2] Multiple choices<br>Groups prepare presentation<br>Do exercises from 7.1 to 7.7   |  |
| 8 | <b><i>Presentation of groups</i></b>  |                                |   |  |

COURSE COORDINATOR

Ho Chi Minh City 2/5/2013

LECTURER

LE NGOC UYEN



UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***BASIS OF SECTOR KNOWLEDGE***

HO CHI MINH CITY – 05/2013

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## BACHELOR PROGRAM

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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# SYLLABUS

- 1. Course title: MICROECONOMICS 1**
- 2. Course code: 3010202**
- 3. Number of credits: 3**
- 4. Level: 1<sup>st</sup> academic year**
- 5. Teaching time allocation:** 45 hours of lecture. In addition, students are expected to spend 90 hours on reading materials and doing homework.
- 6. Prerequisites:** None
- 7. Learning objectives:**

This course introduces basic principles of microeconomics and the application of theories and models to explain economic activities. The applications of microeconomic theories and models will be properly emphasized during the course. Students successfully completing this course are expected to be able to:

- 1 – Understand economic problems facing the society
- 2 – Understand how markets work and apply this knowledge in practice
- 3 – Analyze the efficiency of markets
- 4 – Understand behaviors of consumers, producers and apply this knowledge to construct market demand and supply
- 5 – Understand how the prices are determined in different market structures
- 6 – Apply microeconomic theories for empirical issues.

### **8. Course description**

Microeconomics studies the behaviors of different economic agents in making decisions towards the efficient allocation of scarce resources. It focuses on the motivations and process of decision making of those agents, and the effects of these decisions on other agents as well as on the entire economy. It also identifies market failures that are the basis of government interventions for efficiency in the conditions of general competitive equilibrium.

This course consists of four parts. The first part introduces simple supply-demand model and the operations of competitive market, and the analyses of the effects of government interventions on competitive market. The second part introduces the theory of consumer choice, the derivation of individual demand from utility maximization behavior, and the construction of industry demand from individual demand. The third part analyzes the behaviors of producers, including the production function, cost minimization, and profit maximization. The firm output supply and industry supply are then constructed based on the analyses of producer behaviors. The fourth part presents models of monopoly, oligopoly, and monopolistic competition, for a comprehensive analysis of market structures.

### 9. Student learning activities

- Reading lecture notes, textbooks, and reference materials, and doing homework assigned by the instructor before class
- Attend lectures regularly
- Participate in discussions and doing tests in class

### 10. Recommended resources

All the books listed here are in Vietnamese or translated into Vietnamese.

- **Main textbooks**

- 1- Department of Economics. 2012. Microeconomics. HCMC General Publishing House.
- 2- Pyndick R.S. and D.L. Rubinfeld. 1999. **Microeconomics**, 3rd edition. Statistical Publishing House.
- 3- Mankiw, N.G. 2003. **Principles of Economics**, Vol. II. Statistical Publishing House.

- **Reference books**

- 4- Begg, D., S. Fischer and R. Dornbusch. 2009. Economics, Vol. I, 8<sup>th</sup> edition. Mc Graw Hill and Statistical Publishing House.
- 5- Hirshleifer , J. and A. Glazer. 1996. Price Theory and Applications (5<sup>th</sup> edition). Scientific and Technical Publishing House.
- 6- Samuelson, P.A. and W.D. Nordhalls. 2002. Economics (Vol. I, 2<sup>nd</sup> edition). Statistical Publishing House.
- 7- Le Bao Lam, Nguyen Nhu Y, Tran Thi Bich Dung and Tran Ba Tho. 2011. Microeconomics. HCMC General Publishing House.

### 11. Evaluation:

|  |      |
|--|------|
| Class participation and group discussion:  | 10 % |
| Presentation and reporting of assignments: | 10 % |
| Mid-term exam:                             | 10 % |
| Final exam:                                | 70 % |

### 12. Course grading scale: 0 to 10.

### 13. Learning activities:

| <b>Date (hours)</b> | <b>Lecture</b>  | <b>Reading materials</b>                          | <b>Student preparation</b>               | <b>Learning objectives</b> |
|---------------------|---|---|--|----------------------------|
| Day 1<br>(4 hours)  | <u>Lecture 1</u><br><b>Introduction to Microeconomics</b>     | (1) Chapter 1<br>(2) Chapter 1<br>(3) Part 1      | Reading materials before coming to class | 1                          |
| Day 2<br>(4 hours)  | <u>Lecture 2</u> <b>Demand, Supply and Market equilibrium</b> | (1) Chapter 2<br>(2) Chapter 2<br>(3) Part 2      | Reading materials<br>Doing homework      | 2                          |
| Day 3<br>(4 hours)  | <u>Lecture 2</u> <b>Demand, Supply and Market equilibrium</b> | (1) Chapter 2<br>(2) Chapter 2<br>(3) Part 2      | Reading materials<br>Doing homework      | 2, 3                       |
| Day 4<br>(4 hours)  | <u>Lecture 3</u> <b>Theory of Consumer Choice</b>             | (1) Chapter 3<br>(2) Chapter 3, 4                 | Reading materials<br>Doing homework      | 4                          |
| Day 5<br>(4 hours)  | <u>Lecture 4:</u> <b>Producer theory</b>                      | (1) Chapter 4<br>(2) Chapter 6                    | Reading materials<br>Doing homework      | 4                          |
| Day 6<br>(4 hours)  | <u>Lecture 5:</u> <b>The Costs of Production</b>              | (1) Chapter 5<br>(2) Chapter 7                    | Reading materials<br>Doing homework      | 4                          |
| Day 7<br>(4 hours)  | <b>REVIEW - EXERCISES</b><br><b>MID-TERM EXAM</b>             |   | Reading materials<br>Doing homework      | 1, 2, 3, 4                 |
| Day 8<br>(4 hours)  | <u>Lecture 6</u> <b>Perfect Competition Market</b>            | (1) Chapter 6<br>(2) Chapter 8<br>(3) Chapter 14  | Reading materials<br>Doing homework      | 5                          |
| Day 9<br>(4 hours)  | <u>Lecture 7</u> <b>Monopoly</b>                              | (1) Chapter 7<br>(2) Chapter 10<br>(3) Chapter 15 | Reading materials<br>Doing homework      | 5                          |
| Day 10<br>(4 hours) | <u>Lecture 8</u> <b>Imperfect Competition Market</b>          | (1) Chapter 8<br>(2) Chapter 12<br>(3) Chapter 16 | Reading materials<br>Doing homework      | 5                          |
| Day 11<br>(4 hours) | <b>REVIEW – QUESTIONS AND ANSWERS</b>                         |   | Reading materials<br>Doing homework      | 6                          |
| <b>Total</b>        | <b>44 hours</b>   |   |  |                            |

*Ho Chi Minh City, 18/04/2013*

**COURSE COORDINATOR**

*(Name and signature)*

**INSTRUCTORS**

- 1. Lê Trung Cang, M.A.**
- 2. Trần Thị Bích Dung, M.A.**
- 3. Lâm Mạnh Hà, M.A.**
- 4. Nguyễn Quỳnh Hoa, Ph.D.**
- 5. Trương Quang Hùng, M.A.**
- 6. Trần Văn Hùng, Senior lecturer**
- 7. Hay Sinh, Ph.D.**
- 8. Huỳnh Văn Thịnh, M.A.**
- 9. Trần Bá Thọ, M.A.**
- 10. Trần Thừa, Senior lecturer**
- 11. Nguyễn Hoài Bảo, M.A.**
- 12. Nguyễn Ngọc Hà Trân, M.A.**

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## BACHELOR PROGRAM

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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# SYLLABUS

**14. Course title: MACROECONOMICS 1**

**15. Course code: 3010206**

**16. Number of credits: 3**

**17. Level: 1<sup>st</sup> and 2<sup>nd</sup> academic year**

**18. Teaching time allocation:** 45 hours of lecture. In addition, students are expected to spend 90 hours on reading materials and doing homework.

**19. Prerequisites:** None

**20. Learning objectives:**

After completing this course, students are expected to be able to:

1. Understand issues and activities of the economy, as well as their linkages in basic macroeconomic theories and models.
2. Assess economic performance of the economy using macroeconomic indicators.
3. Assess the impacts of fiscal and monetary policies on the performance of the economy

**21. Course description**

Macroeconomics studies the economy at the aggregate level, including:

1. Describe and measure macroeconomic variables including output (GDP, GNI, GNDI), inflation, employment and unemployment.
2. Apply simple macroeconomic models to explain the relationships between macroeconomic variables, for example those between government budget and economic growth and inflation, those between money supply and interest rate and exchange rate.
3. Analyze short-run macroeconomic fluctuations, issues of business cycles, supply and demand shocks, the roles of fiscal and monetary policies in stabilizing the economy.

## 22. Student learning activities

- Reading lecture notes, textbooks and other reading materials, and doing homework assigned by the instructor before class
- Attending lectures regularly
- Participating in discussions and doing tests in class

## 23. Recommended resources

All the books listed here are in Vietnamese or translated into Vietnamese.

### Required textbooks

- 8- Begg, D., S. Fischer and R. Dornbusch. 2009. Economics, Vol. II, 8<sup>th</sup> edition. McGraw Hill and Statistical Publishing House.
- 9- Samuelson, P.A. and W.D. Nordhalls. 2002. Economics (Vol. II, 2<sup>nd</sup> edition). Statistical Publishing House.
- 10- Gordon R.J. 1994. Macroeconomics. Ha Noi Science and Technology Publishing House.

### Reference books

- 11- Nguyễn Như Ý, Trần Thị Bích Dung, Lâm Mạnh Hà ,Trần Bá Thọ. 2011. Macroeconomics. HCMC General Publishing House.
- 12- Trần văn Hùng, Trương Quang Hùng, Nguyễn Thanh Triều, Châu Văn Thành, Nguyễn Trí Hùng. 1998. Macroeconomics, Viet Nam Education Publishing House.
- 13- Phan Nữ Thanh Thủy, Trần Nguyễn Ngọc Anh Thu. 2010. Macroeconomics. Statistical Publishing House.

Students should visit the following websites, which are rich of macroeconomic information:

- State Bank of Viet Nam: <http://www.sbv.gov.vn> ;
- Ministry of Planning and Investment: <http://www.mpi.gov.vn>;
- Ministry of Finance: <http://www.mof.gov.vn>;
- International Monetary Fund: [www.imf.org](http://www.imf.org);
- General Statistical Office: [www.gso.gov.vn](http://www.gso.gov.vn)
- Asian Development Bank: [www.adb.org](http://www.adb.org)
- The Open Courseware of Fullbright Economics Teaching Program: <http://www.fetp.edu.vn/en/opencourseware/fetp-opencourseware/>

## 24. Evaluation:

- In-class discussions and exercises: 10 %
- Presentation and reporting assignment: 10 %

- Mid-term exam: 10 %
- Final exam: 70 %

**25. Course grading scale:** 0 to 10.

**26. Learning activities:**

Deadlines for assignments, essay and presentation will be determined and informed to class by the instructor.

| <b>Date (hours)</b> | <b>Lecture</b>                                      | <b>Reading materials</b>                   | <b>Student preparation</b>          | <b>Learning objectives</b> |
|---------------------|---|--|-------------------------------------|----------------------------|
| Day 1<br>(4 hours)  | <u>Lecture 1</u> Introduction to Macroeconomics     | (1) Chapter 19<br>(2) Chapter 21           | Reading materials<br>Doing homework | 1                          |
| Day 2<br>(4 hours)  | <u>Lecture 2</u> National Income Accounting         | (1) Chapter 19<br>(2) Chapter 22           | Reading materials<br>Doing homework | 1                          |
| Day 3<br>(4 hours)  | <u>Lecture 3</u> The real market                    | (1) Chapter 20<br>(2) Chapter 23,24        | Reading materials<br>Doing homework | 1                          |
| Day 4<br>(4 hours)  | <u>Lecture 4</u> Aggregate Demand and Fiscal Policy | (1) Chapter 21<br>(2) Chapter 25           | Reading materials<br>Doing homework | 2,3                        |
| Day 5<br>(4 hours)  | <u>Lecture 5</u> Money, Banking and Monetary Policy | (1) Chapter 22,23<br>(2) Chapter 26,27     | Reading materials<br>Doing homework | 2,3                        |
| Day 6<br>(4 hours)  | <b>REVIEW - EXERCISES MID-TERM EXAM</b>             |  |                                     |                            |
| Day 7<br>(4 hours)  | <u>Lecture 6</u> IS-LM Model                        | (1) Chapter 24,<br>(3) Chapter 4           | Reading materials<br>Doing homework | 1,2,3                      |
| Day 8<br>(4 hours)  | <u>Lecture 7</u> Inflation and Unemployment         | (1) Chapter 26,<br>27<br>(3) Chapter 9, 11 | Reading materials<br>Doing homework | 1,2,3                      |
| Day 9<br>(4 hours)  | <u>Lecture 8</u> Open Economy Macroeconomics        | (1) Chapter 28,29<br>(3) Chapter 14        | Reading materials<br>Doing homework | 1,2,3                      |
| Day 10<br>(4 hours) | <u>Lecture 8</u> Open Economy Macroeconomics (cont) |  | Reading materials<br>Doing homework | 1,2,3                      |
| Day 11<br>(4 hours) | <b>REVIEW – QUESTIONS AND ANSWERS</b>               |  |                                     |                            |
| <b>Total</b>        | <b>44 hours</b>                                     |  |                                     |                            |



*Ho Chi Minh City, 18/04/2013*

**COURSE COORDINATOR**

**Instructors**

- 1. Hay Sinh, Ph.D.*
- 2. Phan Nữ Thanh Thủy, Ph.D.*
- 3. Trần Thị Bích Dung, M.A.*
- 4. Lâm Mạnh Hà, M.A.*
- 5. Trương Quang Hùng, M.A.*
- 6. Trần Bá Thọ, M.A.*
- 7. Châu Văn Thành, M.A.*
- 8. Huỳnh Văn Thịnh, M.A.*
- 9. Nguyễn Hoài Bảo, M.A.*
- 10. Trần Văn Hùng, Senior lecturer*
- 11. Trần Thừa, Senior lecturer*
- 12. Nguyễn Ngọc Hà Trân, M.A.*
- 13. Nguyễn Xuân Lâm, M.A.*
- 14. Ngô Hoàng Thảo Trang, M.A.*

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***OPTIONAL MODULES IN THE  
GENERAL STAGE***

HO CHI MINH CITY – 05/2013

## BACHELOR PROGRAM

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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## SYLLABUS

- 1. Course Title:** History of Economic Theories
- 2. Course Code:**
- 3. Number of Credits:** 3.
- 4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** Optional modules in the general stage
- 5. Teaching Time Allocation:** (*credits, hours for activities*)

+Class attance: 45 periods

+ Self-study: 90 periods

**6. Pre-Requisites:** *Courses should be taken before this course: No*

**7. Course Aims & Learning Objectives:**

1) Equip learners the basic knowledge about the process of formation and development of the economic theories of the different schools of economics and its impact on the stage of economic development.

2) Thi course will help students understand the formation origin of the economic principles of the modern market economy. Contributing to the development and improvement of the socialist-oriented market economy in Vietnam.

3) Equip learners with thinking and economic methodology to solve the specific problems of economic reality.

4) Via economic theories to understand the process of transition to a market economy in Vietnam. Apply knowledge of the History of Economic Theories to economic reality in Vietnam.

**8. Course Description**

**CHAPTER I. SUBJECT AND RESEARCH METHODS**

I/ Overview

II/ Subject and research methods

III/ Function and research significance

## **CHAPTER II: ECONOMIC IDEOLOGY IN ANTIQUITY AND MEDIEVAL HISTORY**

**Student read more in textbook**

### **CHAPTER III. ECONOMIC THEORY OF MERCANTILISM**

I / Background and basic economic characteristics of Mercantilism:

II / Two development phase of Mercantilism.

III / Mercantilism in some countries.

### **CHAPTER IV. CLASSICAL BOURGEOIS ECONOMIC THEORY**

I / Background, characteristics and methodology of economic theory classic Capitalism:

II / The economic theory of W. Petty (1623 - 1687):

III / The economic theory of Mercantilism areas:

IV / The economic theory of Adam. Smith (1723-1790).

V / The economic theory of David Ricardo.

VI / The economic theory of TRMalthus and J.B.Say

### **CHAPTER V. ECONOMIC THEORY OF UTOPIAN WESTERN EUROPE SOCIALIST REPUBLIC IN NINETEENTH CENTURY**

**Student read more in textbook**

### **CHAPTER VI. ECONOMIC THEORY OF MARXIST-LENINIST**

I / Background and research methodology in the economic theory of Marx-Engels

II / Content of economic theory of Marx-Engels:

III / The economic theory of V.I.Lenin

### **CHAPTER VII. THE ECONOMIC THEORY OF THE NEOCLASSICAL**

I / Background and research methodology of Neoclassical schools:

II / Main schools and authors:

### **CHAPTER VIII. ECONOMIC THEORY OF KEYNESIAN**

I / Background and research methodology:

II / Content of economic theory of JM Keynes:

III / The economic theory of the new Keynesian:

### **CHAPTER IX. ECONOMIC THEORIES OF THE NEW FREEDOM SCHOOL**

I / Overview

II / The economic theory of New Freedom school

### **CHAPTER X. THEORY OF MIXED ECONOMY**

I / Background and research methodology

II / Content of theory of mixed economy.

III / Some basic theories of the Doctrine of the Mixed Economy.

### **CHAPTER XI THE THEORY OF GROWTH AND ECONOMIC DEVELOPMENT**

I / Concept of growth and economic development

II / The theories of economic growth.

## **9. Recommended Resources:**

### **9.1. Compulsory materials:**

- Textbook Lịch sử các học thuyết kinh tế-Trường Đại học Kinh tế, Khoa Lý luận chính trị; Môn Lịch sử các học thuyết kinh tế; NXB Đại học Quốc gia TP. HCM năm 2009
- Lịch sử các học thuyết kinh tế; GS.TS.Mai Ngọc Cường; NXB Lý luận Chính trị; năm 2006.

### **9.2. Reference materials**

- Maurice Baslé; Françoise Benhamon; Bernard Havance; Alain Gélédan; Jean Léobal; Alian Lipietz Lịch sử tư tưởng kinh tế (2 tập). Nhà xuất bản khoa học xã hội. Năm 1996.
- Của cải của các dân tộc ( The Wealth of Nations); Adam Smith; NXB Giáo dục; năm 2003.
- Lý thuyết chung về việc làm, lãi suất tiền tệ - John Maynard Keynes; Nhà xuất bản Giáo dục, năm 2004

### **10.Assessment:**

#### **Process assessment: (50%)**

- Assignment: 20%
- Test: 20%
- Attendance: 10%

Final test (50%)

**Total :** **100%**

### **11. Scale: 10/10**

## 12. Learning Activities: History of Economic Theories

| Session<br>( <i>periods</i> )      | Lecture<br>(chapter, part, teaching methodology)  | Text Book<br>(chapter, part)  | Student<br>Preparation<br>(exercise,<br>presentation,<br>case studies...)                          | Requirements: Contents;<br>skills  |
|------------------------------------|---|---|--|--|
| <b>Session 1</b><br>(4<br>periods) | <p><b>CHAPTER I. SUBJECT VA RESEARCH METHODS</b></p> <p>I/ Overview<br/>II/ Subject and research methods<br/>III/ Function and research significance</p> <p><b>CHAPTER II: ECONOMIC IDEOLOGY IN ANTIQUITY AND MEDIEVAL HISTORY</b><br/>Student read more in textbook</p> <p><b>CHAPTER III. ECONOMIC THEORY OF MERCANTILISM</b></p> <p>I / Background and basic economic characteristics of Mercantilism:<br/>II / Two development phase of Mercantilism.</p> | <p>1. Textbook chapter I , III<br/>2. Other reference materials</p> | <p>-Prepare discussion chapter III, part 2</p> <p>-Read references as lecturer's requirements.</p> | <p>-Lecturer introduces Subject and research methods, Function and research significance of the course</p> <p>-Lecturer analyzes characteristics of Mercantilism and two development phase of Mercantilism.</p> <p>-Lecturer introduce textbook and research materials.<br/>-Lecturer instruct discussion contents</p> |
| <b>Session 2</b><br>(4<br>periods) | <p>III / Mercantilism in some countries.</p> <p><b>CHAPTER IV. CLASSICAL BOURGEOIS ECONOMIC THEORY</b></p> <p>I / Background, characteristics and methodology of Classical Bourgeois economic theory<br/>II/ Economic Theories in the first phase of Classical Bourgeois economic theory<br/>DISCUSSION: 2 PERIOD</p>   | <p>1. Textbook chapter IV<br/>2. Other reference materials</p>      | <p>1. Presentation and Discussion</p> <p>2. Read chapter IV, prepare to discuss part 2</p>         | <p>-Lecturer introduce the development of Mercantilism in some countries<br/>-Lecturer analyze the contents of physiocrat theory.</p> <p>Lecturer instruct discussion</p>  |

|                              |  |   |   | contents  |
|------------------------------|--|---|---|---|
| <b>Session 3 (4 periods)</b> | IV/ Economic Theories in the development phase of Classical Bourgeois economic theory<br>V/ Economic Theories in the post phase of Classical Bourgeois economic theory<br><br>DISCUSSION:  | 1.Textbook chapter IV, V<br>2. Other reference materials      | 1. Presentation and Discussion 2. Research on chapter IV, part 4  | Lecturer analyze the content of economic theory A. Smith and D. Ricarrdo<br>Lecturer introduces content of economic theories of JBSay and TRMalthus<br>- Lecturer instruct discussion contents. |
| <b>Session 4 (4 periods)</b> | <b>CHAPTER V.<br/>ECONOMIC THEORY OF UTOPIAN WESTERN EUROPE SOCIALIST REPUBLIC IN NINETEENTH CENTURY</b><br><b>Student read more in textbook</b><br><b>CHAPTER VI: CHAPTER VI. ECONOMIC THEORY OF MARXIST-LENINIST</b><br><u>I/ Overview. (0,5 period)</u><br>1. Background<br>2. Basic characteristics<br><u>II/ The contributions of K. Marx and F. Engels in Economic Sciences (1,5 period)</u><br>1. The theory of labor value.<br>2. The theory of surplus value.<br>3. The theory of capital accumulation, circulation and flows of capital.<br>4. Theory of reproduction of social capital. | 1. Textbook chapter VI<br>2. Other reference materials        | 1. Presentation and Discussion 2. Research on chapter V, item 2<br><br>3. Read references as lecturer's requirements. | - Lecturer introduce background and basic characteristic of economic theory of Marxist-Leninist<br><br>-Guide student to discuss and present  |
| <b>Session 5 (4 periods)</b> | Continue<br>5. Theory of distribution of surplus value<br><u>III/ The economic theory of V.I.Lenin (giảng 1 tiết)</u><br>1. Lenin's theory of imperialism.<br>2. Lenin's theory of the transition period and the New Economic Policy.  | -Read textbook<br><br>- Read: New economy policy of V.I.Lenin | -Prepare V.I.Lenin's economic theory<br><br>- Presentation and Discussion.  | -Lecturer analyzes content of theory of labour value and surplus value of K.Marx and new economy policy of V.I.Lenin.<br>-Lecturer introduces Background and research                           |

|   |   |   |  |   |
|---|---|---|--|---|
|   | <p align="center"><b>CHAPTER VII. THE ECONOMIC THEORY OF THE NEOCLASSICAL</b></p> <p>I/ Background and research methodology of Neoclassical schools: (0,5 period)</p> <ol style="list-style-type: none"> <li>Background.</li> <li>Research methodology.</li> </ol>  |   |  | <p>methodology of Neoclassical schools.</p> <p>-Guide student to discuss</p>  |
| <p><b>Session 6</b><br/>(4 periods)</p> | <p>II/ <u>Key economic theories: (2,5 periods)</u></p> <ol style="list-style-type: none"> <li>The economic theories of Vienne school (Austria)</li> <li>The economic theories of Colombia school (America).</li> <li>The economic theories of Lausanne school (Swiss)</li> <li>The economic theories of Cambridge school (England)</li> </ol> <p align="center"><b>CHAPTER VIII.<br/>ECONOMIC THEORY OF KEYNESIAN</b></p> <p>I/ <u>Background and research methodology: (0,5 period)</u></p> <ol style="list-style-type: none"> <li>Background.</li> <li>Biography and research methodology.</li> </ol> | <ol style="list-style-type: none"> <li>Textbook chapter VII</li> <li>Other references</li> </ol>  | <ol style="list-style-type: none"> <li>Presentation and Discussion.</li> <li>Research on chapter VII, item 2</li> </ol>        | <p>-Lecturer analyzes content of the economic theories of Vienne school and the economic theories of Cambridge school</p> <p>-Lecturer introduces Background and research methodology of economic theory of Keynesian.</p> <p>-Guide student to present</p>   |
| <p><b>Session 7</b><br/>(4 periods)</p> | <p>II/ <u>Content of economic theory of Keynesian: (2 periods)</u></p> <ol style="list-style-type: none"> <li>Basic content of theory of "Occupation".</li> <li>Theory of state economy modification according to theory of Keynesian.</li> </ol> <p>III/ <u>Economic theory of New Keynesian: (0,5 period)</u></p> <ol style="list-style-type: none"> <li><u>Economic theory of New Keynesian in America.</u></li> <li><u>Economic theory of New Keynesian in French.</u></li> <li>Critique of economic theory of <u>Keynesian</u> from the bourgeois economists.</li> </ol> <p>DISCUSSION:</p>        | <ol style="list-style-type: none"> <li>Textbook chapter VIII</li> <li>Other references</li> </ol> | <ol style="list-style-type: none"> <li>Presentation and Discussion.</li> <li>Research on chapter VIII, item 2 and 3</li> </ol> | <p>-Lecturer analyzes content of economic theory of Keynesian and policies of state economy modification according to theory of Keynesian and realistic meaning.</p> <p>-Lecturer introduces the development of Keynesian theory in some countries</p> <p>-Guide student to present and discuss</p> |
| <p><b>Session 8</b><br/>(4 periods)</p> | <p align="center"><b>CHAPTER IX.<br/>ECONOMIC THEORIES OF THE NEW FREEDOM SCHOOL</b></p> <p>I/ <u>Overview. (0,5 period)</u></p> <ol style="list-style-type: none"> <li>Background.</li> </ol>  | <ol style="list-style-type: none"> <li>Textbook chapter IX</li> </ol>                             | <ol style="list-style-type: none"> <li>Presentation and Discussion.</li> <li>Research on chapter IX, item 2</li> </ol>         | <p>-Lecturer introduces background and basic characteristic of economic theories of the new freedom school.</p>   |



|                                   |   |  |   |   |
|-----------------------------------|---|--|---|---|
|                                   | <p>2. Characteristic.</p> <p><u>II/ Economic theories of the new freedom school (2,5 periods)</u></p> <ol style="list-style-type: none"> <li>1. Theory of market, economy and society.</li> <li>2. Theory of morden monetarism in America.</li> <li>3. 3. Macroeconomic theory of "rational expectations" in the America.</li> <li>4. Theory of supplyism in America.</li> <li>5. New liberalism in France.</li> </ol> <p><b>DISCUSSION: 2 PERIODS</b></p>  | 2. Other references  |   | -Lecturer analyzes content of theory of market, economy and society in Germany, theory of morden monetarism and theory of "rational expectations" in America --Guide student to present and discuss.          |
| <b>Session 9<br/>(4 periods)</b>  | <p style="text-align: center;"><b>CHAPTER X.<br/>THEORY OF MIXED ECONOMY</b></p> <p><u>I/ Background and research methodology (0,5 period)</u></p> <ol style="list-style-type: none"> <li>1. Background.</li> <li>2. Research methodology.</li> </ol> <p><u>II/ Content of theory of mixed economy. (1,5 periods)</u></p> <ol style="list-style-type: none"> <li>1. Markets and market mechanisms.</li> <li>2. The role of the government.</li> </ol> <p><u>III/ Basic content of theory of mixed economy. (1 period)</u></p> <ol style="list-style-type: none"> <li>1. The theory of "the scarcity and limit of resources."</li> </ol> | <p>1. Textbook chapter X</p> <p>2. Other references</p>      | <p>- Presentation and Discussion.</p> <p>2. Research on chapter X, item 2 and 3</p> | <p>-Lecturer introduces <u>background</u> and research methodology of theory of mixed economy.</p> <p>-Lecturer analyzes content of theory of mixed economy</p> <p>-Guide student to present and discuss.</p> |
| <b>Session 10<br/>(4 periods)</b> | <p>Continue</p> <ol style="list-style-type: none"> <li>1. Theory of unemployment.</li> <li>2. Theory of inflation.</li> </ol> <p style="text-align: center;"><b>CHAPTER XI<br/>THE THEORY OF GROWTH AND ECONOMIC DEVELOPMENT</b></p> <p><u>I/ Concept of growth and economic development (1 period)</u></p> <ol style="list-style-type: none"> <li>1. Economic growth.</li> <li>2. Economic development.</li> </ol>   | <p>-Read textbook</p> <p>-Prepare content for discussion</p> | <p>-Read textbook chapter X, XI.</p> <p>- Presentation and Discussion.</p>          | <p>-Lecturer analyzes theory of unemployment and inflation.</p> <p>--Lecturer analyzes concept of economic growth and development</p> <p>-Guide student to present and discuss.</p>                           |
| <b>Session 11<br/>(4 periods)</b> | <p><u>II/ Theories of economic growth.(2 periods)</u></p> <ol style="list-style-type: none"> <li>1. The theory of economic growth from neoclassical school.</li> <li>2. Theory of growth: "takeoff, balance and focus".</li> <li>3. Theory of growth based on external push.</li> </ol>   | <p>1. Textbook chapter XI</p> <p>2. Other</p>                | <p>1. Presentation and Discussion.</p> <p>2. Research on</p>                        | <p>-Lecturer analyzes the theory of growth: "take off", theory of growth based on external push and theory of economic</p>  |

|   |  |            |                    |   |
|---|--|------------|--------------------|---|
|   | 4. The theory of economic growth in dualistic economic model | references | chapter XI, item 2 | growth in dualistic economic model.<br>-Guide student to present and discuss.<br>-Review. |
| <b>Section<br/>12<br/>(1<br/>periods)</b> | <b>Lecturer answers student's questions</b>                  |            |                    |   |
| <b>Total<br/>45<br/>periods</b>           |  |            |                    |   |

**HEAD OF FACULTY**

**Vice head of genre**

**Marxism-Leninism general principles division**

**Dr. Nguyễn Minh Tuấn**

**MA. Nguyễn Thị Diệu Phương**

**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title: BASIC MARKETING**

**2. Course code:** 3030309

**3. Total credit:** 3

**4. Level:** second academic year

**5. Teaching time allocation:** (*credit time*)

+ Lecture: 30 *credit time*

+ Practice: 15 *credit time*

+ Self study, self research: students need to self-research, self-study the content and materials requested by teachers in each session

**6. Prerequisite:**

Student need to complete the course Macroeconomics, Microeconomics, Management

**7. Course objectives:**

- This course provides students with the theoretical background and methods to develop their thinking and apply marketing in the different fields or activity.

- The course also provides the foundation of knowledge for students to access specialized subjects such as: Marketing management, Advertisement, Public relationship, Sale management, Retail management, Service Marketing, Industrial Marketing, Brand management, Research methodology in business and marketing research ....
- This course also trains students skills of information analysis, team work and presentation skills.
- • Specifically, after completing this course students can:
  - (1) Understand the nature of marketing, recognize the importance of marketing and its use in diverse and different range of sectors
  - (2) Identify the impact of the business environment in marketing activities, have knowledge and skills to evaluate opportunities and challenges of marketing environment
  - (3) Understand the stages of giving purchasing decisions and the factors that influence the customer's buying process, have the ability to apply the theoretical basis of the model of customer buying decisions on activities marketing in reality.
  - (4) To provide the basic knowledge about the types of information and marketing research methods, as well as equip students with marketing research skills.
  - (5) Help the students understand the criteria for market segment, the form of market targeted strategy and positioning in the marketing of the companies.
  - (6) Help students understand the nature of the product and distinguish forms of marketing products, grasp the basic knowledge about the product strategy.
  - (7) Understand the factors that affect the price of the product, grasp the principles of valuation and valuation techniques.

- (8) Recognize the difference of the channels and the forms of distribution intermediary and distribution strategy
- (9) Understand the concepts, the nature of the promotion activities, identify the importance of each promotion activity
- (10) Understand the processes and principles in planning and implementing marketing

#### **8. Course Description:**

- This is a basic course in marketing major and other majors such as Business Administration, Commerce, International Business, Tourism ... for economics major students
- This course provides fundamental knowledge about marketing environment and customer demands, analyzing marketing opportunities and solutions for market segments, identifying target market and marketing mix solutions (product, price, distribution, promotion) to help companies achieve business efficiency

#### **9. Student Learning Activities:**

- Class attendance
- Materials reference before class
- Do individual and group assignments and discussion

#### **10. Recommended Resources:**

Compulsory materials:

- Textbook Basic Marketing composed by Marketing Division

Reference materials:

- Al Ries, Jack Trout, Phạm Đoan Trang – Lê Kính Vy (bản dịch), 2010, *22 quy luật bất biến trong Marketing*, NXB Trẻ
- Philip Kotler, Vũ Tiến Phước (dịch), 2007, *Kotler bàn về tiếp thị*, NXB Trẻ

- Philip Kotler, Hermawan Kartajaya, Iwan Setiawan, Lm Đặng Cam Thảo dịch, 2011, *Marketing 3.0: Từ sản phẩm đến Khách Hàng đến Tinh thần*, NXB Tổng Hợp Tp.HCM, Tinh Văn Media
- Philip Kotler, Gary Amstrong, 2008, *Principle Marketing*, Prentice Hall,
- William D. Perreault, Jr. E. Jerome McCarthy, 2005, *Basic Marketing-A Global-Managerial Approach*, McGraw-Hill, Inc, 15/E
- Roger A. Kerin, Steven W. Hartley, William Rudelius, 2007, *Marketing-The core*, McGraw-Hill, Inc, 2/E
- Joel R. Evans, Barry Berman, 1997, *Marketing*, Prentice-Hall, Inc, 7/E
- William J. Stanton, Michael J. Etzel, Bruce J. Walker, 1994, *Fundamentals of Marketing*, McGraw-Hill, Inc, 10/E
- Philip Kotler, Swee Hoon Ang, Siew Meng Leong, Chin Tiong Tan, 1996, *Marketing Management – An Asian Perspective*, Prentice Hall, 1997.
- Jr., William Perreault, Joseph Cannon, E. Jerome McCarthy, 2008, *Basic Marketing*, McGraw-Hill-Irwin, 17/E
- Philip Kotler, Hermawan Kartajaya, Iwan Setiawan, 2010, *Marketing 3.0: from Products to customers to the Human Spirit*, Wiley, 1/E

#### 11. Assessment:

- Participation in class: 5 %
- Group discussion: 10 %
- Assignment 15 %
- Final exam: 70 %

#### 12. Scale: 10/10

#### 13. Course discription:

| Session (periods)     | Lecture (chapter, part, teaching methodology) | Text Book (chapter, part)        | Student Preparation (exercise, presentation, case studies...) | Learning objectives |
|-----------------------|---|----------------------------------|---|---------------------|
| Session 1 (4 periods) | Chapter 1: Marketing Introduction             | Chapter 1 in the textbook: Basic | - Group divided<br>- Choose assignment                        | 1                   |

|                               |   |                            |   |      |
|-------------------------------|---|----------------------------|---|------|
|                               |   | Marketing                  | subject<br>- Proposal   |      |
| Session 2<br>(4 periods)      | Chapter 2: Marketing Environment                                      | Chapter 2 in the textbook  | - Assignment approval<br>- Proposal approval                              | 2    |
| Session 3<br>(4 periods)      | Chapter 3: Customer behaviour   | Chapter 3 in the textbook  | - Prepare questionnaire for the survey<br>- Lecturer's opinions reference | 3    |
| Session 4<br>(4 periods)      | Chapter 4: Research on Marketing                                      | Chapter 4 in the textbook  | Research  | 4    |
| Session 5<br>(4 periods)      | Chapter 5: Segmenting, selecting target market                        | Chapter 5 in the textbook  | Do assignment   | 5    |
| Session 6<br>(4 periods)      | Chapter 6: Product strategy   | Chapter 6 in the textbook  | Prepare presentation  | 6    |
| Session 7<br>(4 periods)      | Chapter 6 (cont) and Chapter 7: Price strategy                        | Chapter 7 in the textbook  | Presentation and Discussion   | 6, 7 |
| Session 8<br>(4 periods)      | Chapter 7 (cont) and Chapter 8: Place strategy                        | Chapter 8 in the textbook  | Presentation and Discussion Exercises                                     | 7, 8 |
| Session 9<br>(4 periods)      | Chapter 8 (cont) and Chapter 9: Promotion strategy                    | Chapter 9 in the textbook  | Presentation and Discussion   | 8, 9 |
| Session 10<br>(4 periods)     | Chapter 9 (cont.)   | Chapter 9 in the textbook  | Presentation and Discussion   | 9    |
| Session 11<br>(4 periods)     | Chapter 10: Marketing planning, organizing, implementing Presentation | Chapter 10 in the textbook | Presentation and Discussion   | 10   |
| Session 12<br>(1 period)      | Answer the questions  |                            |   |      |
| <b>Total :<br/>45 periods</b> |   |                            |   |      |

Classes don't do assignment and presentation will be arranged to take mid-term tests by lecturer

*HCMC, April 15th 2012*

**Marketing Division**



**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course title: Principles of Accounting**

**2. Course code: 3070101**

**3. Number of Credits: 03**

**4. Level: 2<sup>nd</sup> academic year**

**5. Teaching time allocation:**

+ Lecture: 30 hours

+ Discussion, group assignment: 15 hours

**6. Pre-Requisites: Microeconomics and Macroeconomics**

**7. Course Aims & Learning Objectives:**

After this course, students realize and understand the basic theoretical knowledge of accounting, as the platform for application and research for subsequent subjects in Economic area, such as: Management, Finance, Banking, Accounting, Auditing...

Particularly, after finishing this course, student can:

- 1) Understand the basic theoretical knowledge of accounting
- 2) Use the basic knowledge of accounting as the foundation for intensive accounting courses
- 3) Understand the overview of accounting work
- 4) Understand the importance of accounting work in business activities

**8. Course Description:**

This course equips students with the basic knowledge of accounting – one of the tools of economic management in the business.

This course equips students with basic knowledge about principles of accounting, such as: nature, principles of accounting; system of accounting methods; the general sequence of accounting for elements, the main business process, accounting forms, organizing accounting work, and accounting apparatus...

### **9. Student Learning Activities:**

- Participation in class
- Group discussion in class
- Exercise
- Case study

### **11. Recommended Resources:**

– *Textbooks:*

- *Giáo trình nguyên lý kế toán*. Bộ môn Nguyên lý Kế toán. Khoa Kế toán- Kiểm toán. NXB Lao động 2012
- *Bài tập Nguyên lý kế toán*. Bộ môn Nguyên lý Kế toán. Khoa Kế toán- Kiểm toán. NXB Lao động 2012

– *Reference books:*

- The legal documents relating to accounting (Accounting law, accounting standard (VAS1), and economic law documents...)
- Documents relating to Principles of Accounting

### **12. Evaluation:**

- Learning process evaluation: 30%
  - Mid-term exam for individual or group
  - Group discussion in class

- Attendance
- Final exam: 70%
- Multiple choices and essays
- Total: 100%

**12. Course Grading Scale: According to the university regulations**

**13. Learning Activities**

| Date                   | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part)                       | Student Preparation<br>(Exercise, presentation, case studies...) | Learning objectives |
|------------------------|--|--|--|---------------------|
| Session 1<br>(4 hours) | Chapter 1: The general issues of accounting<br>- Accounting definition<br>- Accounting objectives<br>Teaching method:<br>- Lecture<br>- Exercise                                   | -Textbooks<br>- VAS 1: general accounting standard | - Read textbook before class                                     | 1, 4                |
| Session 2<br>(4 hours) | Chapter 1: The general issues of accounting (continued)<br>- Accounting concepts, Accounting principles<br>- Accounting environment<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks<br>- VAS 1: general accounting standard | - Read textbook before class<br>- Exercise Chapter 1             | 1, 2, 3, 4          |
| Session 3<br>(4 hours) | Chapter 2: Accounting reports (Financial statements)<br>- Balance sheet<br>- Profit or loss statement<br>Teaching method:<br>- Lecture<br>- Exercise                               | -Textbooks   | - Read textbook before class<br>- Exercise Chapter 1             | 1, 2, 4             |
| Session 4              | Chapter 3: Accounts and the  | -Textbooks   | - Read textbook before   | 1, 2, 3             |

|                        |  |                               |  |            |
|------------------------|--|-------------------------------|--|------------|
| (4 hours)              | double entry system<br>- Accounts<br>Teaching method:<br>- Lecture<br>- Exercise   |                               | class<br>- Exercise Chapter 2                        |            |
| Session 5<br>(4 hours) | Chapter 3: Accounts and the double entry (continued)<br>- Double entry<br>- General accounting, detailed accounting<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2, 3    |
| Session 6<br>(4 hours) | Chapter 3: Accounts and the double entry (continued)<br>- Checking and comparing<br>- The Vietnamese account system<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2, 3    |
| Session 7<br>(4 hours) | Chapter 4: Price calculation<br>- Inventory<br>- Fixed assets<br>Teaching method:<br>- Lecture<br>- Exercise   | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2       |
| Session 8<br>(4 hours) | Chapter 5: Accounting documents and reviewing<br>- Accounting documents<br>- Reviewing<br>Teaching method:   | -Textbooks<br>-Accounting law | - Read textbook before class<br>- Exercise Chapter 4 | 1, 2, 3, 4 |

|                        |  |  |  |            |
|------------------------|--|--|--|------------|
|                        | - Lecture<br>- Exercise  |  |  |            |
| Session 9<br>(4 hours) | Chapter 6: Accounting ledgers and accounting system<br><br>- Accounting ledgers<br>- Accounting system<br>Teaching method:<br>- Lecture<br>- Exercise                                    | -Textbooks   | - Read textbook before class<br>- Exercise Chapter 5   | 1, 2, 3    |
| Session 10 (4 hours)   | Chapter 7: Accounting for main business processes<br><br>- Accounting for main business processes in manufacturing entities<br>Teaching method:<br>- Lecture<br>- Exercise               | -Textbooks<br>-Vietnamese accounting regulations for accounts type 5,6,7,8,9 | - Read textbook before class<br>- Exercise Chapter 6,7 | 1, 2, 3, 4 |
| Session 11 (4 hours)   | Chapter 7: Accounting for main business processes (continued)<br><br>- Accounting for purchasing and selling goods in commercial entities<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks<br>-Vietnamese accounting regulations for accounts type 5,6,7,8,9 | - Read textbook before class<br>- Exercise Chapter 7   | 1, 2, 3, 4 |
| <b>Total: 45 hours</b> |  |  |  |            |

*Ho Chi Minh city, 06/05/2013*

**COURSE COORDINATOR LECTURER (signed)**

**Nguyễn Thị Mỹ Hoàng**

**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**14. Course Title:** Principles of Economic Statistics

**15. Course Code:** 3080414

**16. Number of Credits:** 3

**17. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 2<sup>nd</sup> academic year

**18. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture: 45 hours

+ Practice, laboratory

+ Other

**19. Pre-Requisites: (necessary courses)**

- Theory of probability and mathematic statistics
- Macro Economics
- Micro Economics

**20. Course Aims & Learning Objectives:**

Course Aims: the aim of this course is to enable students to appreciate statistical science and techniques and invite them to a quantitative thinking. Any technique learned will help in to better understanding situation and status of interested phenomena.

Learning objectives: After completion of the course, students are able to:

- a. fully aware of the role and significance of economic statistics,

- b. understand the basic statistical methods and have the ability to choose the right statistical techniques for each specific task analysis,
- c. understand and apply the results of the statistical analysis,
- d. read statistical output from common statistics software (such as Excel, SPSS)

## **21. Course Description:**

The Principles of Economics Statistics course provides in a systematic way statistical methods including gathering data on economic phenomena and processing collected data into useful information which are used as a basis for making management decisions in the economy and society. These methods include: descriptive statistics, statistical inference, index- number, forecast of the extent of phenomena in the future ...

To introduce students to popular and easy to use software as a tool to support the statistical treatment in order to save time, effort and increase the accuracy of the results, to familiarize students with reading of the statistical results extracted from these tools.

## **22. Student Learning Activities:**

- Participation: participating all class sessions
- Exercises: doing class assignments, homework
- Tools and facilities: personal computer/laptop installed with Excel and SPSS
- Other

## **23. Recommended Resources:**

- Textbooks:

- (1). Ha Van Son *et al.*, (2010) Principles of Economic Statistics, applied in management and business, Statistical Publishing House
- (2). Ha Van Son et al., (2013) Principles of Economic Statistics Textbook, Statistical Publishing House

- Reference books:

- (3). Tran Ba Nhan, Dinh Thai Hoang (2008) Applied Statistics in Management, Business and Economics, Statistical Publishing House
- (4). Hoang Trong, Chu Nguyen Mong Ngoc (2008), Applied Statistics in Economics and Social Sciences, Statistical Publishing House
- (5). Hoang Trong, Chu Nguyen Mong Ngoc (2008), Analyzing research data with SPSS, Statistical Publishing House



- (6). Aczel, Amir D., Sounderpandian, Jayavel (2009) Complete Business Statistics 7<sup>th</sup> edition, McGraw-Hill Irwin.
- (7). David F.Groebner, Patrick W.Shannon, Phillip C.Fry, Kent D.Smith, (2005) Business Statistics 6<sup>th</sup> edition, Pearson Prentice Hall

**24. Evaluation:**

- Quiz, homework: 10%
- Group work: 10%
- Mid - term exam: 10%
- Final exam: 70%

**25. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

**26. Learning Activities:**

| <b>Date</b>               | <b>Lecture<br/>(chapter, part, teaching methodology)</b>  | <b>Text Book<br/>(chapter, part)</b> | <b>Student Preparation<br/>(Exercise, presentation, case studies...)</b>  | <b>Learning objectives</b> |
|---------------------------|---|--------------------------------------|---|----------------------------|
| Date<br>(Number of hours) | <p>Chapter 1: Introduction</p> <p>1.1. What is statistics</p> <p>1.2. Basic concepts</p> <p>1.3. Statistical research process</p> <p>1.4. Types of data measurement levels</p> <p><b>Chapter 2: Collecting Data</b></p> | <p>(1) 1-20</p> <p>(1) 11-24</p>     | Pre reading   | a                          |
| Date<br>(Number of hours) | <p><b>Chapter 3: Data summarization &amp; presentation</b></p> <p>3.1. Classification technique</p> <p>3.2. Data Presentation: tabulation &amp; graph.</p> <p>3.3. Stem and leaf diagrams</p>                           | (1) 26-61                            | Pre-reading<br>Graphing with Excel  | b, c, d                    |
| Date<br>(Number of hours) | <p><b>Chapter 4: Describing data using numerical measures</b></p> <p>4.1. Absolute number, relative number,</p> <p>4.2. Measures of central tendency.</p>   | (1) 63-109                           | Pre-reading<br>Quiz<br>Data presentation with Excel<br>Descriptive statistics with scientific calculator, Excel, SPSS | b, c, d                    |

|                              |  |             |   |         |
|------------------------------|--|-------------|---|---------|
|                              | 4.3.Measures of dispersion   |             | Group work  |         |
| Date<br>(Number<br>of hours) | <b>Chapter 6: Estimating population values</b><br>6.1. Point estimates.<br>6.2. Confidence interval estimates.<br><br>Chapter 7: Testing hypotheses<br><b>7.1 Definitions</b><br><b>7.2. Types of hypotheses</b><br>7.3. Hypothesis test for one population proportion.<br>7.4. Hypothesis test for one population mean. | (1) 130-144 | Pre-reading<br>Quiz<br>Homework   | b       |
|                              |  | (1) 146-172 | Pre-reading   | b, c, d |
| Date<br>(Number<br>of hours) | 7.5. Hypothesis test for one population variance.<br>7.6. Hypothesis test for the difference between two population proportions<br>7.6. Hypothesis test for the difference between two population means<br>7.7. Hypothesis test for the difference between two population variances                                      |             | Using Excel, SPSS to test hypotheses<br><br>Homework                    |         |
| Date<br>(Number<br>of hours) | <b>Chapter 8: Sampling survey</b><br>8.1. Concepts<br>8.2. The sampling survey process<br>8.3. Sample size determination.<br>8.4. Sampling techniques.   | (1) 175-198 | Midterm exam<br><br>Pre-reading<br>Sampling on Excel<br>Group work      | b       |
| Date<br>(Number<br>of hours) | Chapter 9: Analysis of variances (ANOVA)<br>9.1. One-factor anova<br>9.2. Two-factor anova   | (1) 201-229 | Pre-reading<br>Quiz<br>Using Excel<br>Homework                          | c, d    |
| Date<br>(Number<br>of hours) | <b>Chapter 10: Time series</b><br>12.1. Definition.<br>12.2. Components of a time series<br>12.3. Describing time series<br>12.4. Methods of trend   | (1) 292-321 | Pre-reading<br>Quiz<br>Using Excel to describe and express time series. | b, c    |

|                              |  |             |  |      |
|------------------------------|--|-------------|--|------|
|                              | expression of time series  |             |  |      |
| Date<br>(Number<br>of hours) | 12.5. Decomposition of a time series<br><b>12.6. Time series based forecasting</b><br><br>Chapter 11: Index number<br><b>13.1. Introduction</b><br><b>13.2. Index number for a single item.</b><br><b>13.3. Aggregate index number</b> | (1) 327-340 | Using Excel to adjust time series for trend, seasonal, cyclical and irregular movements<br>Group work<br><br>Pre-reading | c, d |
| Date<br>(Number<br>of hours) | <b>13.4. Weighing issues of aggregate index numbers.</b><br>13.5. Index number system  |             | Homework   |      |
| <b>Total:</b>                |  |             |  |      |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

**Hoang Trong**

**BACHELOR PROGRAMME**

**MAJOR: FINANCE – BANKING**  
**CONCENTRATION: BANKING**

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**SYLLABUS**

**27. Course: INTRODUCTION TO FINANCE - MONEY**

**28. Course Code: 3040204**

**29. Number of Credits: 3 credits**

**30. Level: 2<sup>nd</sup> academics**

**31. Teaching Time Allocation**

- Lecture: 3 credits

**32. Pre – Requisites**

Students must complete the following topics:

- Microeconomics
- Macroeconomics
- Fundamentals of Accounting

**33. Course Aims and Learning Objectives**

After finishing this subject, students can:

- (1) Understand the role of money, banks, and financial markets in the broader economy;
- (2) Garner an understanding of the unique role of banks in the financial system;
- (3) Understand how banks and other financial institutions make money and allocate credit;
- (4) Have an appreciation for the money markets and bond market;

- (5) Understand the relevance of the Central Bank and related central banking topics, including the causes, policy responses, and lessons associated with the current financial market crisis.

### **34. Course Description**

In this course, we'll learn about money – what is it exactly and how does it affect the economy? We'll look at how interest rates are determined and what they mean. We'll study financial instruments and financial institutions. We'll try to get a better understanding of how we value assets over time, of how financial markets work, of how riskiness is priced in an asset (as well as what risk is). We'll look at what might explain the recent financial crisis and the deepening recession. We'll do all of this and more, building on the foundation of economic principles and analysis.

### **35. Student's Mission:**

- Class hour: at least 80% credits
- Exercise: complete 100% cases at class and hometest
- Others: gather data online.

### **36. Recommended Resources**

#### **- Textbooks:**

1. Frederic Mishkin, Apostolos Serlitis: *The Economics of Money, Banking, and Financial Markets*, 4<sup>th</sup> Canadian Edition, Pearson Publishers.
2. Sử Đình Thành, Vũ Thị Minh Hằng: *Introduction to Money and Finance*, 2008.

#### **- Reference Readings:**

Other course readings are highly suggested for each chapter.

### **37. Evaluation**

- |                           |      |
|---------------------------|------|
| ▪ In class participation: | 10 % |
| ▪ Assignment :            | 10 % |
| ▪ Presentation:           | 05 % |
| ▪ Middle-exam:            | 25 % |
| ▪ Final-exam:             | 50 % |

### **38. Course Grading Scale: Credit**

### **39. Learning Activities:**

| Date                        | Lecture<br>(Chapter, Part, Teaching<br>and Methodology)  | Textbook<br>(Chapters,<br>Parts) | Student Preparation<br>(Exercise, Presentation,<br>Case studies)  | Learning<br>objectives |
|-----------------------------|--|----------------------------------|---|------------------------|
| <b>Day 1</b><br>(4 periods) | <b>The role of Money and Finance</b> <ul style="list-style-type: none"> <li>• Why Study Money, Banking, and Financial Markets?</li> <li>• An Overview of the Financial System</li> </ul> | Textbook 1:<br>chapters 1,2      | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter Exercises</li> <li>• <u>Review</u>: World Federation of Exchanges, 2008 Market Highlights, <a href="http://www.world-exchanges.org/statistics">www.world-exchanges.org/statistics</a></li> </ul>  | 1                      |
| <b>Day 2</b><br>(4 periods) | <b>Understanding Money and Interest Rates</b> <ul style="list-style-type: none"> <li>• What is Money?</li> <li>• Understanding Interest Rates</li> </ul>                                 | Textbook 1:<br>Chapters 3,4      | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter Exercises</li> <li>• <u>Review</u>: (1) Tracy Chan, Ramdane Djoudad, and Jackson Loi, “Changes in the Indicator Properties of Narrow Monetary Aggregates, Bank of Canada Review (Summer 2005): 3-10.<br/>(2) “Timing is big question for more U.S. stimulus”, Globe and Mail, Oct. 3 2010, <a href="http://www.theglobeandmail.com/report-on-business/economy/timing-is-big-question-for-more-us-stimulus/article1740337/">http://www.theglobeandmail.com/report-on-business/economy/timing-is-big-question-for-more-us-stimulus/article1740337/</a></li> </ul> | 1                      |

|                             |   |                              |   |     |
|-----------------------------|---|------------------------------|---|-----|
| <b>Day 3</b><br>(4 periods) | <b>Interest Rates (cont.)</b> <ul style="list-style-type: none"> <li>The Behaviour of Interest Rates</li> <li>The Risk and Term Structure of Interest Rates</li> </ul>                  | Textbook 1:<br>Chapters 4,5  | <ul style="list-style-type: none"> <li>Studying the relevant documents;</li> <li>Do End-chapter Exercises</li> <li><u>Review</u>: Compare Yield Curve of Vietnam Bonds with other countries:<br/><a href="http://asianbondsonline.a db.org/">http://asianbondsonline.a db.org/</a></li> </ul>   | 1   |
| <b>Day 4</b><br>(4 periods) | <b>Financial Structure and Crisis</b> <ul style="list-style-type: none"> <li>An Economic Analysis of Financial Structure</li> <li>Financial Crises and the Subprime Meltdown</li> </ul> | Textbook 1:<br>chapters 8,9  | <ul style="list-style-type: none"> <li>Studying the relevant documents;</li> <li>Do End-chapter Exercises</li> <li><u>Review</u>: (1) Thomas C. Baxter, Jr. “Too Big to Fail: Expectations and Impact of Extraordinary Government Intervention and the Role of Systemic Risk in the Financial Crisis”, Sept 1. 2010. New York Federal Reserve Bank,<br/><a href="http://www.newyorkfed.org/newsevents/speeches/2010/bax100901.html">http://www.newyorkfed.org/newsevents/speeches/2010/bax100901.html</a><br/>(2) Thomas C. Baxter, Jr., “What the Fed did and Why”, June 2010, New York Federal Reserve Bank,<br/><a href="http://www.newyorkfed.org/newsevents/speeches/2010/tra100625.html">http://www.newyorkfed.org/newsevents/speeches/2010/tra100625.html</a></li> </ul> | 2,3 |
| <b>Day 5</b><br>(4 periods) | <b>Financial Regulation and Nonbank Financial Institutions</b> <ul style="list-style-type: none"> <li>Asymmetric Information and</li> </ul>   | Textbook 1:<br>chapter 10,12 | <ul style="list-style-type: none"> <li>Studying the relevant document;</li> <li>Do End-chapter Exercises</li> <li><u>Review</u>: (1) A.</li> </ul>  | 2,3 |

|                                     |  |                                   |  |                    |
|-------------------------------------|--|-----------------------------------|--|--------------------|
|                                     | <p>Financial Regulation</p> <ul style="list-style-type: none"> <li>• Nonbank Financial Institutions</li> </ul>   |                                   | <p>Demirguc-Kunt and E. Kane, 2002 “Deposit Insurance around the Globe: Where Does it Work?”, Journal of Economic Perspectives 16(2), pp 175-95.<br/>(2) BASEL II, III</p>   |                    |
| <p><b>Day 6</b><br/>(4 periods)</p> | <p><b>Group Presentations</b></p> <p><b>Mid-term Exam</b></p>  |                                   |  |                    |
| <p><b>Day 7</b><br/>(4 periods)</p> | <p><b>Banking and the Management of Financial Institutions</b></p> <ul style="list-style-type: none"> <li>• The Bank Balance Sheet</li> <li>• Basic Banking</li> <li>• Liquidity Management and the Role of Reserve</li> <li>• Credit and Interest Rate Risks</li> <li>• Off-Balance-Sheet Activities</li> </ul> | <p>Textbook 1:<br/>Chapter 13</p> | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter Exercises</li> </ul>   | <p>2,3</p>         |
| <p><b>Day 8</b><br/>(4 periods)</p> | <p><b>Tools of Monetary Policy</b></p> <ul style="list-style-type: none"> <li>• The Framework for Implementation of Monetary Policy</li> <li>• The Market for settlement Balances and the Channel/Corridor System for Setting the Overnight Interest Rate</li> <li>• Open Market Operations</li> </ul>           | <p>Textbook 1:<br/>Chapter 17</p> | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter Exercises</li> <li>• <u>Review</u>: Walter Engert, Toni Gravelle, and Donna Howard, “The Implementation of Monetary Policy in Canada”, Bank of Canada Discussion Paper 2008-9</li> </ul> | <p><b>5</b></p>    |
| <p><b>Day 9</b><br/>(4 periods)</p> | <p><b>The Foreign Exchange Market</b></p> <ul style="list-style-type: none"> <li>• What are foreign</li> </ul>   | <p>Textbook 1:<br/>Chapter 19</p> | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter</li> </ul>   | <p><b>4, 5</b></p> |



|   |   |                                   |  |                    |
|---|---|-----------------------------------|--|--------------------|
|   | <p>exchange rates?</p> <ul style="list-style-type: none"> <li>• Exchange rates in the long run.</li> <li>• Exchange rates in the short run</li> </ul>   |                                   | <p>Exercises</p> <ul style="list-style-type: none"> <li>• <u>Review</u>: Stanley Fisher, “Exchange Rate Regimes: Is the Bipolar View Correct?”, Journal of Economics Perspectives 15, no.2 (Spring 2001), pp. 3-24</li> </ul>  |                    |
| <p><b>Day 10</b><br/><b>(4 periods)</b></p> | <p><b>The International Financial System</b></p> <ul style="list-style-type: none"> <li>• Intervention in the foreign exchange market</li> <li>• Balance of Payment</li> <li>• Exchange rate regimes in the international financial system</li> <li>• Capital control</li> <li>• The role of IMF</li> </ul> | <p>Textbook 1:<br/>Chapter 20</p> | <ul style="list-style-type: none"> <li>• Studying the relevant documents;</li> <li>• Do End-chapter Exercises</li> <li>• <u>Review</u>: Sebastian Edwards, “How Effective are Capital Controls?”, Journal of Economics Perspectives, Winter 2000, Vol. 13, no.4, pp.65-84</li> </ul> | <p><b>4, 5</b></p> |
| <p><b>Day 11</b><br/><b>(5 periods)</b></p> | <p>- <b>Group Presentation</b><br/>- <b>Review the Course</b></p>   |                                   |  |                    |

**COURSE COORDINATOR**

*TP.HCM, ngày 04 tháng 04 năm 2013*

**LECTURER**

**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**40. Subject name: Labor law**

**41. Code: 3110126**

**42. Credit points: 02**

**43. Level: 3<sup>rd</sup> and 4<sup>th</sup> year students**

**44. Teaching and learning strategies:**

📚 Lecture : 30%

📚 Self-studying: 70%

**45. Requisite:**

📚 General Theory on States and Laws

📚 *Civil Law (part 1 and 2)*

**46. Contribution to course aims and graduate attributes:**

Students will be provides legal knowledge, approaches to labor law from the aspects of legal science as well as applications in social life.

After completing this subject, the learner must: (1) know and understand the basics of labor law, (2) know and understand the contents of the basic regulations of the Labour Law (3 ) use the legal term when speaking, writing, expressions related issues correctly, (4) apply the knowledge through the study and evaluation of the facts in relation to displaced workers in social life (5) provide solutions or advices on real-life situations or simulations involved in the field of labor (6) forms the legal sense, know how to abide by labor laws and guidance for others.

**47. Detailed subject description:**

This is a subject which offers specialized knowledge of labor law. The content of the modules, including the regulatory legislation governing social relations appear during use of labor through labor contracts and social relationships with other stakeholders. The legal regulations specified in the basic legal relationship between the employee and the employer as the formation, performance and termination of labor contracts, working time - rest time, wages, protection of workers, labor discipline and material responsibility, social security, resolve disputes and labor disputes. There is also the legal regulations on trade unions, collective bargaining agreements and state management of labor.

#### **48. Activities:**

Students have to attend classes and (1) have an understanding and interest in certain economic , social and political situation in Vietnam, (2) gain the common legal knowledge in the General Theory on States and Laws and the Civil Code 1 & 2, (3) read before class materials including lecture , textbooks, reference books, legal documents related, and other documents as required by the instructors, (4) prepare the answers to the questions for each topic, (5) show the positive feedback participate in class (6) reveal the ability to work in groups and discuss in class, (7) make presentation; (8) work under assignment of the instructor.

The mainly methodology: The following method is flexible to use, integrated with each other in the process:

Presenting lectures

Question-answer

Group discussion

Case Study

Game

Simulation

Awards exercises

Group presentations

Debate

Field trips (depending on the situation)

Writing research papers

Exams

#### 49. Texts:

- Requires texts:

✚ *Text book on Labor Law, UEH Law School, 2012*

✚ *Collection of Legal documents on Labor Law, UEH Law School, 2012*

- Recommended text:

✚ *Text book on Labor Law, Hanoi University of Law, 2010*

✚ *Other materials.*

#### 50. Assessment:

✚ Attendant, discussion: 10%

✚ Research essays: 10%

✚ Group Presentation: 10%

✚ Mid-term test: 10%

✚ Final Exam: 60%

#### 51. Scoring: (According to the Regulation)

#### 52. Subject Detail:

| Class | Content   | Materials  | Student Preperation   | Course aims and graduate attributes  |
|-------|---|--|---|--|
| (1)   | (2)   | (3)  | (4)   | (5)  |
| 1     | Introduciton to Vietnam Labor Las   | - Chapter 1 <i>Text book on Labor Law.</i><br>- Labor Code   |   | General understanding of labor law.  |
| 2     | Trade unions - collective labor agreement<br><br>(Lecture and group discussion) | - Chapter 3,4 <i>Text book on Labor Law.</i><br>- Labor Code | - Read the documents, prepare the requested questions.<br><br>- Prepare | Understand the basics statutory of trade union, collective labor agreement.<br><br>Apply theory to solve practical problems in |

|   |   |  |   |   |
|---|---|--|---|---|
|   |   |  | discussions   | relations relating to labor.  |
| 3 | Recruitment of labor - labor contract<br><br>(Lecture and group discussion) | - Chapter 5 <i>Text book on Labor Law</i> .<br><br>- Labor Code                                      | - Read the documents, prepare the requested questions.<br><br>- Prepare discussions | Understand the basics statutory of Recruitment of labor, collective labor agreement.<br><br>Apply theory to solve practical problems in labor contract. |
| 4 | Working hours - Rest time – Wages<br><br>(Lecture and group discussion)     | - Chapter 6, 7 <i>Text book on Labor Law</i> .<br><br>- Labor Code                                   | - Read the documents, prepare the requested questions.<br><br>- Prepare discussions | Understand the basics statutory of working hours - rest time – wages.<br><br>Apply theory to solve practical problems.                                  |
| 5 | Labor protection - Social Insurance<br><br>Presentations                    | - Chapter 8, 10 <i>Text book on Labor Law</i> .<br><br>- Labor Code<br><br>- Law on Social Insurance | - Read the documents, prepare the requested questions.<br><br>- Prepare discussions | Understand the basics statutory of Labor protection - Social Insurance<br><br>Apply theory to solve practical problems.                                 |
| 6 | Labor discipline - Responsibility<br><br>(Lecture and group discussion)     | - Chapter 9 <i>Text book on Labor Law</i> .<br><br>- Labor Code                                      | - Read the documents, prepare the requested questions.<br><br>- Prepare discussions | Understand the basics statutory of Labor discipline - Responsibility<br><br>Apply theory to solve practical problems.                                   |
| 7 | Dispute Resolution in Labor<br><br>(Lecture and group discussion)           | - Chapter 11 <i>Text book on Labor Law</i> .   | - Read the documents, prepare the requested   | Understand the basics statutory of Dispute Resolution in Labor  |

|          |  |  |   |  |
|----------|--|--|---|--|
|          |  | - Labor Code   | questions.<br>- Prepare discussions   | Apply theory to solve practical problems.  |
| <b>8</b> | State management over labor.<br><br>Tests in class.<br><br>Troubleshooting | - Chapter 12<br><i>Text book on Labor Law.</i><br><br>- Labor Code<br><br>- Violations in the field of labor and Legislation inspection. | - Read the documents, prepare the requested questions.<br><br>- Prepare discussions | Understand the basics statutory of State management over labor.<br><br>Apply theory to solve practical problems. |

**APPROVAL OF THE HEAD OF DIVISION**

**INSTRUCTOR**

*VO PHUOC LONG, LLM*

*NGUYEN TRIEU HOA, LLM*

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***BASIS OF BRANCH KNOWLEDGE***

HO CHI MINH CITY – 05/2013

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title:** Principles of Economic Statistics
2. **Course Code:** 3080414
3. **Number of Credits:** 3
4. **Level** ( *1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year*): 2<sup>nd</sup> academic year
5. **Teaching Time Allocation:** (*credits, hours for activities*)

- + Lecture: 45 hours
- + Practice, laboratory
- + Other

6. **Pre-Requisites:** (*necessary courses*)

- Theory of probability and mathematic statistics
- Macro Economics
- Micro Economics

7. **Course Aims & Learning Objectives:**

Course Aims: the aim of this course is to enable students to appreciate statistical science and techniques and invite them to a quantitative thinking. Any technique learned will help in to better understanding situation and status of interested phenomena.

Learning objectives: After completion of the course, students are able to:

- a. fully aware of the role and significance of economic statistics,
- b. understand the basic statistical methods and have the ability to choose the right statistical techniques for each specific task analysis,
- c. understand and apply the results of the statistical analysis,
- d. read statistical output from common statistics software (such as Excel, SPSS)

8. **Course Description:**

The Principles of Economics Statistics course provides in a systematic way statistical methods including gathering data on economic phenomena and processing collected data



into useful information which are used as a basis for making management decisions in the economy and society. These methods include: descriptive statistics, statistical inference, index- number, forecast of the extent of phenomena in the future ...

To introduce students to popular and easy to use software as a tool to support the statistical treatment in order to save time, effort and increase the accuracy of the results, to familiarize students with reading of the statistical results extracted from these tools.

### **9. Student Learning Activities:**

- Participation: participating all class sessions
- Exercises: doing class assignments, homework
- Tools and facilities: personal computer/laptop installed with Excel and SPSS
- Other

### **10. Recommended Resources:**

- Textbooks:

- (1). Ha Van Son *et al.*, (2010) Principles of Economic Statistics, applied in management and business, Statistical Publishing House
- (2). Ha Van Son et al., (2013) Principles of Economic Statistics Textbook, Statistical Publishing House

- Reference books:

- (3). Tran Ba Nhan, Dinh Thai Hoang (2008) Applied Statistics in Management, Business and Economics, Statistical Publishing House
- (4). Hoang Trong, Chu Nguyen Mong Ngoc (2008), Applied Statistics in Economics and Social Sciences, Statistical Publishing House
- (5). Hoang Trong, Chu Nguyen Mong Ngoc (2008), Analyzing research data with SPSS, Statistical Publishing House
- (6). Aczel, Amir D., Sounderpandian, Jayavel (2009) Complete Business Statistics 7<sup>th</sup> edition, McGraw-Hill Irwin.
- (7). David F.Groebner, Patrick W.Shannon, Phillip C.Fry, Kent D.Smith, (2005) Business Statistics 6<sup>th</sup> edition, Pearson Prentice Hall

### **11. Evaluation:**

- |                    |     |
|--------------------|-----|
| - Quiz, homework:  | 10% |
| - Group work:      | 10% |
| - Mid - term exam: | 10% |
| - Final exam:      | 70% |

### **12. Course Grading Scale: (*High distinction, Distinction, Credit, Pass*)**

### 13. Learning Activities:

| Date                      | Lecture<br>(chapter, part, teaching methodology)  | Text Book<br>(chapter, part)   | Student Preparation<br>(Exercise, presentation, case studies...)  | Learning objectives |
|---------------------------|---|--------------------------------|---|---------------------|
| Date<br>(Number of hours) | <b>Chapter 1: Introduction</b><br>1.1. What is statistics<br>1.2. Basic concepts<br>1.3. Statistical research process<br>1.4. Types of data measurement levels<br><br><b>Chapter 2: Collecting Data</b>   | (1) 1-20<br><br>(1) 11-24      | Pre reading   | a                   |
| Date<br>(Number of hours) | <b>Chapter 3: Data summarization &amp; presentation</b><br>3.1. Classification technique<br>3.2. Data Presentation: tabulation & graph.<br>3.3. Stem and leaf diagrams  | (1) 26-61                      | Pre-reading<br>Graphing with Excel  | b, c, d             |
| Date<br>(Number of hours) | <b>Chapter 4: Describing data using numerical measures</b><br>4.1. Absolute number, relative number,<br>4.2. Measures of central tendency.<br>4.3. Measures of dispersion   | (1) 63-109                     | Pre-reading<br>Quiz<br>Data presentation with Excel<br>Descriptive statistics with scientific calculator, Excel, SPSS<br>Group work | b, c, d             |
| Date<br>(Number of hours) | <b>Chapter 6: Estimating population values</b><br>6.1. Point estimates.<br>6.2. Confidence interval estimates.<br><br><b>Chapter 7: Testing hypotheses</b><br>7.1 Definitions<br>7.2. Types of hypotheses<br>7.3. Hypothesis test for one population proportion.<br>7.4. Hypothesis test for one population mean. | (1) 130-144<br><br>(1) 146-172 | Pre-reading<br>Quiz<br>Homework<br><br>Pre-reading  | b<br><br>b, c, d    |
| Date<br>(Number of hours) | 7.5. Hypothesis test for one population variance.<br>7.6. Hypothesis test for the difference between two population proportions<br>7.6. Hypothesis test for the difference between two population means<br>7.7. Hypothesis test for the difference between two population variances                               |                                | Using Excel, SPSS to test hypotheses<br><br>Homework  |                     |
| Date<br>(Number of hours) | <b>Chapter 8: Sampling survey</b>   | (1) 175-198                    | Midterm exam<br>Pre-reading   | b                   |

|                              |  |             |   |      |
|------------------------------|--|-------------|---|------|
|                              | 8.1. Concepts<br>8.2. The sampling survey process<br>8.3. Sample size determination.<br>8.4. Sampling techniques.  |             | Sampling on Excel<br>Group work   |      |
| Date<br>(Number<br>of hours) | <b>Chapter 9: Analysis of<br/>variances (ANOVA)</b><br>9.1. One-factor anova<br>9.2. Two-factor anova  | (1) 201-229 | Pre-reading<br>Quiz<br>Using Excel<br>Homework  | c, d |
| Date<br>(Number<br>of hours) | <b>Chapter 10: Time series</b><br>12.1. Definition.<br>12.2. Components of a time<br>series<br>12.3. Describing time series<br>12.4. Methods of trend<br>expression of time series   | (1) 292-321 | Pre-reading<br>Quiz<br>Using Excel to describe and<br>express time series.  | b, c |
| Date<br>(Number<br>of hours) | 12.5. Decomposition of a time<br>series<br>12.6. Time series based<br>forecasting<br><br><b>Chapter 11: Index number</b><br>13.1. Introduction<br>13.2. Index number for a single<br>item.<br>13.3. Aggregate index number | (1) 327-340 | Using Excel to adjust time<br>series for trend, seasonal,<br>cyclical and irregular<br>movements<br>Group work<br><br>Pre-reading | c, d |
| Date<br>(Number<br>of hours) | 13.4. Weighing issues of<br>aggregate index numbers.<br>13.5. Index number system  |             | Homework  |      |
| <b>Total:</b>                |  |             |   |      |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

**Hoang Trong**

**BACHELOR PROGRAM**

**MAJOR:** FINANCE - BANKING  
**CONCENTRATION**  
**:** BANKING

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**SYLLABUS**

**1. Course title:** Principles of Accounting

**2. Course code:** 3070101

**3. Number of Credits:** 03

**4. Level:** 2<sup>nd</sup> academic year

**5. Teaching time allocation:**

+ Lecture: 30 hours

+ Discussion, group assignment: 15 hours

**6. Pre-Requisites:** Microeconomics and Macroeconomics

**7. Course Aims & Learning Objectives:**

After this course, students realize and understand the basic theoretical knowledge of accounting, as the platform for application and research for subsequent subjects in Economic area, such as: Management, Finance, Banking, Accounting, Auditing...

Particularly, after finishing this course, student can:

- 1) Understand the basic theoretical knowledge of accounting
- 2) Use the basic knowledge of accounting as the foundation for intensive accounting courses
- 3) Understand the overview of accounting work
- 4) Understand the importance of accounting work in business activities

**8. Course Description:**

This course equips students with the basic knowledge of accounting – one of the tools of economic management in the business.

This course equips students with basic knowledge about principles of accounting, such as: nature, principles of accounting; system of accounting methods; the general sequence of accounting for elements, the main business process, accounting forms, organizing accounting work, and accounting apparatus...

### **9. Student Learning Activities:**

- Participation in class
- Group discussion in class
- Exercise
- Case study

### **11. Recommended Resources:**

– *Textbooks:*

- *Giáo trình nguyên lý kế toán*. Bộ môn Nguyên lý Kế toán. Khoa Kế toán- Kiểm toán. NXB Lao động 2012
- *Bài tập Nguyên lý kế toán*. Bộ môn Nguyên lý Kế toán. Khoa Kế toán- Kiểm toán. NXB Lao động 2012

– *Reference books:*

- The legal documents relating to accounting (Accounting law, accounting standard (VAS1), and economic law documents...)
- Documents relating to Principles of Accounting

### **12. Evaluation:**

- Learning process evaluation: 30%
  - Mid-term exam for individual or group
  - Group discussion in class
  - Attendance

- Final exam: 70%
- Multiple choices and essays
- Total: 100%

**12. Course Grading Scale: According to the university regulations**

**13. Learning Activities**

| <b>Date</b>            | <b>Lecture<br/>(chapter, part, teaching methodology)</b>   | <b>Text Book<br/>(chapter, part)</b>               | <b>Student Preparation<br/>(Exercise, presentation, case studies...)</b> | <b>Learning objectives</b> |
|------------------------|--|--|--|----------------------------|
| Session 1<br>(4 hours) | Chapter 1: The general issues of accounting<br>- Accounting definition<br>- Accounting objectives<br>Teaching method:<br>- Lecture<br>- Exercise                                   | -Textbooks<br>- VAS 1: general accounting standard | - Read textbook before class   | 1, 4                       |
| Session 2<br>(4 hours) | Chapter 1: The general issues of accounting (continued)<br>- Accounting concepts, Accounting principles<br>- Accounting environment<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks<br>- VAS 1: general accounting standard | - Read textbook before class<br>- Exercise Chapter 1                     | 1, 2, 3, 4                 |
| Session 3<br>(4 hours) | Chapter 2: Accounting reports (Financial statements)<br>- Balance sheet<br>- Profit or loss statement<br>Teaching method:<br>- Lecture<br>- Exercise                               | -Textbooks   | - Read textbook before class<br>- Exercise Chapter 1                     | 1, 2, 4                    |
| Session 4              | Chapter 3: Accounts and the  | -Textbooks   | - Read textbook before   | 1, 2, 3                    |

|                        |  |                               |  |            |
|------------------------|--|-------------------------------|--|------------|
| (4 hours)              | double entry system<br>- Accounts<br>Teaching method:<br>- Lecture<br>- Exercise   |                               | class<br>- Exercise Chapter 2                        |            |
| Session 5<br>(4 hours) | Chapter 3: Accounts and the double entry (continued)<br>- Double entry<br>- General accounting, detailed accounting<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2, 3    |
| Session 6<br>(4 hours) | Chapter 3: Accounts and the double entry (continued)<br>- Checking and comparing<br>- The Vietnamese account system<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2, 3    |
| Session 7<br>(4 hours) | Chapter 4: Price calculation<br>- Inventory<br>- Fixed assets<br>Teaching method:<br>- Lecture<br>- Exercise   | -Textbooks                    | - Read textbook before class<br>- Exercise Chapter 3 | 1, 2       |
| Session 8<br>(4 hours) | Chapter 5: Accounting documents and reviewing<br>- Accounting documents<br>- Reviewing<br>Teaching method:   | -Textbooks<br>-Accounting law | - Read textbook before class<br>- Exercise Chapter 4 | 1, 2, 3, 4 |



|                        |  |  |  |            |
|------------------------|--|--|--|------------|
|                        | - Lecture<br>- Exercise  |  |  |            |
| Session 9<br>(4 hours) | Chapter 6: Accounting ledgers and accounting system<br><br>- Accounting ledgers<br>- Accounting system<br>Teaching method:<br>- Lecture<br>- Exercise                                    | -Textbooks   | - Read textbook before class<br>- Exercise Chapter 5   | 1, 2, 3    |
| Session 10 (4 hours)   | Chapter 7: Accounting for main business processes<br><br>- Accounting for main business processes in manufacturing entities<br>Teaching method:<br>- Lecture<br>- Exercise               | -Textbooks<br>-Vietnamese accounting regulations for accounts type 5,6,7,8,9 | - Read textbook before class<br>- Exercise Chapter 6,7 | 1, 2, 3, 4 |
| Session 11 (4 hours)   | Chapter 7: Accounting for main business processes (continued)<br><br>- Accounting for purchasing and selling goods in commercial entities<br>Teaching method:<br>- Lecture<br>- Exercise | -Textbooks<br>-Vietnamese accounting regulations for accounts type 5,6,7,8,9 | - Read textbook before class<br>- Exercise Chapter 7   | 1, 2, 3, 4 |
| <b>Total: 45 hours</b> |  |  |  |            |

*Ho Chi Minh city, 06/05/2013*

**COURSE COORDINATOR LECTURER (signed)**

**Nguyễn Thị Mỹ Hoàng**

**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**14. Subject name:** Business law

**15. Code:** 3110206

**16. Credit points:** 03

**17. Level:** 2<sup>nd</sup> year students

**18. Teaching and learning strategies:** 30% lecture and 70% for other activities.

**19. Requisite:** Introduction to Law

**20. Contribution to course aims and graduate attributes:**

+ Armed with legal knowledge of the business, cooperatives, business contract, resolve business disputes by litigation or arbitration to help students have a complete knowledge of the formation, operation and termination of business activities, as well as cooperative trade legislation adjusting the contractual relationship and dispute resolution processes arising in operations business, commercial enterprise.

+ After graduation, students can set up their own business or they can have ability of application legal knowledge to business activities, holding and handling the legal issues arising in operation of businesses

+ With the knowledge about the business is legal provided, students can be confident to run and manage a company, or consulting for business leaders in their business operations

**21. Detailed subject description:**

This subject studies regulations on business, cooperatives and investment such as the nature of each type of companies; establishing business issues - reorganize - dissolution -

bankruptcy business, legal regulations related to the contractual relationship and legal mechanisms of arbitration to resolve disputes arising in business.

**22. Activities:**

- + Active learning in the class, class discussions, attend the exams.
- + Solve exercises situations arising in practice that students and instructor provide.
- + Directly study the organization and operations of a particular business in practice.
- + Share your views on the findings of a specific business activity.

**23. Texts:**

- Business Law 2005
- Bankruptcy Law 2004
- Cooperative Law 2012
- Investment Law 2005
- Civil Code 2005
- Commercial Law
- Civil Procedure Code 2011.
- Related Decrees and Circulars

**a. Recommended text:**

- *Text book on Business Law, UEH Law School 2012*
- TS. Bùi Ngọc Cường : “Pháp luật về quyền tự do kinh doanh tại Việt Nam – Những vấn đề lí luận và thực tiễn”, NXB Chính trị Quốc gia, 2004
- Bui Ngoc Cuong, *Legislation on freedom of doing business in Vietnam - The problem of theory and practice*, 2004.
- Mai Hong Quy, *Freedom business and issues to ensure human rights in Vietnam*, 2012
- Nguyen Thi Khe, *Types of Business in Vietnam*, 2007
- Bui Xuan Hai, *Minority Shareholders Protection: Law and Practice*, 2011
- [www.mpi.gov.vn](http://www.mpi.gov.vn)
- [www.dpi.hochiminhcity.gov.vn](http://www.dpi.hochiminhcity.gov.vn)

**24. Assessment:**

- a. **Mid-term:** 30% - 50%
- b. **Final:** Exams, assignments: 50% - 70%

**25. Scoring:** (*According to the Regulation*)

**26. Subject Detail:**

| <b>Class</b> | <b>Content</b>   | <b>Materials</b>  | <b>Student Preperation</b>   |
|--------------|--|---|--|
| 1            | Chapter 1: Overview of the Business Law  | - <i>Text book on Business Law, UEH Law School 2012</i>   | + Review the knowledge learned in the previous modules, especially the Introduction to Law.<br>Read the documents under the guidance of instructor, self-study the legal documents that adjust the subjects of business acitivities. |
| 2            | Chapter 2: Types of enterprises in the market economy  | - <i>Text book on Business Law, UEH Law School 2012</i><br>- Business Law 2005.<br>- Decree 102-2010<br>- Other materials | - Read the Business Law 2005<br>- Prepare questions + inquiries concerning the actual situation.<br>- Solve BT situations where teachers offer   |
| 3            | Chapter 2 (cont.): Starting a business, enterprise reorganization and dissolution of companies | - <i>Text book on Business Law, UEH Law School 2012</i><br>- Business Law 2005.<br>- Decree 102-2010<br>- Other materials | - Read the Decree 102-2010 and Business Law 2005.<br>- Discuss with the guidance of teachers<br>- Perform practical exercises  |
| 4            | Chapter 3: Bankruptcy enterprises, cooperatives  | - <i>Text book on Business Law, UEH Law School 2012</i>   | - Read the Bankruptcy Law  |

|   |   |   |   |
|---|---|---|---|
|   |   | <ul style="list-style-type: none"> <li>- Bankruptcy Law 2004.</li> <li>- Decree 114 - 2006</li> <li>- Other materials</li> </ul>  | <ul style="list-style-type: none"> <li>- Discuss with the guidance of teachers</li> <li>- Perform practical exercises</li> </ul>  |
| 5 | Chapter 4: Cooperatives and business households | <ul style="list-style-type: none"> <li>- <i>Text book on Business Law, UEH Law School 2012</i></li> <li>- Cooperatives Law.</li> <li>- Decree 43 - 2010</li> <li>- Other materials</li> </ul> | <ul style="list-style-type: none"> <li>- Read Cooperative Law and Decree 43</li> <li>- Discuss with the guidance of teachers</li> <li>- Perform practical exercises</li> <li>- Group Presentations</li> </ul> |
| 6 | Chapter 5: Laws on investment                   | <ul style="list-style-type: none"> <li>- <i>Text book on Business Law, UEH Law School 2012</i></li> <li>- Investment Law.</li> <li>- Decree 108 - 2006</li> <li>- Other materials</li> </ul>  | <ul style="list-style-type: none"> <li>- Read documents related to the content</li> <li>- Perform practical exercises</li> <li>- Debate in class.</li> </ul>  |
| 7 | Chapter 6: Law of Contract in Vietnam           | <ul style="list-style-type: none"> <li>- <i>Text book on Business Law, UEH Law School 2012</i></li> <li>- Civil Code</li> <li>- Other materials</li> </ul>                                    | <ul style="list-style-type: none"> <li>- Read documents related to the content</li> <li>- Perform practical exercises</li> <li>- Debate in class.</li> </ul>  |
| 8 | Chapter 6 (cont.): Law of Contract in Vietnam   | <ul style="list-style-type: none"> <li>- Civil Code.</li> <li>- Commercial Law</li> </ul>   | <ul style="list-style-type: none"> <li>- Students raise questions about the content read and listen to the responses.</li> <li>- Perform practical exercises</li> <li>- Presentation in class</li> </ul>      |
| 9 | Chapter 7: The contract                         | <ul style="list-style-type: none"> <li>- Commercial Law.</li> </ul>   | <ul style="list-style-type: none"> <li>- Students raise questions</li> </ul>  |

|    |   |   |  |
|----|---|---|--|
|    | commonly used in commercial activities                        | - <i>Text book on Business Law, UEH Law School 2012</i>   | about the content read and listen to the responses.<br>- Perform practical exercises<br>- Presentation in class                            |
| 10 | Chapter 8: Settlement of disputes by way of court proceedings | - Civil Procedure Code 2011<br>- <i>Text book on Business Law, UEH Law School 2012</i><br>- Other materials | - Students raise questions about the content read and listen to the responses.<br>- Perform practical exercises<br>- Presentation in class |
| 11 | Chapter 9: Dispute resolution by arbitration.                 | - Arbitration Law<br>- <i>Text book on Business Law, UEH Law School 2012</i>                                | - Students raise questions about the content read and listen to the responses.<br>- Perform practical exercises<br>- Presentation in class |

**APPROVAL OF THE HEAD OF  
DIVISION**

**INSTRUCTOR**

TRAN HUYNH THANH NGHI, LLM

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**27. Course Title:** ECONOMETRICS

**28. Course Code:** 3080208

**29. Number of Credits:** 3

**30. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 2<sup>nd</sup> academic year

**31. Teaching Time Allocation:** (*credits, hours for activities*)

+ Lecture : 37 hours

+ Practice, laboratory : 8 hours

**32. Pre-Requisites:** (*necessary courses*) : Advanced Mathematics ( Calculus and Linear Algebra), Theories of Probability and Maths Statistics, Microeconomics, Macroeconomics

**33. Course Aims & Learning Objectives:**

Course aims

- To give students basic understanding of econometrics theories
- To apply econometrical techniques to the estimation and testing of economic models

Learning objectives

- a. Students will develop the ability to identify the appropriate procedures of estimation and statistical inference for a given econometric model and economic data.
- b. Students will be able to interpret and explain the empirical results.
- c. Students will learn to use computer software through empirical exercises.

**34. Course Description:**

- Linear regression model.
- Least squares estimation.

- Dummy variables.
- Classical Linear Regression Model Assumptions
- Heteroscedasticity and implications for OLS
- Serial Correlation and implications for OLS
- Model selection

**35. Student Learning Activities:**

- Attend all sessions of classes
- Read the material before attending class
- Complete all class assignment
- Discuss selected problems

**36. Recommended Resources:**

- Textbooks:

[1]. Hoang Ngoc Nham (2010), *Econometrics*, Labor-Society Publisher

[2]. Hoang Ngoc Nham (2010), *Exercises in Econometrics*, Labor-Society Publisher

- Reference books:

[3]. Pham Tri Cao & Vu Minh Chau (2010), *Applied Econometrics*, Statistical Publishing House

[4]. Damodar N. Gujarati (2011), *Basic econometrics*, 5th Ed, Mc Graw-Hill Publisher,

[5]. Ramu Ramanathan (2002). *Introductory Econometrics with application*, 5<sup>th</sup> ed, Harcourt College Publishers

**37. Evaluation:**

- Presentation: 5%
- Report: 5%
- Mid – semester exam: 20%
- Final exam: 70%

**38. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*) : 10/10

**39. Learning Activities:**

| <b>Date</b>        | <b>Lecture<br/>(chapter, part, teaching methodology)</b> | <b>Text Book<br/>(chapter, part)</b> | <b>Student Preparation<br/>(excecise, presentation, case studies...)</b> | <b>Learning objectives</b> |
|--------------------|--|--------------------------------------|--|----------------------------|
| Day 1<br>(2 hours) | Introduction to econometrics                             | [1] Chapter 1                        | Review of basic probability and statistics                               | a,b                        |
| Day 1<br>(2 hours) | Simple linear regression I                               | [1] Chapter 2.                       | Read in advance the material . Complete class assignment.                | a,b                        |
| Day 2<br>(4 hours) | Simple linear regression II                              | [1] Chapter 2.                       | Read in advance the material. Complete class assignment                  | a,b                        |



|                     |  |                 |  |     |
|---------------------|--|-----------------|--|-----|
| Day 3<br>(4 hours)  | Simple linear regression III                 | [1] Chapter 2.  | Read in advance the material<br>Complete class assignment  | a,b |
| Day 4<br>(4 hours)  | Non-linear regression                        | [1] Chapter 3.  | Read in advance the material<br>Complete class assignment  | a,b |
| Day 5<br>(4 hours)  | Multiple regression I                        | [1] Chapter 4.  | Read in advance the material<br>Complete class assignment  | a,b |
| Day 6<br>(4 hours)  | Using Eviews                                 | [2]             | Practice with Eviews                                       | c   |
| Day 7<br>(4 hours)  | Dummy variables                              | [1] Chapter 5.  | Read in advance the material.<br>Complete class assignment | a,b |
| Day 8<br>(4 hours)  | Multicollinearity<br>Heteroskedasticity      | [1] Chapter 6,7 | Read in advance the material<br>Complete class assignment  | a,b |
| Day 9<br>(4 hours)  | Heteroskedasticity (cont)<br>Autocorrelation | [1] Chapter 7,8 | Read in advance the material<br>Complete class assignment  | a,b |
| Day 10<br>(4 hours) | Specification Tests<br>and Model Selection   | [1] Chapter 9   | Read in advance the materia<br>Complete class assignment   | a,b |
| Day 11<br>(5 hours) | Using Eviews (cont)                          | [2]             | Practice with Eviews                                       | c   |
| <b>Total</b>        | <b>45 hours</b>                              |                 |  |     |

*Ho Chi Minh City, May 17<sup>th</sup> , 2013*

**COURSE COORDINATOR**

**LECTURER**

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***BRANCH KNOWLEDGE***

HO CHI MINH CITY – 05/2013

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**  
**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title: Corporate Finance**
2. **Course Code: 3050110**
3. **Number of Credits: 3**
4. **Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 3<sup>rd</sup> academic year**
5. **Teaching Time Allocation: (credits, hours for activities)**
  - + Lecture: 45 hours
  - + Practice, laboratory
  - + Other: self-study 60 hours

6. **Pre-Requisites: (necessary courses):**

This course provides an introduction to the theory, the methods, and the concerns of corporate finance. It forms the foundation for all subsequent courses such as speculative markets, investments and corporate finance. The purpose of this course is to develop a framework for analyzing a firm's investment and financing decisions. Since the emphasis is on the fundamental concepts underlying modern corporate finance, the approach will be analytical and rigorous, and some familiarity with accounting, mathematical, and sta-tistical tools are advantageous.

7. **Course Aims & Learning Objectives:**

- **Course Aims:**

Course aim is to provide a thorough introduction to the fundamental principles of asset valuation and financing in competitive financial markets. In addition to, Course aim examines the important issues in corporate finance from a perspective of financial managers who need to make significant investment and financing decisions.

- **Course Objectives:**

To understand the relationship between the corporation and the financial system

To setup correct criteria for capital budgeting decisions (widely used methods vs. the net present value approach)

To define an optimal risk-return performance (fixing a capital asset pricing model along with a corporate cost of capital model)

To undertake wise policies for best funding of corporation investments (mix equity and debt and the limits in debt funding).

To gain an understanding of financial markets and processes

To learn techniques for determining the intrinsic value of securities

**8. Course Description:**

**PART I Introduction**

**Chapter 1 The Corporation**

1.1 The Four Types of Firms

Sole Proprietorships

Partnerships

Limited Liability Companies

Corporations

Tax Implications for Corporate Entities

1.2 Ownership Versus Control of Corporations

The Corporate Management Team

Ownership and Control of Corporations

Shareholder Activism and Voting Rights

1.3 The Stock Market

**Chapter 2 Introduction to Financial Statement Analysis**

2.1 The Disclosure of Financial Information

Preparation of Financial Statements

International Financial Reporting Standards

Types of Financial Statements

2.2 The Balance Sheet

Assets

Liabilities

Stockholders' Equity

Balance Sheet Analysis

2.3 The Income Statement

Earnings Calculations

Income Statement Analysis

Common Mistake Mismatched Ratios

2.4 The Statement of Cash Flows

Operating Activity

Investment Activity

Financing Activity  
2.5 Other Financial Statement Information  
Management Discussion and Analysis  
Statement of Stockholders' Equity  
Notes to the Financial Statements

### **Chapter 3 Financial Decision Making**

3.1 Valuing Costs and Benefits  
Using Market Prices to Determine Cash Values  
When Competitive Market Prices Are Not Available  
3.2 Interest Rates and the Time Value of Money  
The Time Value of Money  
The Interest Rate: An Exchange Rate Across Time  
3.3 Present Value and the NVP Decision Rule  
Net Present Value  
The NVP Decision Rule  
NVP and Individual Preferences  
    Further Reading  
    Problems

## **PART II Tools**

### **Chapter 4 The Time Value of Money**

4.1 The Timeline  
4.2 The Three Rules of Time Travel  
Comparing and Combining Values  
Moving Cash Flows Forward in Time  
Moving Cash Flows Back in Time  
Applying the Rules of Time Travel  
4.3 The Power of Compounding: An Application  
4.4 Valuing a Stream of Cash Flows  
4.5 The Net Present Value of a Stream of Cash Flows  
4.6 Perpetuities, Annuities, and Other Special Cases  
Perpetuities  
Historical Examples of Perpetuities  
Common Mistake Discounting One Too Many Times  
Annuities

Growing Cash Flows

4.7 Solving Problems with a Spreadsheet Program

4.8 Solving for Variables Other Than Present Value or Future Value

Solving for the Cash Flows

Internal Rate of Return

Solving for the Number of Periods

Common Mistake Excel's NPV and IRR Functions

## **Chapter 5 Interest Rates**

5.1 Interest Rate Quotes and Adjustments

The Effective Annual Rate

Adjusting the Discount Rate to Different Time Periods

Annual Percentage Rates

Application: Discount Rates and Loans

5.2 The Determinants of Interest Rates

Inflation and Real Versus Nominal Rates

Investment and Interest Rate Policy

The Yield Curve and Discount Rates

Common Mistake Using the Annuity Formula When Discount Rates Vary

## **Chapter 6 Investment Decision Rules**

6.1 NPV and Stand-Alone Projects

NPV Rule

Measuring Sensitivity with IRR

Alternative Rule versus NPV Rule

6.2 Alternative Decision Rules

The Payback Rule

The Internal Rate of Return Rule

Economic Profit or EVA

6.3 Mutually Exclusive Investment Opportunities

Differences in Scale

Timing of the Cash Flows

Incremental IRR Rule

6.4 Project Selection with Resource Constraints

Evaluation of Projects with Different Resource Requirements

Profitability Index

Shortcomings of the Profitability Index

## **PART III Basic Valuation**

### **Chapter 7 Fundamentals of Capital Budgeting**

#### 7.1 Forecasting Earnings

Revenue and Cost Estimates

Incremental Earnings Forecast

Indirect Effects on Incremental Earnings

The Opportunity Cost of an Idle Asset

Sunk Costs and Incremental Earnings

Common Mistake The Opportunity of an Idle Asset

Real-World Complexities

The Sunk Cost Fallacy

#### 7.2 Determining Free Cash Flow and NVP

Calculating the Free Cash Flow from Earnings

Calculating Free Cash Flow Directly

Calculating the NVP

Choosing Among Alternatives

Further Adjustments to Free Cash Flow

#### 7.3 Analyzing the Project

Break-Even Analysis

Sensitivity Analysis

Scenario Analysis

### **Chapter 8 Valuing Stocks**

#### 8.1 Stock Prices, Returns, and the Investment Horizon

A One-Year Investor

Dividend Yields, Capital Gains, and Total Returns

A Multiyear Investor

#### 8.2 The Dividend-Discount Model

Constant Dividend Growth

Dividends Versus Investment and Growth

Changing Growth Rates

Limitations of the Dividend-Discount Model

#### 8.3 Total Payout and Free Cash Flow Valuation Models

Share Repurchases and the Total Payout Model

The Discounted Free Cash Flow Model  
8.4 Valuation Based on Comparable Firms  
Valuation Multiples  
Limitations of Multiples  
Comparison with Discounted Cash Flow Methods  
Stock Valuation Techniques: The Final Word  
8.5 Information, Competition, and Stock Prices  
Information in Stock Prices  
Competition and Efficient Markets  
Lessons for Investors and Corporate Managers  
The Efficient Markets Hypothesis Versus No Arbitrage

## **PART IV Risk and Return**

### **Chapter 9 Capital Markets and the Pricing of Risk**

9.1 A First Look at Risk and Return  
9.2 Common Measures of Risk and Return  
Probability Distributions  
Expected Return  
Variance and Standard Deviation  
9.3 Historical Returns of Stocks and Bonds  
Computing Historical Returns  
Average Annual Returns  
The Variance and Volatility of Returns  
Using Past Returns to Predict the Future: Estimation Error  
Arithmetic Average Returns Versus Compound Annual Returns  
9.4 The Historical Tradeoff between Risk and Return  
The Returns of Large Portfolios  
The Returns of Individual Stocks  
9.5 Common Versus Independent Risk  
9.6 Diversification in Stock Portfolios  
Firm-Specific Versus Systematic Risk  
No Arbitrage and the Risk Premium  
Common Mistake A Fallacy of Long-Run Diversification  
9.7 Estimating the Expected Return  
Measuring Systematic Risk  
Estimating the Risk Premium



9.8 Risk and the Cost of Capital  
9.9 Capital Market Efficiency  
Notions of Efficiency  
Empirical Evidence on Capital Market Competition

## **Chapter 10 The Capital Asset Pricing Model**

10.1 The Efficiency of the Market Portfolio  
The CAPM Assumptions  
Security Demand Must Equal Supply  
Optimal Investing: The Capital Market Line  
10.2 Determining the Risk Premium  
Market Risk and Beta  
The Security Market Line  
Summary of the Capital Asset Pricing Model  
10.3 The Market Portfolio  
Value-Weighted Portfolios  
Common Stock Market Indexes  
10.4 Determining Beta  
Estimating Beta from Historical Returns  
Why Not Estimate Expected Returns Directly?  
Using Linear Regression  
10.5 Extending the CAPM  
Investor Information and Rational Expectations  
10.6 The CAPM in Practice  
Forecasting Beta  
The Security Market Line  
Evidence Regarding the CAPM  
Nobel Prize William Sharpe on the CAPM  
The Bottom Line on the CAPM

## **PART V Capital Structure**

### **Chapter 11 Capital Structure in a Perfect Market**

11.1 Equity Versus Debt Financing  
Financing a Firm with Equity  
Financing a Firm with Debt and Equity  
Effect of Leverage on Risk and Return

## 11.2 Modigliani-Miller I: Leverage, Arbitrage, and Firm Value

MM and the Law of One Price

MM and the Real World

Homemade Lemonade

The Market Value Balance Sheet

Application: A Leveraged Recapitalization

## 11.3 Modigliani -Miller II: Leverage, Risk, and the Cost of Capital

Leverage and the Equity Cost of Capital

Capital Budgeting and the Weighted Average Cost of Capital

Common Mistake Is Debt Better Than Equity?

Levered and Unlevered Betas

Cash and Net Debt

## 11.4 Capital Structure Fallacies

Leverage and Earnings per Share

Equity and Dilution

14.5MM: Beyond the Propositions

Nobel Prize Franco Modigliani and Merton Miller

## **Chapter 12 Debt and Taxes**

12.1 The Interest Tax Deduction

12.2 Valuing the Interest Tax Shield

The Interest Tax Shield and Firm Value

The Interest Tax Shield with Permanent Debt

Pizza and Taxes

The Weighted Average Cost of Capital with Taxes

12.3 Recapitalizing to Capture the Tax Shield

The Tax Benefit

The Share Repurchase

No Arbitrage Pricing

Analyzing the Recap: The Market Value Balance Sheet

12.4 Personal Taxes

Including Personal Taxes in the Interest Tax Shield

Valuing the Interest Tax Shield with Personal Taxes

Determining the Actual Tax Advantage of Debt

Cutting the Dividend Tax Rate

12.5 Optimal Capital Structure with Taxes

Do Firms Prefer Debt?

Limits to the Tax Benefit of Debt

Growth and Debt  
Other Tax Shields  
The Low Leverage Puzzle  
Employee Stock Options  
12. The Cost of Bankruptcy and Financial Distress  
The Bankruptcy Code  
Direct Costs of Bankruptcy  
Indirect Costs of Financial Distress  
12.7 Financial Distress Costs and Firm Values  
The Impact of Financial Distress Costs  
Who Pays for Financial Distress Costs?  
12.8 Optimal Capital Structure: The Tradeoff Theory  
Determinants of the Present Value of Distress Costs  
Optimal Leverage  
12.9 Exploiting Debt Holders: The Agency Costs of Leverage  
Over-investment  
Under-investment  
Cashing Out  
Agency Costs and the Value of Leverage  
Debt Maturity and Covenants  
12.10 Motivating Managers: The Agency Benefits of Leverage  
Concentration of Ownership  
Reduction of Wasteful Investment  
Leverage and Commitment  
12.11 Agency Costs and the Tradeoff Theory  
The Optimal Debt Level  
Debt Levels in Practice  
12.12 Asymmetrical Information and Capital Structure  
Leverage as a Credible Signal  
Issuing Equity and Adverse Selection

**Chapter 17 Payout Policy**

12.1 Distributions to Shareholders  
Dividends  
Share Repurchases  
12.2 Comparison of Dividends and Share Repurchases  
Alternative Policy 1: Pay Dividend with Excess Cash  
Alternative Policy 2: Share Repurchase (No Dividend)  
Common Mistake Repurchases and the Supply of Shares

Alternative Policy 3: High Dividend (Equity Issue)  
 Modigliani-Miller and the Dividend Policy Irrelevance  
 Common Mistake The Bird in Hand Fallacy  
 Dividend Policy with Perfect Capital Markets  
 12.3 The Tax Disadvantage of Dividends  
 Taxes on Dividends and Capital Gains  
 Optimal Dividend Policy with Taxes  
 12.4 Dividend Capture and Tax Clienteles  
 The Effective Dividend Tax Rate  
 Tax Differences Across Investors  
 Clientele Effects  
 12.5 Payout Versus Retention of Cash  
 Retaining Cash with Perfect Capital Markets  
 Taxes and Cash Retention  
 Adjusting for Investor Taxes  
 Issuance and Agency Costs  
 12.6 Signaling with Payout Policy  
 Dividend Smoothing  
 Dividend Signaling  
 Signaling and Share Repurchases  
 12.7 Stock Dividends, Splits, and Spin-offs  
 Stock Dividends and Splits  
 Spin-offs

**9. Student Learning Activities:**

- Participation: Full attendance of classes, discussion of assignment and case studies given by lecturers.
- Exercises: do at home
- Tools and facilities
- Other: mini-tests

**10. Recommended Resources:**

- Textbooks:
  - ✓ Tài chính Doanh nghiệp hiện đại, Tran Ngoc Tho, Latest edition
- Reference books:
  - ✓ Fundamentals of Corporate Finance, Ross/Westerfield/Jordan, Latest edition

**11. Evaluation:**

- Participation in class: 20% (weight)
- Group discussion: %

- Assignment: %
- Presentation: %
- Report: %
- Mid – semester exam: 30%
- Final exam: 50%
- Other: %

**12. Course Grading Scale: Credit**

**13. Learning Activities:**

| <b>Date</b>                 | <b>Lecture<br/>(chapter, part, teaching methodology)</b>  | <b>Text Book<br/>(chapter, part)</b>           | <b>Student Preparation<br/>(excecise, presentation, case studies...)</b> | <b>Learning objectives</b> |
|-----------------------------|---|--|--|----------------------------|
| Date 1<br>(Number of hours) | - The Four Types of Firms<br>- Ownership Versus Control of Corporations<br>The Corporate Management Team<br>Ownership and Control of Corporations<br>Shareholder Activism and Voting Rights<br>- The Stock Market   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 1 | Questions and discussion of chapter 1.                                   | 1                          |
| Date 2<br>(Number of hours) | - The Disclosure of Financial Information<br>Preparation of Financial Statements<br>International Financial Reporting Standards<br>Types of Financial Statements<br>- The Balance Sheet<br>Assets<br>Liabilities<br>Stockholders' Equity<br>Balance Sheet Analysis<br>- The Income Statement<br>Earnings Calculations<br>Income Statement Analysis<br>Common Mistake Mismatched | Corporate Finance (Tran Ngoc Tho)<br>Chapter 6 | Questions and exercises of chapter 6.                                    | 5                          |

|                             |  |   |  |   |
|-----------------------------|--|---|--|---|
|                             | <p>Ratios</p> <ul style="list-style-type: none"> <li>- The Statement of Cash Flows</li> </ul> <p>Operating Activity</p> <p>Investment Activity</p> <p>Financing Activity</p> <ul style="list-style-type: none"> <li>- Other Financial Statement Information</li> </ul> <p>Management Discussion and Analysis</p> <p>Statement of Stockholders' Equity</p> <p>Notes to the Financial Statements</p> |   |  |   |
| Date 3<br>(Number of hours) | <ul style="list-style-type: none"> <li>- Interest Rates and the Time Value of Money</li> <li>-The Power of Compounding</li> <li>-Valuing a Stream of Cash Flows</li> <li>- The Net Present Value of a Stream of Cash Flows</li> <li>- Perpetuities, Annuities, and Other Special Cases</li> <li>Perpetuities</li> </ul>  | Corporate Finance (Tran Ngoc Tho)<br>Chapter 2  | Questions, discussion and exercises of chapter 2.  | 6 |
| Date 4<br>(Number of hours) | <ul style="list-style-type: none"> <li>- NVP and Stand-Alone Projects</li> <li>NVP Rule</li> <li>Measuring Sensitivity with IRR</li> <li>Alternative Rule versus NVP Rule</li> <li>- Alternative Decision Rules</li> </ul>   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 10 | Questions, discussion and exercises of chapter 10. | 2 |
| Date 5<br>(Number of hours) | <ul style="list-style-type: none"> <li>- Determining Free Cash Flow and NVP</li> </ul>   | Corporate Finance (Tran Ngoc Tho)               | Questions, discussion and exercises of chapter 9.  | 2 |

|                             |   |  |   |     |
|-----------------------------|---|--|---|-----|
| of hours)                   | -Calculating the Free Cash Flow from Earnings<br>-Calculating Free Cash Flow Directly   | Ngoc Tho)<br>Chapter 9                         |   |     |
| Date 6<br>(Number of hours) | The Dividend-Discount Model<br>+Constant Dividend Growth<br>+Dividends Versus Investment and Growth<br>Changing Growth Rates<br>+Limitations of the Dividend-Discount Model   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 3 | Questions, discussion and exercises of chapter 3. | 6   |
| Date 7<br>(Number of hours) | - The Efficiency of the Market Portfolio<br>The CAPM Assumptions<br>Security Demand Must Equal Supply<br>Optimal Investing: The Capital Market Line<br>- Determining the Risk Premium<br>Market Risk and Beta<br>The Security Market Line<br>Summary of the Capital Asset Pricing Model | Corporate Finance (Tran Ngoc Tho)<br>Chapter 5 | Questions, discussion and exercises of chapter 5. | 3,5 |
| Date 8<br>(Number of hours) | - The Market Portfolio<br>Value-Weighted Portfolios<br>Common Stock Market Indexes<br>- Determining Beta<br>Estimating Beta from Historical Returns<br>Why Not Estimate Expected Returns Directly?<br>Using Linear Regression<br>- Extending the CAPM                                   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 5 | Questions, discussion and exercises of chapter 5. | 3,5 |

|                              |  |   |  |     |
|------------------------------|--|---|--|-----|
|                              | Investor Information and Rational Expectations   |   |  |     |
| Date 9<br>(Number of hours)  | -Equity Versus Debt Financing<br>-Modigliani-Miller I: Leverage, Arbitrage, and Firm Value<br>-Modigliani-Miller II: Leverage, Risk, and the Cost of Capital   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 14 | Questions, discussion and exercises of chapter 14. | 4,5 |
| Date 11<br>(Number of hours) | -The Interest Tax Deduction<br>-Valuing the Interest Tax Shield<br>-Recapitalizing to Capture the Tax Shield<br>-Personal Taxes<br>-Optimal Capital Structure with Taxes   | Corporate Finance (Tran Ngoc Tho)<br>Chapter 15 | Questions, discussion and exercises of chapter 15. | 4,5 |
| Date 12<br>(Number of hours) | -Distributions to Shareholders<br>-Comparison of Dividends and Share Repurchases<br>-The Tax Disadvantage of Dividends<br>-Dividend Capture and Tax Clienteles<br>-Payout Versus Retention of Cash<br>-Signaling with Payout Policy<br>-Stock Dividends, Splits, and Spin-offs | Corporate Finance (Tran Ngoc Tho)<br>Chapter 13 | Questions, discussion and exercises of chapter 13. | 4,5 |
| <b>Total: 45</b>             |  |   |  |     |

**COURSE COORDINATOR**



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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

- 1. Course Title: International Finance**
- 2. Course Code: 3050211**
- 3. Number of Credits: 3**
- 4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 3<sup>rd</sup> academic year**
- 5. Teaching Time Allocation: (credits, hours for activities)**
  - + Lecture: 45 hours
  - + Practice, laboratory
  - + Other self-study 135 hours
- 6. Pre-Requisites: (necessary courses):** Micro - economics, Macro - economics, Theories of Probability and MathsStatistics, Advanced Mathematics, Econometrics, Corporate Finance I, Corporate Finance II, Capital Budgeting, Insurance.
- 7. Course Aims & Learning Objectives:**
  - Course Aims: Provide learners with knowledge of international finance
  - Course Objectives: After completing this course, students can understand:
    - (1) Overview of Globalisation and Multinational companies
    - (2) Balance of payment
    - (3) Ability to explain changes in current account and capital account
    - (4) Impact of capital control on the economy
    - (5) International arbitrage
    - (6) Covered and uncovered Interest rate parity
    - (7) Purchasing power parity
    - (8) Ability to calculating real exchange rate, forecasting exchange rate
    - (9) Exchange rate regime, determinants of exchange rate
    - (10) Government intervention in exchange rate

(11) Impossible trinity

(12) Financial crisis

**8. Course Description:** The course focuses on understanding the theory of international finance and on its real world applications from a business point of view. Understanding the foreign exchange markets and world capital markets (banking, debt and equity) is necessary to carry out a sound and effective management of the firm from a financial point of view. And since multinational corporations face opportunities but also risks, financial management involves the design of appropriate strategies to hedge the company from actual and potential risks through the use of the different types of financial assets (such as derivatives) available for this purpose.

**9. Student Learning Activities:**

- Participation: full attendance
- Exercises : complete assignment given by lecturer
- Tools and facilities
- Other: do research in groups

**10. Recommended Resources:**

- Textbooks: Tran Ngoc Tho, Nguyen Ngoc Dinh, International Finance, UEH, 2010
- Reference books: MADURA, International Corporate Finance, South Western College, 2011
- Research papers

**11. Evaluation:**

|                           |    |            |
|---------------------------|----|------------|
| - Participation in class: | 10 | % (weight) |
| - Group discussion:       | 20 | %          |
| - Assignment:             |    | %          |
| - Presentation:           | 20 | %          |
| - Report:                 |    | %          |
| - Mid – semester exam:    |    | %          |
| - Final exam:             | 50 | %          |
| - Other:                  |    | %          |

**11. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

## 12. Learning Activities:

| <b>Date</b>        | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b>  | <b>Text<br/>Book<br/>(chapter,<br/>part)</b> | <b>Student Preparation<br/>(excecise, presentation,<br/>case studies...)</b> | <b>Learning<br/>objectives</b> |
|--------------------|---|--|--|--------------------------------|
| Date 1<br>4 hours  | Introduction<br>Globalisation and Multinational<br>companies<br>(lecture and discussion)                  | Chapter 1                                    | Discussion, and exercises<br>of chapter 1                                    | 1                              |
| Date 2<br>4 hours  | Balance of payment<br>(lecture and discussion)  | Chapter 2                                    | Discussion, and exercises<br>of chapter 2                                    | 2,3,4                          |
| Date 3<br>4 hours  | International arbitrage and<br>interest rate parity<br>(lecture and discussion)                           | Chapter 7                                    | Discussion, and exercises<br>of chapter 7                                    | 6                              |
| Date 4<br>4 hours  | Purchasing power parity<br>(lecture and discussion)   | Chapter 8                                    | Discussion, and exercises<br>of chapter 8                                    | 7                              |
| Date 5<br>4 hours  | Determinants of exchange rate,<br>government intervention in<br>exchange rate<br>(lecture and discussion) | Chapter<br>9,10                              | Discussion, and exercises<br>of chapter 9,10                                 | 8,9,10                         |
| Date 6<br>4 hours  | Impossible trinity<br>(lecture and discussion)  | Chapter<br>11                                | Discussion, and exercises<br>of chapter 11                                   | 11                             |
| Date 7<br>4 hours  | Financial crisis  | Chapter<br>12                                | Discussion, and exercises<br>of chapter 12                                   | 12                             |
| Date 8<br>4 hours  | Discussion paper 1  | paper 1                                      | Presentation and discussion  | 1-12                           |
| Date 9<br>4 hours  | Discussion paper 2  | paper 2                                      | Presentation and discussion  | 1-12                           |
| Date 10<br>4 hours | Discussion paper 3  | paper 3                                      | Presentation and discussion  | 1-12                           |
| Date 11<br>4 hours | Discussion paper 4  | paper 4                                      | Presentation and discussion  | 1-12                           |
| Date 12<br>1 hours | Conclusion  |  |  |                                |
| <b>Total</b>       |   |  |  |                                |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title: COMMERCIAL BANKING OPERATION I**

**2. Course Code: 3060206**

**3. Number of Credits: 02**

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 3<sup>rd</sup> academic year**

**5. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture : 30 periods

+ Practice, laboratory : students study at least 2-3 times of the class time

+ Other

**6. Pre-Requisites: (necessary courses)**

- Introduction to Finance and Money, Financial Mathematics, Cooperate finance, Financial Accounting, International payment.

**7. Course Aims & Learning Objectives:**

- Course Aims:

COMMERCIAL BANKING OPERATION I is a compulsory subject for Finance, Banking students and the electives for some other major at the University of Economics HCMC. In addition to knowledge, students will be trained in presentation skill, situations analyzing, the ability to conduct and business decision-making, computer skill so that they can easily access to their work at banks, securities companies, financial institutions and enterprises. This knowledge will also provide the background for students to study COMMERCIAL BANKING OPERATION II.

- Course Objectives:

The objectives of this course is to equip students with the knowledge and skills as follow:

- i. To achieve presentation skill, problem solving skill, teamwork, self-study, self-research.
- ii. To be able to apply the theories to specific situations
- iii. To know basically the products/services that banks provide investors in the stock market and customers.
- iv. To know the basic content of credit provision, credit process, credit guarantee in the legal conditions in Vietnam.
- v. To know basically the credit products so that they can compare similarities and differences between these products. Students have opportunities to practice through the exercises and case studies.

## **8. Course Description:**

### **Chapter 1: OVERVIEW OF COMMERCIAL BANK**

#### **I. The concept of commercial banks:**

1. Concept.
2. Characteristics.
3. Nature.
4. Classification

#### **II. The function of commercial banks:**

1. Credit intermediary.
2. Payment intermediary.
3. Representative money creating.

#### **III. Commercial bank's operations:**

❖ Based on the balance sheet:

1. Capital sources creating:
  - Own capital.
  - Mobilized capital.
  - Loan capital.

- Other capital.
2. Use of capital:
    - Fixed assets purchasing
    - Setting up reserves
    - Credit provision.
    - Investment

3. Intermediary operations:

- Service account.
- Payment services.
- Forex trading.

❖ Based on supply product groups:

1. Corporate customers.
2. Individual customers.

**IV. Vietnamese bank system:**

1. Vietnamese bank system's history.
2. The bank's organizational structure and network.

**Chapter 2: CAPITAL MOBILIZATION**

**I. The issues related to capital mobilization:**

1. Concept.
2. Characteristics.
3. The role
4. Classification

**II. Forms of capital mobilization:**

1. Regular forms:
  - Sight deposit.
  - Time deposit.

- Savings deposit.
2. Irregular form:
    - Issuance of valuable papers.

### **III. Factors affecting a commercial bank's capital mobilization.**

## **Chapter 3: BASIC ISSUES OF BANKING CREDIT**

### **I. Concept - Classification of banking credit:**

1. Concept.
2. Classification.

### **II. Principles - Conditions:**

1. Principles.
2. Conditions.

### **III. Interest rates:**

1. Concept
2. Classification.
3. Factors affecting interest rates.

### **IV. Credit assurance:**

1. The concept of credit assurance.
2. The Meaning of credit assurance.
3. The credit assurance form.

### **V. Credit provision process.**

## **Chapter 4: LOAN OPERATION**

### **I. The issues related to loans:**

1. The concept
2. Principles
3. Conditions
4. Methods

5. Loan provision process
6. Other terms

## **II. Loans for working capital supplement:**

1. The concept
2. The role
3. Forms of Loans for working capital supplement:
  - 3.1. Facility:
    - Conditions.
    - Characteristics.
    - Loan procedure
    - To determine the credit limit (credit line).
    - Disbursement, debt collection and disposal the contract.
  - 3.2. Regular Loans:
    - Conditions.
    - Characteristics.
    - Loan procedure.
    - To determine the amount of loan.
    - Disbursement, debt collection and disposal the contract.

## **III. Loans for investment projects:**

1. The concept
2. Principles
3. Characteristics
4. Benefits
5. Credit limit
6. Loan time
7. Disbursement, debt collection and disposal the contract
8. Forms:
  - Loans for investment projects
  - Cooperated loans



#### **IV. Loans for consumer:**

1. The concept
2. Characteristics
3. Benefits
4. Methods
5. The popular products of loans for consumer

#### **V. Overdrafts**

1. The concept
2. Characteristics.
3. Meaning.

#### **9. Student Learning Activities:**

- Participation
- Exercises
- Tools and facilities
- Other

#### **10. Recommended Resources:**

- Textbooks and Reference books:

The Course book of Commercial Banking Operation - Economic Publishing House, in 2012.

- References:

Commercial Banking Operation- Associate Prof. Dr. Nguyen Dang Don editor, Thống kê publishers in 2009.

Commercial Banking Operation – Dr. Nguyen Minh Kieu editor, Thống kê publishers in 2009.

Commercial Banking Operation - Nguyen Thi Mui editor, Statitis publishers 2005

International payment - Associate Prof. Dr. Tram Thi Xuan Huong, Statitis publishers, 2010.

- Currency - Banking and financial markets - Frederic S.Mishkin, Science and Technology Publisher in 1993.

Commercial Bank Management-Peter S. Rose, 2000.

Commercial banking \_Benton E. Gup, James W.Kolari, Jone Wiley & Sons (Asia)  
Pte Ltd Sigapore

Credit Institutions Act 2010 and other involved legal documents.

Official information on the State Bank's web, commercial banks,

### 11. Evaluation:

|                           |               |
|---------------------------|---------------|
| - Participation in class: | 30 % (weight) |
| - Group discussion:       | 10 %          |
| - Assignment:             | 30 %          |
| - Presentation:           | %             |
| - Report:                 | %             |
| - Mid – semester exam:    | 30 %          |
| - Final exam:             | 70 %          |
| - Other:                  | %             |

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*):*Distinction*

### 13. Learning Activities:

| <b>Date</b>                         | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b>   | <b>Text Book<br/>(chapter,<br/>part)</b> | <b>Student Preparation<br/>(excecise, presentation,<br/>case studies...)</b>   | <b>Learning<br/>objectives</b> |
|-------------------------------------|--|--|--|--------------------------------|
| Date 1<br>(Number<br>of<br>hours:4) | <b>Chapter 1: OVERVIEW<br/>OF COMMERCIAL<br/>BANK</b><br>I.The concept of commercial<br>banks<br>II.The function of<br>commercial banks.<br>III. Commercial bank's<br>operations<br>IV. Vietnamese bank system | Read Chapter<br>1 in the<br>Course book  | 1/ Refer to materials;<br>2/ Reference The Laws<br>relate to commercial banks'<br>operations.<br>3/ Search for information in<br>the websites of commercial<br>banks and the State bank.<br>4/ Discuss on a commercial<br>bank's structure<br>5/ decentralization in | i, ii                          |

|                               |  |   |   |            |
|-------------------------------|--|---|---|------------|
|                               |  |   | commercial banks.   |            |
| Date 2<br>(Number of hours:4) | <b>Chapter 2: CAPITAL MOBILIZATION</b><br>I. The issues related to capital mobilization<br>II. Forms of capital mobilization.<br>III. Factors affecting a commercial bank's capital mobilization | Read part I, II, chapter 2 in the course book | 1/ Refer to materials;<br>2/ Reference The Laws relate to commercial banks' capital mobilization.<br>3/ Discuss on factors affecting a commercial bank's capital mobilization<br>4/ Discuss on solution for development of capital mobilization;<br>5/ Read case studies in advance;<br>6/ Read exercises in advance. | i, ii, iii |
| Date 3<br>(Number of hours:4) | <b>Chapter 3: BASIC ISSUES OF BANKING CREDIT</b><br>I. Concept - Classification of banking credit:<br>II. Principles - Conditions:<br>III. Interest rates  | Read chapter 3 in the course book             | 1/ Review knowledge in former lessons.<br>2/ Reference The Laws relate to commercial banks' credit activities, example of credit provision process in some commercial banks.  | i, ii, iv  |
| Date 4<br>(Number of hours:4) | IV. Credit assurance<br>V. Credit provision process  | Read chapter 3 in the course book             | 3/ Discuss on factors affecting a commercial bank's credit activities and credit assurance  | i, ii, iv  |
| Date 5<br>(Number of hours:4) | <b>Chapter 4: LOAN OPERATION</b><br>I. The issues related to loans   | Read chapter 4 in the course book             | 1/ Refer to materials;<br>2/ Reference The Laws relate to commercial banks'   | i, ii, v   |

|                                     |   |   |  |          |
|-------------------------------------|---|---|--|----------|
| hours:4)                            |   |   | credit activities  |          |
| Date 6<br>(Number<br>of<br>hours:4) | II. Loans for working capital<br>supplement                     | Read chapter<br>4 in the<br>course book | 3/ Discuss on banks' loans   | i, ii, v |
| Date 7<br>(Number<br>of<br>hours:4) | III. Loans for investment<br>projects<br>IV. Loans for consumer | Read chapter<br>4 in the<br>course book | 4/ Read exercises in<br>advance  | i, ii, v |
| Date 8<br>(Number<br>of<br>hours:2) | V. Overdraft  | Read chapter<br>4 in the<br>course book | 5/ Compare services for<br>corporate customers with<br>individual customers. | i, ii, v |
| <b>Total:(30<br/>periods)</b>       |   |   |  |          |

*Ho Chi Minh City, 20<sup>th</sup> April, 2012*

**COURSE COORDINATOR**

**LECTURER**

**Associate Professor Tran Huy Hoang**

**Tram Thi Xuan Huong**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

- 1. Course Title:** *FINANCIAL MARKET*
- 2. Module code:** 3060115
- 3. Credits:** 2 credits
- 4. Level:** *third academic year*
- 5. Teaching Time Allocation:** (*credit hours for activities*)

- Class participation: 70%
- Self-study: 30%

**6. Pre-Requisites:**

Student studied a number of courses including Macroeconomics, Finance and Monetary Theory prior to this course.

**7. Course Aims & Learning Objectives:**

- Course Aims: This course aims to give an overview of financial instruments, institutions and markets. It also gives students a deep understanding of stock markets.
- Course Objectives:
  - o O1: To briefly introduce the concept, role and classification of financial markets
  - o O2: To understand the operation of financial institutions in the market
  - o O3: To introduce the basics of stock market
  - o O4: To understand the concept, characteristics and classification of goods in the stock market
  - o O5: To learn about the issuance and trading of securities on the market.

**8. Course Description:**

The content of this course consists of five chapters. Chapter 1 gives an overview of financial markets. Chapter 2 makes mention of financial institutions. Chapter 3 gives an overview of stock markets. Chapter 4 provides students with an introduction to the instruments in stock markets. Finally, Chapter 5 presents the mechanics of security offering and trading.

### 9. Student Learning Activities:

In order to have a good achievement in this course, it is the student's duty to attend class fully. In addition, students must do their assignments and participate in classroom discussions. Students also have a presentation of relating topics

### 10. Recommended Resources:

- Textbooks:

(1) Dr. Bui Kim Yen - Dr. Than Thi Thu Thuy (2009), Textbook Markets, Statistics Publishing House.

- Reference books:

(2) Frank J. Fabozzi (2001), Capital Market, Prentice Hall Publishers.

(3) Bodie, Z, Kane A and Marcus, AJ (2011), Investment, Version 9, Mc Graw Hill Publishing.

**11. Evaluation:** *(at least 4 items included in a total of the items is 100%).*

- Discussion and presentation: 20%
- Mid exam: 10%
- Final exam: 70%

### 12. Course Grading Scale:

### 13. Learning Activities:

| Teaching period | Lecture  | Text Book                  | Student Preparation   | Achieved objectives |
|-----------------|--|----------------------------|---|---------------------|
| 6 hours         | <b>Chap 1. Overview of financial markets</b><br>1. Definition of financial markets<br>2. Function of financial markets | - R1: Chap1<br>- R3: Chap1 | Read the books and papers relating to overview of financial markets | O1                  |

|         |  |  |  |    |
|---------|--|--|--|----|
|         | 3. Classification of financial markets   |  |  |    |
| 4 hours | <p><b>Chap2.Financial intermediaries</b></p> <p>1. Definition of financial intermediaries</p> <p>2. Classification of financial intermediaries</p> <ul style="list-style-type: none"> <li>- Banking institutions</li> <li>- Non-bank financial institutions</li> </ul> | <ul style="list-style-type: none"> <li>- R1: Chap6</li> <li>- R2: Chap1</li> </ul> | <p>Read the books before the lecture</p> <p>Presentation</p> <p>(Topic: Vietnamese financial intermediaries)</p>   | O2 |
| 4 hours | <p><b>Chap 3. Overview of security markets</b></p> <p>1. Definition of security markets</p> <p>2. Function of security markets</p> <p>3. Structure of security markets</p> <p>4. Operation and regulation of security markets</p>                                      | <ul style="list-style-type: none"> <li>-R1: Chap3</li> <li>-R2: Chap1</li> </ul>   | <p>Read the books before the lecture</p> <p>Presentation</p> <p>(Topic: Security markets of Vietnam and another countries)</p>   | O3 |
| 8 hours | <p><b>Chap 4. Instruments in the market</b></p> <p>1. Definition of securities</p> <p>2. Classification of securities</p> <ul style="list-style-type: none"> <li>- Equity securities</li> <li>- Debt securities</li> <li>- Derivative securities</li> </ul>            | <ul style="list-style-type: none"> <li>- R1: Chap4</li> <li>- R2</li> </ul>        | <p>Read the books before the lecture.</p> <p>Find out information relating to the securities traded in Vietnamese security market and the markets of another countries.</p> <p>Presentation</p> <p>(Topic: securities)</p> | O4 |
| 8 hours | <p><b>Chương 5. Mechanics of offering and trading securities</b></p> <p>1. Security offering</p> <ul style="list-style-type: none"> <li>- Approaches of security offering</li> </ul>   | <ul style="list-style-type: none"> <li>-R1: Chap5</li> <li>-R2: Chap1</li> </ul>   | <p>Read the books before the lecture</p> <p>Study the operation of primary market and secondary market of Vietnam as well as the regulations and</p>   | O5 |

|                        |  |  |   |  |
|------------------------|--|--|---|--|
|                        | <ul style="list-style-type: none"> <li>- Conditions of security offering</li> <li>2. Security trading <ul style="list-style-type: none"> <li>- Security trading in unlisted markets</li> <li>- Security trading in listed markets</li> </ul> </li> </ul> |  | the trading processes of the stock exchanges. |  |
| <b>Total: 30 hours</b> |  |  |   |  |

*Ho Chi Minh City, 3 April, 2013*

**COURSE COORDINATOR**

**LECTURER**

**Dr. THAN THI THU THUY**



**BACHELOR PROGRAMME**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course: PUBLIC FINANCE (I)**

**2. Course Code: 3040112**

**3. Number of Credits: 2 credits**

**4. Level: 3<sup>rd</sup> academics**

**5. Teaching Time Allocation**

- Lecture: 2 credits

**6. Pre – Requisites**

Students must complete the following topics:

- Economics
- Fundamentals of Public Finance

**7. Course Aims and Learning Objectives**

After finishing this subject, students can:

- (1) Understanding the role of government and public finance in economy;
- (2) Understanding the system of state budgets;
- (3) Analyzing the impact of government revenue and expenditure on economy;
- (4) Understanding the ways to finance the fiscal deficit;
- (5) Analyzing the public expenditure and its impact on economy;

**8. Course Description**

The subject will focus on the role and the size of public sector; raising funds to achieve the goals of macroeconomics; the policy of public expenditure; the fiscal

decentralization to increase the ability to provide public goods and services; budget balance and deficit; and public debts .

### 9. Student's Mission:

- Class hour: at least 80% credits
- Exercise: complete 100% cases at class and hometest
- Others: gather data online.

### 10. Recommended Resources

- Textbooks:

1. Nguyễn Hồng Thắng, *Public Finance Lecture*.
2. Dương Thị Bình Minh, 2005. *Public Finance*, Finance Edition.
3. J. E. Stiglitz, 2000. *Economics of Public Sector*, W.W Norton & Company.

- Reference books:

1. Sử Đình Thành, 2006. *Lý thuyết tài chính công*, NXB ĐH quốc gia Tp.Hồ Chí Minh.
2. Lê Chi Mai, 2006. *Phân cấp ngân sách cho chính quyền địa phương, thực trạng và giải pháp*, NXB Chính trị quốc gia.
3. Ngân hàng Thế giới, 2005,2006,... *Báo cáo Phát triển Việt Nam*

### 11. Evaluation

- In class participation: 10 %
- Assignment : 10 %
- Presentation: 05 %
- Middle-exam: 25 %
- Final-exam: 50 %

### 12. Course Grading Scale: *Credit*

### 13. Learning Activities:

| Date                    | Lecture<br>(Chapter, Part, Teaching<br>and Methodology)   | Textbook<br>(Chapter, Part)                               | Student Preparation<br>(Exercise, Presentation,<br>Case studies)  | Learning<br>objectives |
|-------------------------|---|---|---|------------------------|
| Day 1<br>(4<br>periods) | <b>The role of public finance</b> <ul style="list-style-type: none"> <li>• The Role of Public Sector in Economic Development</li> <li>• State Budget</li> </ul> | Nguyễn Hồng<br>Thắng, Lecture<br>1.<br><br>Dương Thị Bình | <ul style="list-style-type: none"> <li>• Studying the relevant document;</li> <li>• Review the economic role of government and public goods.</li> </ul> | 1                      |

|                             |  |  |  |                |
|-----------------------------|--|--|--|----------------|
|                             |  | Minh, Chapter 1 and 2  |  |                |
| <b>Day 2</b><br>(4 periods) | <b>The role of public finance</b><br>( <i>cont.</i> ) <ul style="list-style-type: none"> <li>Type of Budget system</li> <li>Vietnamese Budget System</li> </ul><br><b>Fiscal Decentralization</b> <ul style="list-style-type: none"> <li>Base of Decentralization</li> <li>Evaluation of Decentralization</li> <li>Revenue and Expenditure Assignment</li> </ul> | Nguyễn Hồng Thăng, Lecture 1.<br><br>Nguyễn Hồng Thăng, Lecture 5.<br><br>Đương Thị Bình Minh, Chapter 2 & 3 and 7 | <ul style="list-style-type: none"> <li>Studying the relevant document;</li> <li>Decentralization, delegation; devolution</li> <li>Decentralization principles</li> </ul>         | 1<br><br>2     |
| <b>Day 3</b><br>(4 periods) | <b>Fiscal Decentralization</b><br>( <i>cont.</i> ) <ul style="list-style-type: none"> <li>Vietnamese Fiscal Decentralization</li> </ul> Case study<br>Case 1<br><br><b>Budgetary Cycle</b> <ul style="list-style-type: none"> <li>Methodology</li> <li>European Budget Cycle</li> <li>Vietnamese Budget Cycle</li> </ul> Case 2                                  | Nguyễn Hồng Thăng, Lecture 5.<br><br>Nguyễn Hồng Thăng, Lecture 2.<br><br>Đương Thị Bình Minh, Chapter 4 & 5.      | <ul style="list-style-type: none"> <li>Studying the relevant document;</li> <li>Budget Table of Content</li> <li>Fiscal Subsidy</li> <li>Local Government Expenditure</li> </ul> | 2<br><br>2 & 3 |
| <b>Day 4</b><br>(4 periods) | <b>Public Investment</b> <ul style="list-style-type: none"> <li>The Role of Public Investment</li> <li>The Content of Public Investment</li> <li>The National Programs</li> </ul>  | Đương Thị Bình Minh, Chapter 9.  | <ul style="list-style-type: none"> <li>Studying the relevant document;</li> <li>Assignment Public Investment: base and rate;</li> <li>The Vietnam National Programs</li> </ul>   | 3<br><br>1     |

|                              |  |   |  |   |
|------------------------------|--|---|--|---|
| <b>Day 5</b><br>(2 periods)  | <b>Middle-Test</b>   |   |  |   |
| <b>Day 6</b><br>(4 periods)  | <b>Budget deficit</b><br><ul style="list-style-type: none"> <li>• The Trade-off to Balance the Budget</li> </ul>   | Nguyễn Hồng Thăng, Lecture 6.<br>Dương Thị Bình Minh, Chapter 6 & 10                    | <ul style="list-style-type: none"> <li>• Studying the relevant document;</li> <li>• Debt Instruments and Market of Public Debts</li> <li>• Public Debt Ratios</li> </ul> | 4 |
| <b>Day 7</b><br>(4 periods)  | <b>Budget deficit (cont.)</b><br><ul style="list-style-type: none"> <li>• Cause and Trendline in the World</li> <li>• Financing the Deficit</li> <li>• Budget Deficit in VN</li> <li>• VN Government Debts</li> <li>• Types of Government Bonds</li> </ul><br>Case 3 & 4 | Nguyễn Hồng Thăng, Lecture 6.   | <ul style="list-style-type: none"> <li>• Studying the relevant document;</li> <li>• Foreign Debt (Ministry of Finance)</li> </ul>  | 4 |
| <b>Day 8</b><br>(4 periods)  | <b>Public expenditure Analyst</b><br><ul style="list-style-type: none"> <li>- Imperfection of Market</li> <li>- Type of Interfere of Government</li> <li>- Public Expenditure Analysis Review</li> </ul>   | J. E. Stiglitz, 2000.<br>Economics of Public Sector, W.W Norton & Company.<br>Chương 10 | <ul style="list-style-type: none"> <li>• Studying the relevant document;</li> </ul>  | 5 |
| <b>Total :</b><br>30 periods |  |   |  |   |

**COURSE COORDINATOR**  
(ký, ghi rõ họ tên)

TP.HCM, ngày 04 tháng 04 năm 2013  
**LECTURER**  
(ký, ghi rõ họ tên)

**BACHELOR PROGRAMME**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course: PUBLIC FINANCE (I)**

**2. Course Code: 3040307**

**3. Number of Credits: 2 credits**

**4. Level: 3<sup>rd</sup> academics**

**5. Teaching Time Allocation**

- Lecture: 2 credits

**6. Pre – Requisites**

Students must complete the following topics:

- Economics
- Fundamentals of Public Finance

**7. Course Aims and Learning Objectives**

- (1) Understand concept, nature of taxation and analyze characteristics of taxation;
- (2) Demonstrate tax roles in market economy;
- (3) Demonstrate capacities of collecting tax revenue;
- (4) Understand direct tax and indirect tax;
- (5) Understand basic factors of tax law;
- (6) Distinguish regressive, average and marginal tax rates,
- (7) Understand the tax system in Vietnam.
- (8) Understand tax laws in Vietnam (VAT, Tariffs, Tax on special goods consumption...)

**8. Course Description:**

The course will provide fundamentals and principles of taxation. Students will learn a variety of theories and concepts about tax. It focuses on basic issues such as general theory of taxation; nature and role of tax; key factors of tax law; tax policy of Vietnam and

### 9. Student's Mission:

Students must repair lessons and do home-work. In-class participation is essential to the learning process. In-class participation involves your active participation in the learning process and includes: raising questions about lecture material, offering comments that highlight a practical example of what is being discussed in class, participating in group discussions, etc. Your grade for In-Class Participation will be based on my assessment of how well you meet the above criteria

### 10. Recommended Resources

1. Lê Quang Cường – Nguyễn Kim Quyển, 2012. Giáo trình Thuế 1. Nhà xuất bản Lao Động Xã Hội.
2. Võ Thế Hào – Lê Quang Cường, 2009. Giáo trình Thuế, Nhà xuất bản Lao Động Xã Hội.
3. Nguyễn Thanh Tuyền – Nguyễn Ngọc Thanh, 2001. Giáo trình Thuế. Nhà xuất bản Thống Kê.
4. Lê Quang Cường – Nguyễn Kim Quyển, 2011. Bài tập Thuế 1. Nhà xuất bản Lao Động Xã Hội.
5. Sally M. Jones and Shelley C. Rhoades – Catanach, 2011. Principles of Taxation for Business and Investment Planning. McGraw-Hill Irwin.

### 11. Evaluation

Grades are based on work in the following areas:

- In class participation: 20 %
- Midterm exams : 30%
- Final exams: 50%

### 12. Course Grading Scale: *Credit*

### 13. Learning Activities:

| Date        | Lecture<br>(Chapter, Part, Teaching and Methodology) | Textbook<br>(Chapter, Part) | Student Preparation<br>(Exercise, Presentation, Case studies) | Learning objectives |
|-------------|--|-----------------------------|---|---------------------|
| Day 1<br>(4 | Chapter 1: Nature and Role of Tax                    | Chapter 1 of Material 1     | Readings:<br>Chapter 1 of Material 1                          | 1, 2, 3, 4, 5, 6    |

|                              |   |  |  |      |
|------------------------------|---|--|--|------|
| periods)                     | - Concepts<br>- Characteristics of tax<br>- Categories of tax<br>- Basic factors of tax law   |  |  |      |
| <b>Day 2</b>                 | <b>Chapter 2: Tariff</b><br>Concepts<br>Characteristics of tax<br>Categories of tax<br>Governing scope<br>Taxpayers<br>Taxable Objects<br>Non – Taxable Objects<br>Bases for and Methods of Tax Calculation   | Chapter 2 of Material 1  | - Self – studies of roles of tariff, exemption<br>- Study relevant documents | 7, 8 |
| <b>Week 3</b><br>(4 periods) | Bases for and Methods of Tax Calculation<br>Exemptions<br>Exercise<br>Case of study   | Chapter 2 of Material 1  | - Study relevant documents<br>- Do chapter-exercises                         | 7, 8 |
| <b>Day 4</b><br>(4 periods)  | <b>Chapter 3: Special Consumption Tax</b><br>Concepts<br>Characteristics of tax<br>Categories of tax<br>Governing scope<br>Taxpayers<br>Taxable Objects<br>Non – Taxable Objects  | Chapter 3 of Material 1  | - Study relevant documents<br>- Do chapter-exercises                         | 7, 8 |
| <b>Day 5</b><br>(4 periods)  | <b>Chapter 3: Special Consumption Tax (cont')</b><br>Bases for and Methods of Tax Calculation<br>Exemptions for taxation<br><br><b>Chapter 4: Value – Added Tax</b><br>Concepts<br>Characteristics of tax<br>Categories of tax<br>Governing scope<br>Taxpayers<br>Taxable Objects | Chapter 3 of Material 1<br><br><br><br><br><br><br><br><br><br>Chapter 4 of Material 1 | - Study relevant documents<br>- Do chapter-exercises                         |      |

|                             |   |                         |  |      |
|-----------------------------|---|-------------------------|--|------|
|                             | Non – Taxable Objects   |                         |  |      |
| <b>Day 6</b><br>(4 periods) | <b>Chapter 4: THUẾ GIÁ TRỊ GIA TĂNG (tiếp theo)</b><br>Bases for and Methods of Tax Calculation<br>Exemptions for taxation  | Chapter 4 of Material 1 | - Study relevant documents<br>- Do chapter-exercises | 7, 8 |
| <b>Day 7</b><br>(4 periods) | <b>Chapter 5: THUẾ THU NHẬP DOANH NGHIỆP</b><br>Concepts<br>Characteristics of tax<br>Categories of tax<br>Governing scpoe<br>Taxpayers<br>Taxable Objects<br>Non – Taxable Objects | Chapter 5 of Material 1 | - Study relevant documents<br>- Do chapter-exercises | 7, 8 |
| <b>Day 8</b><br>(4 periods) | <b>Chapter 5: THUẾ THU NHẬP DOANH NGHIỆP (tiếp theo)</b><br>Bases for and Methods of Tax Calculation<br>Exemptions for taxation   | Chapter 5 of Material 1 | - Study relevant documents<br>- Do chapter-exercises | 7, 8 |

TP.HCM, date 23 month 04 year 2013

**COURSE COORDINATOR**  
(ký, ghi rõ họ tên)

**LECTURER**  
(ký, ghi rõ họ tên)



## TRAINING PROGRAM

**PROFESSION: FINANCE – BANKING**

**SPECIALITY:**

- **Public of Finance;**
  - **Corporate Finance;**
  - **Banking.**
- 

## DETAIL COURSE OUTLINE

**1. Name of Course: TAXATION 1**

**2. Code of Course:**

**3. Quantity of Credits: 2 UOC**

**4. Level: for students in three year**

**5. Time Allocation:**

- Number of hours in class: 2 UOC

**6. Prerequisite:**

Students have finished the following courses:

- Finance Accounting.
- Public of Finance 1.

**7. Aims Course:**

After studying this course, you should be able to:

- (1) Understand the concept and nature of taxation, analyze all fundamental nature of taxation;
- (2) Synthetize and analyze roles of taxation;
- (3) Describe abilities to collect taxes and tax collection efforts;
- (4) Identify characteristics direct tax and indirect tax, distinguish direct tax and indirect tax;
- (5) Generalize and understand basic elements created tax law;
- (6) Understand signification and distinguish proportionate rat, progerrisive rate, regressive rate, average rate.

- (7) Analyze concepts, natures, roles of current taxes in Viet Nam.
- (8) Understand fundamental regulations of current taxes in Viet Nam.

### **8. Description of this course:**

Taxation 1 is intended to provide students with a broad understanding of taxation. Main content of this course is: concept and natures and roles of tax, classification of tax, basic elements created tax law; concept and natures and roles of current taxes in Viet Nam; fundamental contents of current taxes in Viet Nam.

### **9. Responsibilities for students:**

Attend, discuss, do all test for regulations of school

- Number of hours in class: 2 UOC
- Exercises: at class and home.

Students have to read materials and do exercises at home, discuss and edit exercises at class.

### **10. Learning Materials:**

#### **Main Learning Materials:**

1. Le Quang Cuong – Nguyen Kim Quyen, 2012. Taxation 1. Socialist – Labour Publishing.
2. VoThe Hao – Le Quang Cuong, 2009. Taxation. Socialist – Labour Publishing.
3. Nguyen Thanh Tuyen – Nguyen Ngoc Thanh, 2001. Taxation Statistics Publishing.

#### **References:**

1. Le Quang Cuong – Nguyen Kim Quyen, 2011. Taxation 1 Exercises. Socialist – Labour Publishing.
2. Sally M. Jones and Shelley C. Rhoades – Catanach, 2011. Principles of Taxation for Business and Investment Planning. McGraw-Hill Irwin.

### **11. Evaluation Criterion:**

- Mid examination: 30%
- Final examination: 70%

**12. Scale:** Due to credit-based system

### 13. Detail Course Outline:

| Sessions<br>(number<br>of lessons) | Contents<br>(chapter, part, teaching method)   | Material<br>(chapter,<br>part) | Preparations of students<br>(exercsises, presentatons,<br>solving situations)                                | Aims             |
|------------------------------------|--|--------------------------------|--|------------------|
| <b>Session 1</b><br>(4 lessons)    | <b>CHAPTER 1: OVERVIEW OF TAX</b><br>- Concept of tax.<br>- Fundamental natures of tax.<br>- Tax classifications.<br>- Basic elements created tax law.   | Chapter 1                      | - Self - Study: substance of tax; roles of tax; Appendix 1; Appendix 2 (chapter 1)                           | 1, 2, 3, 4, 5, 6 |
| <b>Session 2</b><br>(4 lessons)    | <b>CHAPTER 2: EXPORT DUTY, IMPORT DUTY</b><br>- Concept, nature.<br>- Taxable entities.<br>- Passthrough entities<br>- Tax payer   | Chapter 2                      | - Self – Study: roles of import and export duties; tax rates and tax exemptions tax reductions, tax rebates. | 7, 8             |
| <b>Session 3</b><br>(4 lessons)    | - Method of tax calculation.<br>- Lecturer give students short topics for discussing by group.<br>- Excercise:<br>Lecturer edit excercises or instruct student do excercises at class.   | Chapter 2                      | - Discuss by group by short topics have given.<br>- Edit excercises by indicating.                           | 7, 8             |
| <b>Session 4</b><br>(4 lessons)    | <b>CHAPTER 3: EXCISE TAX</b><br>- Concept, nature.<br>- Taxable entities.<br>- Passthrough entities<br>- Tax payer<br>-Method of tax calculation.  | Chapter 3                      | Self – Study: roles of excise tax; tax rates and tax exemptions tax reductions, tax rebates.                 | 7, 8             |
| <b>Session 5</b><br>(4 lessons)    | <b>CHAPTER 3: EXCISE TAX (balance)</b><br>- Method of tax calculation.<br>- Tax credit<br>- Excercise:<br>Lecturer edit excercises or instruct student do excercises at class.<br><br><b>CHAPTER 4: VALUE ADDED TAX</b><br>- Concept, nature.<br>- Taxable entities. | Chapter 3<br><br>Chapter 4     | - Edit excercises by indicating.<br><br>- Self – Study: roles of VAT - Passthrough entities of VAT.          |                  |

|                                 |   |           |  |      |
|---------------------------------|---|-----------|--|------|
|                                 | - Tax payer   |           |  |      |
| <b>Session 6</b><br>(4 lessons) | <b>CHAPTER 4: VALUE ADDED TAX (balance)</b><br>- Method of tax calculation.<br>- Discuss by group by short topics.<br>- Exercise:<br>Lecturer edit exercises or instruct student do exercises at class.                             | Chapter 4 | - Self – Study: tax rebates<br>- Discuss by group by short topics have given.<br>- Edit exercises by indicating.   | 7, 8 |
| <b>Session 7</b><br>(4 lessons) | <b>CHAPTER 5: CORPORATE INCOME TAX</b><br>- Concept<br>- Tax payer.<br>- Method of tax calculation.<br>- Discuss by group by short topics.  | Chapter 5 | - Self – Study: roles and natures of corporate income tax; chapter 6, 7, 8, 9, 10, Appendix 2.   | 7, 8 |
| <b>Session 8</b><br>(2 lessons) | <b>CHAPTER 5: CORPORATE INCOME TAX (balance)</b><br>- Method of tax calculation.<br>- Lecturer answer some questions from chapter 7, 8, 9, 10.<br>- Exercise:<br>Lecturer edit exercises or instruct student do exercises at class. | Chapter 5 | - Self – Study: tax exemptions tax reductions, NOL carryback; corporate income tax for capital gain, for transfer of real estate.<br>- Edit exercises by indicating. | 7, 8 |

**Course Manager's Confirmation**  
(signature, first and last name )

HCM city,     /     /  
**Editor**  
(signature, first and last name )

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

- 1. Course Title: Theory and Practice of Insurance**
- 2. Course Code: 3050302**
- 3. Number of Credits: 2**
- 4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 3<sup>rd</sup> academic year**
- 5. Teaching Time Allocation: (credits, hours for activities)**
  - + Lecture : 30 hours
  - + Practice, laboratory : 15 hours
  - + Other : Self-study ( by Individual at least 15 hours and group-work)
- 6. Pre-Requisites: (necessary courses)** Statistic, Principles of Law, Financial and Monetary theory.
- 7. Course Aims & Learning Objectives:**
  - Course Aims: Develop students' understanding about principles and practice of insurance, role of insurance in risk management.
  - Course Objectives: After finishing the course, students are able to:
    - ✓ understand key concepts of insurance, principles and practices employed in insurance markets
    - ✓ have knowledge about the use and limitations of insurance
- 8. Course Description:** This course provides basic knowledge about risk management and insurance as well as insurance market.
- 9. Student Learning Activities:**
  - Participation: attend in class and
  - Exercises: complete assignments given by lecturer
  - Tools and facilities
  - Other

## 10. Recommended Resources:

- Textbooks:

(1) Nguyễn Tiến Hùng, (2007), *Nguyên lý và thực hành bảo hiểm*, Finance Publisher

(2) Nguyễn Tiến Hùng, (internal usage- 2010), *Nguyên lý và thực hành bảo hiểm – Workbook for UEH student*

- Reference books:

(1) David Bland, *Insurance: Practice and Principles* (Bilingual version English - Vietnamese), Finance Publisher, 2004;

(2) Insurance market magazine– Reinsurance, VinaRe (quarterly publishing);

(3) Vietnamese Insurance Market (annually Publishing), Ministry of Finance, Finance Publisher;

## 11. Evaluation:

|                           |               |
|---------------------------|---------------|
| - Participation in class: | 10 % (weight) |
| - Group discussion:       | %             |
| - Assignment:             | %             |
| - Presentation:           | 20 %          |
| - Report:                 | %             |
| - Mid – semester exam:    | %             |
| - Final exam:             | 50 %          |
| - Other: Mini-Tests       | 20 %          |

## 12. Course Grading Scale: *Credit*

## 13. Learning Activities:

| Date                | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part)                               | Student Preparation<br>(excecise, presentation, case studies...) | Learning objectives            |
|---------------------|--|--|--|--------------------------------|
| Date 1<br>(4 hours) | -Guiding subject objective and allocating the schedule.<br><br>- Disseminating the method of subject | - Workbook<br><br>- Syllabus<br><br>- Process map and work |  | Understand course's objectives |

|                     | evaluation  | content  |  |  |
|---------------------|---|--|--|--|
| Date 2<br>(4 hours) | Chapter 1:<br>Insurance market                              | - Slides of chapter 1<br>- Texbook – Chapter 1<br>- Siles guiding discussion questions and case studies, chapter 1 |  | Understand insurance market's factors                                    |
| Date 3<br>(4 hours) | Chapter 2:<br>Risk management<br>Case study chapter 2       | - Workbook – Chapter 2<br>- Slides of chapter 2<br>- Texbook – Chapter 2   | -Read content of chapter 2<br>- Prepare for case study chapter 2 | Ability to establish a risk management strategy.                         |
| Date 4<br>(4 hours) | -Chapter 3: Principles of Insurance                         | - Slides of chapter 3<br>- Workbook – Chapter 3<br>- Other documents.  | -Read content of chapter 3                                       | Aware insurance principles   |
| Date 5<br>(4 hours) | Chapter 4:Insurance's techniques                            | - Slides of chapter 4<br>- Workbook – Chapter 4<br>- Other documents.  | -Read content of chapter 4                                       | Aware insurance techniques   |
| Date 6<br>(4 hours) | -Chapter 5: insurance – contract's knowledge<br>-Case study | - Slides of chapter 5<br>- Workbook – Chapter 5<br>- Other documents.  | -Read content of chapter 5<br>- Prepare for case study chapter 5 | Aware and able to handle matters concerned insurance policy in real case |

|                      |   |                            |  |   |
|----------------------|---|----------------------------|--|---|
|                      |   |                            |  |   |
| Date 7<br>(4 hours)  | -Legal knowledge in insurance operation.<br>-Midterm test | Documents of Insurance law |  | Understand how government controls insurance market |
| Date 8<br>(2 hours)  | -Midterm solution<br>- Review the course                  |                            |  |   |
| <b>Total:<br/>30</b> |   |                            |  |   |

**COURSE COORDINATOR**

*Ho Chi Minh City, date*

**LECTURER**



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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title:** INTERNATIONAL PAYMENT (I)

**2. Course Code:** 3060212

**3. Number of Credits:** 02

**4. Level :** 3<sup>rd</sup> academic year

**5. Teaching Time Allocation:**

+ Lecture :02

+ Practice, laboratory : at least 01

+ Other

**6. Pre-Requisites:** Introductory Finance, Economics & Import – Export Business Analysis

**7. Course Aims & Learning Objectives:**

- Course Aims:

The main objective of the course is to provide in – depth knowledge about sale contract, means and methods of international trade payment. After completing this course, students can work at international payment departments of import and export enterprises or commercial banks Course

Objectives:

- (1) Understand vital contents of a sale contract and some related international rules
- (2) Understand the process of issuance and circulation of the means of international trade payment.
- (3) Understand the ways to implement international payment methods and apply them in practical cases.
- (4) Understand the ways to implement documentary credits and apply them in practical cases.
- (5) Understand commercial documents in documentary credits and have ability to apply international rules in dealing with commercial conflicts.

**8. Course Description:**

Introducing in – depth knowledge about sales contract, issuance and circulation of means and methods of international payment in commercial transactions as well as methods of checking documents and tackling practical conflicts related to foreign trading services.

**9. Student Learning Activities:**

Due to employing the method of dialogue, students have to read academic materials before coming class and come up with questions, talk with a lecturer and other students. Then, the lecturer will systematize the vital contents and students will practice the mentioned topics with exercises in class and at home. Therefore, there are the following compulsory tasks for students, including:

- Attendance: 100%
- Exercises practice at classes
- Individual and group exercises at home
- Giving Group Presentation

#### **10. Recommended Resources:**

- Textbooks:

International payment, (2009) Associate. Prof Dr Tran Hoang Ngan editor and his partners partners

- Reference books:

International payment, (2012) Associate. Prof Dr Trần Hoàng Ngân & PhD Nguyen Minh Kieu

- International payment, (2012) Associate. Prof Tram Xuan Huong
- International payment by LC, (2012) Associate. Prof Nguyen Van Tien
- International Trade, (2008) Markusen, Melvin, Kempfer, Maskus
- International Chamber of Commerce's Publications: Incoterms 2010, UCP 600, ISBP 645, ISBP 681, URR 725, URC 522, ULB 1930, ULC 1931.
- SBV's legal documents related to foreign exchange and international payments.
- Ordinance on Foreign exchange control, dated 13/12/2005, by National Assembly

#### **11.Evaluation:**

- Midterm test: 15%
- Class discussion or group essay: 15%.
- Group presentation: 20%
- Final Examination: 50%

**12.Course Grading Scale:** appropriate to the criteria of credit studying program.

### 13. Learning Activities

| 14.<br>Session | Lecture  | Text Book   | Student<br>Preparation   | Learning objectives  |
|----------------|--|---|--|--|
| 1              | <b>Chapter 5:<br/>Incoterms and sales<br/>contract</b>   | Students read<br>reference<br>materials related<br>to Incoterms<br>2000 and 2010.   |  | Learning 11 incoterms: general obligations<br>of buyers and sellers, transfer of risks.<br>Reading payment methods and analysing<br>risks of buyers and sellers in a contract. |
| 2              | <b>Chapter 6:<br/>International<br/>payment means</b><br>Bill of exchange,<br>Promissory note,<br>Cheque, Payment<br>cards, etc                    | International<br>payment, (2009)<br>Associate. Prof<br>Dr Tran Hoang<br>Ngan<br><br>Chapter 3:<br>International<br>payment means.   | Doing<br>homework<br>about issuing<br>a bill of<br>exchange.   | Learning definition, characteristics, contents<br>of bill of exchange.<br>Knowing acceptance, guarantee, discount,<br>endorsement and the way to issue a bill of<br>exchange.  |
| 3              | <b>Chapter 7:<br/>International<br/>payment methods</b><br>Remittance, Open<br>account trading,<br>Collections,<br>Cash against<br>Documents (CAD) | International<br>payment, (2009)<br>Associate. Prof<br>Dr Tran Hoang<br>Ngan<br><br>Chapter 5:<br>International<br>payment<br>methods:<br>Remittance,<br>Open account<br>trading,<br>Collections,<br>Cash against<br>Documents<br>(CAD) |  | Learning definitions, participants and<br>procedures of these payment methods.   |
| 4              | <b>Chapter 8:<br/>Documentary<br/>Credits</b><br>Concept,<br>Participants,<br>Procedures of LC<br>issuance and<br>payment.                         | International<br>payment, (2009)<br>Associate. Prof<br>Dr Tran Hoang<br>Ngan<br><br>Chapter 4:<br>Documentary<br>credits  | Students<br>review the<br>application of<br>international<br>payment<br>methods and<br>practice some<br>empirical<br>cases in<br>settlement of<br>foreign<br>trading | Learning definitions, participants and<br>procedures of documentary credits.   |

|   |   |  |   |  |
|---|---|--|---|--|
|   |   |  | services.<br>Preparing group presentation about special types of LC   |  |
| 5 | <b>Chapter 8: Documentary Credits (Cont.)</b><br>Special types of L/C   | International payment, (2009) Associate. Prof Dr Tran Hoang Ngan<br>Chapter 4: Documentary credits<br>Students read reference materials related to special types of LC | Students investigate special types of L/C and practice some empirical cases in settlement of documentary credits. | Learning special types of LC such as standby LC, transferable LC, back to back LC... |
| 6 | <b>Chapter 8: Documentary Credits (Cont.)</b><br>Studying about checking methods of documents in Documentary Credit and the applications of Uniform Custom and Practice for Documentary credits by ICC Publication No 600 | International payment, (2009) Associate. Prof Dr Tran Hoang Ngan<br>Chapter 6: Documents in international payment.   |   | Applying UCP600 and methods for checking discrepancies in documents.                 |

*Ho Chi Minh City, date 13/04/08*

**COURSE COORDINATOR**

**LECTURER**

**MA Hoang Thi Minh Ngoc**

**MA Phan Chung Thuy**

**MA Vu Thi Le Giang**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

- 1. Course Title:** *Mathematics for Finance*
- 2. Course Code:** 3050102
- 3. Number of Credits:** 2
- 4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 2<sup>nd</sup> academic year
- 5. Teaching Time Allocation:** (*credits, hours for activities*)
  - + Lecture: 30 hours
  - + Practice, laboratory: 60 hours (research, self-study)
  - + Other
- 6. Pre-Requisites:** (*necessary courses*) Financial and Monetary Theories, Theories of Probability and Statistics, Applied Statistics in Business and Economics, Macroeconomics, Micro-economics.
- 7. Course Aims & Learning Objectives:**
  - Course Aims: Provide learners with knowledge and skills of mathematics for finance
  - Course Objectives: After finishing the course, students are able to:
    - (1) Count real interest rate of financing plans according to simple interest and compound interest.
    - (2) Count present value and future value of cash according to simple interest and compound interest.
    - (3) Count present value and future value of annuity.
    - (4) Count interest rate of different types of annuity.
    - (5) Build payment schedule of a loan contract with different ways to return principal.
    - (6) Count real interest rate of a loan contract depending on particular way to return principal.

(7) Have general understanding of bonds and payments of bonds.

(8) Predict movement of bond price based on market interest.

(9) Value common-stock price based on forecast data.

**8. Course Description:** *Mathematics for Finance* - a subject belonged to undergraduate course of Corporate Finance Department - provides general and advanced knowledge for students to apply mathematics into finance, banking, and insurance fields. This subject shows basic techniques to be used in subjects of corporate finance which are dominantly based on mathematical models.

Contents of this subject provide basic mathematical- financial knowledge such as present value according to simple interest and compound interest; future value and present value of cash flow, real interest and payment schedule of a loan contract, common-stock valuation, bond valuation, ...etc.

**9. Student Learning Activities:**

- Participation: Full attendance of classes, discussion of assignment and case studies given by lecturers.
- Exercises: do at home
- Tools and facilities
- Other: mini-tests

**10. Recommended Resources:**

- Textbooks:

- ✓ Nguyễn Ngọc Định (2004), “*Toán tài chính*”, Thống Kê Publisher, 2003
- ✓ Trần Ngọc Thơ (2004), “*Tài chính Doanh nghiệp hiện đại*”, Thống kê Publisher (2<sup>nd</sup> edition).

- Reference books:

- ✓ John L. Teall and Iftekhar Hasan (2002), “*Quantitative Methods for Finance and Investments*”, Blackwell Publishing.

**11. Evaluation:**

- |                           |              |
|---------------------------|--------------|
| - Participation in class: | 20% (weight) |
| - Group discussion:       | %            |
| - Assignment:             | %            |
| - Presentation:           | %            |
| - Report:                 | %            |
| - Mid – semester exam:    | 30%          |
| - Final exam:             | 50%          |
| - Other:                  | %            |

**12. Course Grading Scale: Credit****13. Learning Activities:**

| <b>Date</b>         | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b> | <b>Text Book<br/>(chapter,<br/>part)</b>  | <b>Student Preparation<br/>(excecise, presentation,<br/>case studies...)</b>                        | <b>Learning<br/>objectives</b> |
|---------------------|--|---|---|--------------------------------|
| Date 1<br>(4 hours) | Simple interest<br>Lecturing and discussion                  | Chapter 1,<br><i>Mathematics<br/>for Finance</i>  | Questions and exercises of<br>chapter 1.  | 1,2                            |
| Date 2<br>(4 hours) | Compound interest<br>Lecturing and discussion                | Chapter 2,<br><i>Mathematics<br/>for Finance</i>  | Questions and exercises of<br>chapter 2.  | 1,2                            |
| Date 3<br>(4 hours) | Annuity<br>Lecturing and discussion                          | Chapter 4,<br><i>Mathematics<br/>for Finance</i>  | Presentation, discussion,<br>and exercises of chapter 4.  | 3,4                            |
| Date 4<br>(4 hours) | Seminars (related to chapter<br>1,2,3,4)                     |   | Questions of topic  | 1,2,3,4                        |
| Date 5<br>(4 hours) | Midterm test   |   | Exercises and assignment.   |                                |
| Date 6<br>(4 hours) | Common loans<br>Lecturing and discussion                     | Chapter 6,<br><i>Mathematics<br/>for Finance</i>  | Presentation, discussion,<br>and exercises of chapter 6.  | 5,6                            |
| Date 7<br>(4 hours) | Securities valuation<br>Lecturing and discussion             | Chapter 7,<br><i>Mathematics<br/>for Finance</i> ,<br>Chapter 3,<br><i>Modern<br/>Corporate<br/>Finance</i> | Presentation, discussion,<br>and exercises of chapter 7.<br>Discussion topic given by<br>lecturers. | 7,8,9                          |
| Date 8<br>(2 hours) | Discussion and Review  |   | All contents and exercises  |                                |
| <b>Total: 30</b>    |  |   |   |                                |

*Ho Chi Minh City, date***COURSE COORDINATOR****LECTURER**

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***SUPPLEMENTARY KNOWLEDGE***

HO CHI MINH CITY – 05/2013



## BACHELOR PROGRAM

MAJOR: FINANCE – BANKING  
CONCENTRATION: BANKING

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### SYLLABUS

**1. Course title: Financial Accounting**

**2. Course Code: 3070208**

**3. Credit Points: 3**

**4. Level:** 3rd year students

**5. Teaching Time Allocation:** credit hours for the following activities:

In class: 45 teaching units.

Self-studying: as requested by lecturers.

**6. Pre-requisite Courses:** Have completed Principles of Accounting Course

**7. Learning Objectives:**

Upon successful completion of this course, the students will be able to:

O1: Developing your overview of financial accounting and regulatory environments of financial reporting in Vietnam.

O2: Explaining the basic content of Vietnam accounting standards related to some items of the financial statements.

O3: Applying chart of accounts of Vietnamese accounting system to record basic transactions occurring in the enterprise.

O4: Identifying, analysing transactions related to cash and accounts receivables. Applying accounting principles and chart of accounts to record related transactions. Presenting cash and accounts receivable in the financial statements.

O5: Identifying, analysing transactions related to inventory. Applying accounting principles and chart of accounts to record related transactions. Presenting inventory in the financial statements.

O6. Identifying, analysing transactions related to fixed assets. Applying accounting principles and chart of accounts to record related transactions. Presenting fixed assets in the financial statements.

O7. Identifying, analysing transactions related to investments. Applying accounting principles and chart of accounts to record related transactions. Presenting investments in the financial statements.

O8. Identifying, analysing transactions related to liabilities. Applying accounting principles and chart of accounts to record related transactions. Presenting liabilities in the financial statements.

O9. Identifying, analysing transactions related to owners' equity. Applying accounting principles and chart of accounts to record related transactions. Presenting owners' equity in the financial statements.

O 10. Analysing recognition conditions for revenues and expenses in the financial statements. Using the relevant accounts to record related transactions. Presenting and disclosing revenues, expenses and profits in the financial statements.

O11. Identifying documents and procedures involved in certain accounting modules mentioned above.

O12. Explaining purposes, content and meaning of financial statements. Preparing various basic financial reports according to relevant accounting principles and standards. As a result, being able to understand some ratios relating to the financial statements.

## **8. Course Description:**

Financial Accounting provides you basic knowledge of financial accounting in order to understand the recognition, measuring, presenting and disclosure of basic items in the financial statements. As a result, students majored in Economics, Finance, Banking have a comprehensive understanding of information in the financial statements supporting the decision making processes.

## **9. Student Learning Activities:**

- Attending classes
- Accomplishing individual exercises and group assignments
- Presenting assigned topics
- Preparing studying materials before class (textbooks, journals, magazines,...)

## **10. Studying materials:**

- Requested material:

Financial Accounting Division (2011), University of Economics of Hochiminh City, Financial Accounting Textbooks for Non Accountants, Labor Publisher (abbreviated as GT)

- References:

- o Ministry of Finance, Vietnamese Accounting Standards (VAS)
- o QD 15/2006/QD-BTC published on 20/3/2006 (abbreviated as QD 15)
- o David Marshall, Wayne William McManus, Daniel Viele (2011), Accounting: What the Numbers Mean, Mc Graw-Hill Irwin.

### 11. Assessment

- During-course assessment (Class participation, topic presentations, group exercises, mid semester test): 40%
- End of semester examination: 60%

**12. Scale:** the credit system

**13. Teaching Schedule:**

| Date                         | Topics   | Materials  | Task of students before class              | Objectives      |
|------------------------------|--|--|--|-----------------|
| Date 1<br>(4 teaching units) | Chapter 1: Overview of financial accounting and regulatory environments of Vietnamese financial reporting. | Accounting Law<br>VAS 01- Framework<br>QĐ 15<br>GT - chapter 1 | Reading materials                          | O1              |
| Date 2<br>(4 teaching units) | Chapter 2: Accounting for Cash and Accounts Receivables  | GT - chapter 2   | -Reading materials<br>-Preparing exercises | O2, O3, O4, O11 |
| Date 3<br>(4 teaching units) | Chapter 3: Accounting for Inventories  | VAS 02- Inventory<br>GT - chapter 3                            | -Reading materials<br>-Preparing exercises | O2, O3, O5, O11 |

|                              |  |  |  |                 |
|------------------------------|--|--|--|-----------------|
| Date 4<br>(4 teaching units) | Chapter 3: Accounting for Inventories (continued)  | VAS 02- Inventories<br>GT - chapter 3  | -Reading materials<br>-Preparing exercises | O2, O3, O5, O11 |
| Date 5<br>(4 teaching units) | Chapter 4: Accounting for Fixed assets             | VAS 03- Tangible fixed assets<br>VAS 04- Tangible assets<br>GT -chapter 4          | -Reading materials<br>-Preparing exercises | O2, O3, O6, O11 |
| Date 6<br>(4 teaching units) | Chapter 4: Accounting for Fixed assets (continued) | VAS 03<br>VAS 04<br>GT -chapter 4  | -Reading materials<br>-Preparing exercises | O2, O3, O6, O11 |
| Date 7<br>(4 teaching units) | Chapter 5: Accounting for Investments              | GT -chapter 5  | -Reading materials<br>-Preparing exercises | O2, O3, O7, O11 |
| Date 8<br>(4 teaching units) | Chapter 6: Accounting for Liabilities              | VAS 18- Provisions, Contingent liabilities and contingent assets<br>GT - chapter 6 | -Reading materials<br>-Preparing exercises | O2, O3, O8, O11 |
| Date 9<br>(4 teaching units) | Chapter 7: Accounting for Owners' Equity           | Company Law<br>GT - chapter 7  | -Reading materials<br>-Preparing exercises | O2, O3, O9, O11 |

|                                       |   |   |  |                     |
|---------------------------------------|---|---|--|---------------------|
| Date 10<br>(4<br>teaching<br>units)   | Chapter 8: Accounting for<br>Revenues, Expenses | VAS 14-<br>Revenue<br><br>GT - chapter 8                                    | -Reading<br>materials<br><br>-Preparing<br>exercises | O2, O3, O10,<br>O11 |
| Date 11<br>(4<br>teaching<br>units)   | Chapter 9 : Financial<br>Statements             | VAS 21-<br>Presentation of<br>Financial<br>Statements<br><br>GT - chapter 9 | -Reading<br>materials<br><br>-Preparing<br>exercises | O12                 |
| 1<br>Teaching<br>unit                 | Summary   |   |  |                     |
| Total:<br><br>45<br>teaching<br>units |   |   |  |                     |

*Ho Chi Minh City, May 06, 2013*

APPROVAL OF THE FACULTY/DIVISION

Preparer

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## BACHELOR PROGRAM

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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## SYLLABUS

1. Course Title: Auditing
2. Course Code: 3070412
3. Number of credits: 2
4. Level: 3<sup>rd</sup> academic year
5. Teaching time allocation:
  - Lecture:70%
  - Practice:30%
  - Other:0%
6. Pre- Requisites :
  - Principles of Accounting
  - Financial Accounting
7. Course Aims & Learning objectives
  - Course Aims:

This course aims at providing basic knowledge and skills about auditing.
  - Learning objectives:

After completing this course, students are able to:

    1. Understand definition of auditing, types of auditing, and overview of independent auditing.
    2. Understand environment of auditing, including auditing standards, professional ethics and responsibilities of auditors.
    3. Understand definition and elements of internal control system, and recognize the importance of understanding and assessing the internal control system while auditing financial statements.
    4. Understand preliminary engagement and planning activities in an audit engagement.
    5. Understand definition and requirements of audit evidence
    6. Understand tasks performed before forming an audit opinion,

and differentiate circumstances leading to different audit opinions.

#### 8. Course description

This course provides fundamental knowledge about nature, function, objects, and techniques of auditing; classification of auditing, definition and general procedures for preliminary and planning activities; performance and completion of an audit engagement; arrangement of an auditing engagement and structure of auditing companies from different legal ownerships.

#### 9. Student learning activities

- Participation: Read the textbook, identify key points, attend at the class, raise questions and participate in discussions.
- Exercises: Do exercises, identify problems, and discuss solutions
- Tools and facilities:
- Other: Read reference books, do presentation...

#### 10. Recommended Resources

- Textbooks

Auditing, Auditing Division, Accounting and Auditing Faculty, University of Economics Ho Chi Minh City, Lao Dong – Xa Hoi Publisher.

- References books

Exercise book of Auditing, Auditing Division, Accounting and Auditing Faculty, University of Economics Ho Chi Minh City, Lao Dong – Xa Hoi Publisher.

Internal Control, Auditing Division, Accounting and Auditing Faculty, University of Economics Ho Chi Minh City, Phuong Dong Publisher

Principles of Auditing, Whittington, O.R., Pany, K., McGraw-Hill, 2004.

Auditing and Assurance Services in Australia, Gay, G. and Simnett, R., McGraw-Hill, 2001.

Auditing & Assurance Services, Robertson – Louwers, 2002

#### 12. Evaluation

- . Mid- semester exam: 30%
- . Final exam: 70%

#### 12. Course grading scale (high distinction, distinction, credit, pass, fail)

### 13. Learning activities

| Date | Lectures<br>(chapter, part, teaching<br>methodology) | Text book<br>(chapter,<br>part) | Student<br>Preparation<br>(exercise,<br>presentation, case<br>studies) | Learning<br>Objectives |
|------|--|---------------------------------|--|------------------------|
| 1    | Overview of auditing<br>and<br>independent auditing  | Chapter 1<br>(Textbook)         | Chapter 1<br>(Exercise<br>book)  | 1,4,6                  |
| 2    | Audit environment                                    | Chapter 2<br>(Textbook)         | Chapter 2<br>(Exercise<br>book)  | 2                      |
| 3    | Internal Control<br>System                           | Chapter 3<br>(Textbook)         | Chapter 3<br>(Exercise<br>book)  | 3                      |
| 4    | Internal Control<br>System<br>(continued)            | Chapter 3<br>(Textbook)         | Chapter 3<br>(Exercise<br>book)  | 3                      |
| 5    | Midterm Exam   |                                 |  |                        |
|      | Audit Planning                                       | Chapter 4<br>(Textbook)         | Chapter 4<br>(Exercise<br>book)  | 4                      |
| 6    | Audit Planning<br>(continued)                        | Chapter 4<br>(Textbook)         | Chapter 4<br>(Exercise<br>book)  | 4                      |
| 7    | Audit Evidence                                       | Chapter 5<br>(Textbook)         | Chapter 5<br>(Exercise<br>book)  | 5                      |
| 8    | Audit Report   | Chapter 7<br>(Textbook)         | Chapter 7<br>(Exercise<br>book)  | 6                      |
| 9    | Review   |                                 |  | 1, 2, 3, 4, 5, 6       |

Course Coordinator

Ho Chi Minh City , dated 03.05 2013

Lecturer



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## BACHELOR PROGRAM

**MAJOR:** BANKING

**CONCENTRATION:** BANKING

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## SYLLABUS

1. **Course Title:** Cost Accounting

2. **Course Code:** 3070309

3. **Number of Credits:** 2 credits

4. **Level (1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 3<sup>rd</sup> academic year

5. **Teaching Time Allocation**

+ Lectures: 18 hours

+ Practice: 6 hours

6. **Pre - Requisites:** Principles of Accounting, Enterprise Management.

7. **Course Aims and Learning Objectives:**

- *Course aims:* This course aims to:

- Develop student competencies with the basic tools, techniques and methods of cost/management accounting.
- Establish an ability to analyse non-directed and comprehensive business/accounting problems.
- Introduce students to techniques of accounting data collection and cost allocation and the use of such information for controlling and decision making purposes.

- *Learning objectives:* Specifically, this course aims to assist students to develop proficiencies in relation to the following learning outcomes. Students are expected to:

- Identify, define and analyse costing/management accounting problems and recommend innovative solutions.
- Manage, analyse, evaluate and use costing accounting information efficiently and effectively.
- Confidently and coherently communicate, to a professional standard expected of management accountants.

8. **Course Description:**

Cost Accounting introduces students to the context and processes of managerial accounting, considering the role of managerial accounting in cost management, planning, controlling and

making decision using cost information. Areas specifically covered include: cost terms and purposes, cost behaviour, cost-volume-profit analysis, cost estimation, basic and alternative product costing methods, detailed study of the budgeting process (master budgets, flexible budgets, standard costing and variance analysis), as well as decision making using relevant costs/revenues and cost allocation.

### 9. Student Learning Activities

The lecturers expect that students will take responsibility for their own learning by:

- Attending lectures;
- Reading the prescribed texts, references and materials prior to the lectures,
- Attempting all set homework and in-class exercises,
- Participating in class discussions, and
- Recognising that the lectures will not cover the course content in depth.

### 10. Recommended Resources:

- Text books:

- LangField-Smith, K., Thorne, H., and Hilton, R.W (2012). *Management Accounting: Information for Creating and Manage Value*. 8<sup>th</sup> edition, McGraw-Hill. **(LTH, 2012)**
- Que, D.N., Loi, H., and Truc, L.D. (2012). *Management Accounting*. 10<sup>th</sup> edition, Thong Ke Publishing House.

- Reference book:

- Garrison, H., Noreen W. E, and Brewer P., (2012). *Managerial Accounting*. 14th edition, McGraw-Hill

- Other resources:

- Lecture notes and additional readings prepared by the lecturer.

### 11. Evaluation:

| Evaluation criteria | Weight      |
|---------------------|-------------|
| Assignment          | 20%         |
| Mid-semester exam   | 20%         |
| Final exam          | 60%         |
| <b>Total</b>        | <b>100%</b> |

### 12. Course Grading Scale

| Grading          | Overall result     |
|------------------|--------------------|
| High distinction | Equal or above 8.0 |
| Distinction      | From 7.0 to 7.9    |
| Credit           | From 6.0 to 6.9    |
| Pass             | From 5.0 to 5.9    |
| Fail             | Below 5.0          |

### 13. Learning Activities

| Date        | Lecture  | Text book                        | Student preparation                         | Learning objectives   |
|-------------|--|----------------------------------|---|---|
| 1 (3 hours) | <ul style="list-style-type: none"> <li>• Introduction to cost accounting</li> <li>• Cost terms, concepts and classification</li> </ul> | Chapters 1, 2, and 3 (LTH, 2012) | Exercises, problems, and MCQs to be advised | <ul style="list-style-type: none"> <li>• Describe the major differences between management accounting and financial accounting information</li> <li>• Explain how costing systems can provide information to support a range of operational and strategic decisions</li> <li>• Classify costs according to their behavior, as direct or indirect, controllable and uncontrollable</li> <li>• Analyse costs using the classifications commonly used in manufacturing business</li> <li>• Describe the following approaches to cost estimation</li> <li>• Describe the cost flows in a manufacturing business and prepare a schedule of cost of goods manufactured, a schedule of cost of goods sold</li> </ul> |
| 2 (3 hours) | Product costing systems  | Chapter 4 (LTH, 2012)            | Exercises, problems, and MCQs to be advised | <ul style="list-style-type: none"> <li>• Explain the role of product costing system</li> <li>• Describe why managers need different measures of product costs for different purposes</li> <li>• Outline the flow of costs through the manufacturing accounts used in product costing</li> <li>• Use basic techniques to allocate overhead costs to products</li> <li>• Use job costing to estimate product costs</li> <li>• Estimate product costs using a basic process costing system</li> </ul>  |
| 3 (3 hours) | Product costing systems  | Chapter 5 (LTH, 2012)            | Exercises, problems, and MCQs to be advised | <ul style="list-style-type: none"> <li>• Describe the principles of product costing where work in process inventories are involved</li> <li>• Assign total production costs for department to completed units and WIP inventory using different costing methods</li> <li>• Recognise and explain important issues that influence the design of process costing and operation costing, including the use of predetermined overhead and conversion costs and standard costs, determining the degree of completion, and the relevance of process costing for responsibility accounting</li> </ul>  |
| 4 (3 hours) | Budgeting systems  | Chapter 9 (LTH, 2012)            | Exercises, problems, and MCQs to be advised | <ul style="list-style-type: none"> <li>• Understand how the budgeting process fits into the wider strategic planning process of an organisation</li> <li>• Understand how budgets are developed and used in responsibility accounting systems</li> <li>• Understand the various components that make up an annual budget</li> <li>• Describe the similarities and differences in the operating budgets prepared by manufacturers, retailers and wholesalers, and service firms.</li> <li>• Discuss the behavioural consequences of budgets: participative budgeting, budgetary slack and budgetary difficulty</li> <li>• Understand zero-base budgeting and program budgeting</li> </ul>                      |

|             |   |                                |   |  |
|-------------|---|--------------------------------|---|--|
| 5 (3 hours) | Mid-term exam and review                            | All chapters above             | Exercises, problems, and MCQs to be advised | All objectives above   |
| 6 (3 hours) | Standard costs and variance analysis                | Chapters 10 and 11 (LTH, 2012) | Exercises, problems, and MCQs to be advised | <ul style="list-style-type: none"> <li>• Explain how standard costing can be used to help control costs and manage resources more effectively.</li> <li>• Understand how participation in standard setting, and the choice between perfection and practical standards, can impact on behavior</li> <li>• Distinguish between static and flexible budgets</li> <li>• Explain the advantages of a flexible budget for performance evaluation and control</li> <li>• Develop standard costs for direct material and direct labour</li> <li>• Calculate and interpret the direct material price and quantity variances, the direct labour rate and efficiency variances.</li> <li>• Calculate and interpret the variable overhead spending and efficiency variances, and the fixed overhead budget and volume variances</li> <li>• Understand how to determine the causes of variances, and when to take corrective actions</li> <li>• Describe some behavioural effects of standard costing systems</li> <li>• Understand how control can be achieved through assigning responsibility for certain variances to particular managers.</li> </ul> |
| 7 (3 hours) | Cost volume profit analysis                         | Chapter 18 (LTH, 2012)         | Exercises and problems to be advised        | <ul style="list-style-type: none"> <li>• Calculate and understand the meanings of contribution margin, contribution margin ration and use it to find break-even point in sales units and in sales dollar</li> <li>• Use the profit formula to determine the sales units or sales revenue required to achieve a target net profit</li> <li>• Apply CVP analysis to determine the effect on profits of changes in fixed costs, variable costs, sales prices and sales volume</li> <li>• Calculate the break-even point and prepare a profit volume graph where there are multiple products</li> <li>• Describe the limitations and potential uses of CVP analysis in practice</li> </ul>   |
| 8 (3 hours) | Relevant information for short-term decision making | Chapter 19 (LTH, 2012)         | Exercises and problems to be advised        | <ul style="list-style-type: none"> <li>• Describe the steps in the decision-making process, and the management accountant's role in that process</li> <li>• Describe the characteristics and how to identify relevant information</li> <li>• Select and analysis relevant information for special order decisions; decisions about whether to make or buy; decisions to keep or delete a product/department; decisions about whether to sell a product or process it further</li> <li>• Discuss how incentives can influence the way that managers make decisions.</li> </ul>  |

**BACHELOR PROGRAMME**

**MAJOR : FINANCE – BANKING**  
**CONCENTRATION:**

- **Public Finance**
  - **Corporate Finance**
  - **Banking**
- 

**SYLLABUS**

**1. Course: PUBLIC INVESTMENT**

**2. Course Code: 3040109**

**3. Number of Credits: 2 credits**

**4. Level: 3<sup>rd</sup> academics**

**5. Teaching Time Allocation**

- Lecture: 2 credits

**6. Pre – Requisites**

Students must complete the following topics:

- Microeconomics
- Macroeconomics
- Public Finance I

**7. Course Aims and Learning Objectives**

After finishing this subject, students can:

- (1) Understand the basics of public investment, explain the role of strategic planning in identifying priorities in public investment;
- (2) Explain basic sources of capital for public investment and their importance for different objectives of public investment;
- (3) Understand the basic framework for analyzing and designing public investment projects;

- (4) Describe and explain the process of organizing and managing biddings in public investment;
- (5) Understand and distinguish performance, effectiveness, and efficiency in public investment; and know how to apply in appraising public investment projects.

## **8. Course Description**

This course provides a basic theoretical framework of public investment and managing in public investment. Main contents include: *Theory and management of public investment, Capital sources for public investment, Managing and planning public investment, Performance, effectiveness, and efficiency of public investment, Designing projects in public investment, Appraising projects in public investment, and Bidding in public investment.*

## **9. Student's Mission:**

- Class hour: at least 80% credits
- Exercise: complete 100% cases at class and hometest
- Others: gather data online.

## **10. Recommended Resources**

### ***Required Textbook:***

Sử Đình Thành: *Public Investment*, Statistical Publishing House, 2010.

### ***Reference Textbook:***

Nguyễn Bạch Nguyệt: *Investment Economics*, 2003.

## **11. Evaluation**

- |                           |      |
|---------------------------|------|
| ▪ In class participation: | 10 % |
| ▪ Assignment :            | 10 % |
| ▪ Presentation:           | 05 % |
| ▪ Middle-exam:            | 25 % |
| ▪ Final-exam:             | 50 % |

## **12. Course Grading Scale: *Credit***

### 13. Learning Activities:

| Date                        | Lecture<br>(Chapter, Part, Teaching and Methodology)   | Textbook<br>(Chapters, Parts)   | Student Preparation<br>(Exercise, Presentation, Case studies)                 | Learning objectives |
|-----------------------------|--|---|---|---------------------|
| <b>Day 1</b><br>(4 periods) | <b>Theory and management of public investment</b><br>- The concept of public investment<br>- The role of public investment<br>- Theories of public investment and the scope of investment  | Sử Đình Thành:<br><i>Public Investment</i> ,<br>Statistical Publishing House,<br>2010.<br><br>Chapters: | - Study relevant documents<br>- Classify different types of public investment | 1                   |
| <b>Day 2</b><br>(4 periods) | <b>Capital sources for public investment</b><br>- Understand the source of capital for public investment<br>- Sources of capital for public investment<br>- How to attract capital sources for public investment<br><br><i>Exercise Instruction</i>  | Sử Đình Thành:<br><i>Public Investment</i> ,<br>Statistical Publishing House,<br>2010.<br><br>Chapters: | - Study relevant documents<br>- Do chapter-exercises                          | 2                   |
| <b>Day 3</b><br>(4 periods) | <b>Managing and planning public investment</b><br>- Concept, objective, and principles of managing public investment<br>- Methods and tools for managing public investment<br>- Planning public investment<br>- Changing the structure of public investment<br>- Decentralization on public investment management<br><br><i>Exercise Instruction</i> | Sử Đình Thành:<br><i>Public Investment</i> ,<br>Statistical Publishing House,<br>2010.<br><br>Chapters: | - Study relevant documents<br>- Do chapter-exercises                          | 3                   |
| <b>Day 4</b><br>(4 periods) | <b>Performance, effectiveness, and efficiency of public investment</b><br>- Performance of public  | Sử Đình Thành:<br><i>Public Investment</i> ,<br>Statistical Publishing House,                           | - Study relevant documents<br>- Do chapter-exercises                          | 5                   |

|                             |  |  |  |   |
|-----------------------------|--|--|--|---|
|                             | <p>investment</p> <ul style="list-style-type: none"> <li>- Effectiveness and efficiency of public investment</li> </ul> <p><i>Exercise Instruction</i></p>   | <p>2010.</p> <p>Chapters:</p>  |  |   |
| <b>Day 5</b><br>(4 periods) | <p><b>Designing projects in public investment</b></p> <ul style="list-style-type: none"> <li>- Project cycle in public investment</li> <li>- Analyze and assess public investment projects</li> </ul> <p><i>Exercise Instruction</i></p>   | <p>Sử Đình Thành:<br/><i>Public Investment</i>,<br/>Statistical<br/>Publishing House,<br/>2010.</p> <p>Chapters:</p> | <ul style="list-style-type: none"> <li>- Study relevant documents</li> <li>- Do chapter-exercises</li> </ul> | 3 |
| <b>Day 6</b><br>(4 periods) | <p><b>Appraising projects in public investment</b></p> <ul style="list-style-type: none"> <li>- Concept, objectives, and requirements of project appraisal in public investment</li> <li>- Methods of appraising</li> <li>- Critical issues in appraising</li> <li>- The appraisal process</li> </ul> <p><i>Exercise Instruction</i></p> | <p>Sử Đình Thành:<br/><i>Public Investment</i>,<br/>Statistical<br/>Publishing House,<br/>2010.</p> <p>Chapters:</p> | <ul style="list-style-type: none"> <li>- Study relevant documents</li> <li>- Do chapter-exercises</li> </ul> | 5 |
| <b>Day 7</b><br>(4 periods) | <p><b>Bidding in public investment</b></p> <ul style="list-style-type: none"> <li>- Concept, role, and forms of bidding in public investment</li> <li>- Methods of selecting and evaluating bidders</li> <li>- The bidding process</li> <li>- Managing the bidding process</li> </ul> <p><i>Exercise Instruction</i></p>                 | <p>Sử Đình Thành:<br/><i>Public Investment</i>,<br/>Statistical<br/>Publishing House,<br/>2010.</p> <p>Chapters:</p> | <ul style="list-style-type: none"> <li>- Study relevant documents</li> <li>- Do chapter-exercises</li> </ul> | 4 |
| <b>Day 8</b><br>(4 periods) | <p>Review the course</p> <p>Explain the Exercises</p>  |  |  |   |

**COURSE COORDINATOR**  
(ký, ghi rõ họ tên)

TP.HCM, date 04 month 4 year 2013  
**LECTURER**  
(ký, ghi rõ họ tên)



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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

1. **Course Title:** Central Bank
2. **Course Code:** 3060309
3. **Number of Credits:** 3
4. **Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 4<sup>th</sup> academic year
5. **Teaching Time Allocation:** (*credits, hours for activities*)

+ Lecture                    3 credits

+ Practice, laboratory

+ Other

6. **Pre-Requisites:** (*courses should be taken before this course*)

- Basic Economic Theory
- Financial and Monetary Theory
- Money and Banking

7. **Course Aims & Learning Objectives:**

- Course Aims: To help students understand the activities of central bank, wield in the operations of commercial banks, make the operations follow the requirements of economic development of society, make these safe and effectiveness.
- Course Objectives:
  - o O1: To learn about the overview of central bank
  - o O2: To learn about the money issuing operations
  - o O3: To learn about the credit operations

- O4: To learn about the open market operations
- O5: To learn about the operations of foreign exchange management
- O6: To learn about the organization of bank transfer
- O7: To learn about the operations of the monetary policy
- O8: To learn about the inspection and supervision activities of central bank

**8. Course Description:**

- To equip the general knowledge of central bank
- To catch the activities of central bank: the money issuing operations, the open market operations, the organization of bank transfer, the operations of foreign exchange management and the operations of the national monetary policy.

**9. Student Learning Activities:**

- Participation
- Exercises
- Tools and facilities
- Other

**10. Recommended Resources:**

- Textbooks:
  - Central bank , University of Economic HCMC, Ho Chi Minh City Publishing House.
- Reference books:
  - Central bank, Bank Institute, Financial Publishing House
  - State Bank of Vietnam’s Law

**11. Evaluation:**

- Participation in class: 05% (weight)
- Group discussion: %
- Assignment: %
- Presentation: 05%
- Report: %
- Mid – semester exam: 20%
- Final exam: 70%
- Other: %

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

### 13. Learning Activities:

| Date                | Lecture<br>(chapter, part, teaching methodology)  | Text Book<br>(chapter, part) | Student Preparation<br>(exercise, presentation, case studies...) | Learning objectives |
|---------------------|---|------------------------------|--|---------------------|
| Date<br>(5 periods) | <b>Chapter 1: The overview of central bank</b><br>I. The concept and substance of central bank<br>1. The concept of central bank<br>2. The substance of central bank<br>II. The function of central bank<br>1. Issue, regulation and circulation of money<br>2. Bank of commercial banks<br>3. Bank of government   | Chapter 1                    | Read documents before attend class                               | O1                  |
| Date<br>(5 periods) | <b>Chapter 2: The operations of money issuing</b><br>I. The general problems<br>1. The concept of money printing, minting, transportation and preservation<br>2. The principles of money issuing<br>II. The money issuing channels<br>1. Release to lend to commercial banks (credit channel of the economy)<br>2. Release via the open market<br>3. Lending to the government (credit channel of the government)<br>4. Release via the foreign exchange market | Chapter 2                    | Read documents before attend class                               | O2                  |
| Date<br>(5 periods) | <b>Chapter 3: The credit operations of central bank</b><br>I. The general problems<br>1. Purpose<br>2. Beneficiary<br>3. Term   | Chapter 3                    | Read documents before attend class                               | O3                  |

|                     |  |          |                                    |    |
|---------------------|--|----------|------------------------------------|----|
|                     | <p>4. Interest rate</p> <p>II. The credit's form of central bank</p> <p>1. Refinancing for credit institutions</p> <p>1.1. Discounting and rediscounting valuable documents</p> <p>1.2. Mortgaged lending valuable documents</p> <p>1.3. Credit documents' relending</p> <p>1.4. Lend for object</p> <p>2. Lend for paying</p> <p>2.1. Lend for clearing</p> <p>2.2. Lend for recovering capacity of payment</p> <p>3. Advance payment for budget</p> <p>4. Guarantee for commercial banks</p>         |          |                                    |    |
| Date<br>(5 periods) | <p><b>Chapter 4: The open market operations</b></p> <p>I. The general issues of the open market</p> <p>1. The concept</p> <p>2. The open market participants</p> <p>3. Goods on the open market</p> <p>3.1. Central bank bonds</p> <p>3.2. Treasury bonds</p> <p>3.3. Other short term certificate of deposit</p> <p>II. The open market operations</p> <p>1. The operations of purchase agreement</p> <p>1.1. The concept</p> <p>1.2. The effect</p> <p>2. The operations of repurchase agreement</p> | Chaper 4 | Read documents before attend class | O4 |

|                     |  |           |                                    |    |
|---------------------|--|-----------|------------------------------------|----|
|                     | <ul style="list-style-type: none"> <li>2.1. The concept</li> <li>2.2. The effect</li> <li>III. The method of transaction on the open market <ul style="list-style-type: none"> <li>1. The mass tender <ul style="list-style-type: none"> <li>1.1. The concept</li> <li>1.2. The mass tender examination</li> </ul> </li> <li>2. The interest rate tender <ul style="list-style-type: none"> <li>2.1. The concept</li> <li>2.2. The interest rate tender examination</li> </ul> </li> </ul> </li> <li>IV. The tender procedure <ul style="list-style-type: none"> <li>1. Tender notices</li> <li>2. Tender attendance</li> <li>3. Tender examination and tender notices' result</li> <li>4. Payment and document transfer</li> </ul> </li> </ul>  |           |                                    |    |
| Date<br>(5 periods) | <p><b>Chapter 5: The foreign exchange operations</b></p> <ul style="list-style-type: none"> <li>I. The general issues of foreign exchange <ul style="list-style-type: none"> <li>1. The concept of foreign exchange <ul style="list-style-type: none"> <li>1.1. The concept</li> <li>1.2. The forms</li> </ul> </li> <li>2. The foreign exchange activity <ul style="list-style-type: none"> <li>2.1. The concept</li> <li>2.2. The foreign exchange activities</li> </ul> </li> </ul> </li> <li>II. The operations of foreign exchange management <ul style="list-style-type: none"> <li>1. The concept and the tasks <ul style="list-style-type: none"> <li>1.1. The concept</li> <li>1.2. The tasks</li> </ul> </li> <li>2. The beneficiary <ul style="list-style-type: none"> <li>2.1. Residencer</li> </ul> </li> </ul> </li> </ul> | Chapter 5 | Read documents before attend class | O5 |

|                     |  |           |                                    |    |
|---------------------|--|-----------|------------------------------------|----|
|                     | <p>2.2. Non-residencer</p> <p>3. The operations of foreign exchange management</p> <p>3.1. The management of foreign exchange reserves</p> <p>3.2. The management of foreign exchange activities</p> <p>3.3. Prepare and report the balance of international payment</p>   |           |                                    |    |
| Date<br>(5 periods) | <p><b>Chapter 6: The organization of bank transfer</b></p> <p>I. The general issues of payment systems</p> <p>1. Forms of international flows</p> <p>2. Feature and effect</p> <p>3. Meaning</p> <p>4. The general regulations</p> <p>II. The payment method</p> <p>1. Domestic payment</p> <p>2. International payment</p> <p>III. The organization and management of payment system</p> <p>1. Interbank</p> <p>2. Deposit accounts at central bank</p> | Chapter 6 | Read documents before attend class | O6 |
| Date<br>(5 periods) | <p><b>Chapter 7: The operations of monetary policy</b></p> <p>I. The definition and target of monetary policy</p> <p>1. The definition of monetary policy</p> <p>2. The target of monetary policy</p> <p>II. The structure of monetary policy</p> <p>1. The money issuing policy</p> <p>2. The credit policy of the</p>  | Chapter 7 | Read documents before attend class | O7 |

|                     |  |           |                                    |    |
|---------------------|--|-----------|------------------------------------|----|
|                     | <p>economy</p> <p>3. The foreign exchange policy</p> <p>III. Monetary policy instruments</p> <p>1. Reserve requirements</p> <p>2. Interest rate</p> <p>3. The open market operations</p> <p>4. Refinancing</p> <p>5. Foreign exchange rate</p>   |           |                                    |    |
| Date<br>(5 periods) | <p><b>Chapter 8: The inspection and supervision activities of central bank</b></p> <p>I. Function, mission, authority of inspection and supervision agencies</p> <p>1. Function</p> <p>2. Mission and authority</p> <p>II. The content of inspection and supervision</p> <p>1. Specialized inspection</p> <p>2. Specialized supervision</p> <p>III. The method of inspection and supervision</p> <p>1. Local inspection and supervision</p> <p>2. Process and contents in inspection and supervision</p> <p>IV. Internal control of central bank</p> <p>1. The general problems</p> <p>2. The contents and methods</p> | Chapter 8 | Read documents before attend class | O8 |
| <b>Total: 45</b>    |  |           |                                    |    |

**COURSE COORDINATOR**

*Ho Chi Minh City, date*

**LECTURER**

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**BACHELOR PROGRAM**

**MAJOR:** FINANCE – BANKING  
**CONCENTRATION:** Banking

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**SYLLABUS**

1. **Course Title:** Behavioral Finance
2. **Course Code:**
3. **Number of Credits:** 2
4. **Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 3<sup>rd</sup> academic year
5. **Teaching Time Allocation:** (*credits, hours for activities*)
  - + Lecture : 30 hours
  - + Practice, laboratory
  - + Other : self-study 60 hours
6. **Pre-Requisites:** (*necessary courses*) Corporate Finance, Monetary Theory
7. **Course Aims & Learning Objectives:**
  - Course Aims: Provide learners with knowledge of behavioral finance
  - Course Objectives: After completing this course, students can understand:
    1. the difference between normative finance and behavioral finance.
    2. the expected utility theory,
    3. the efficient market theory and capital market theory
    4. the prospect theory, framing and mental accounting
    5. major abnormalities in the financial markets and limitation of arbitrage
    6. common human biases
    7. investor biases leading to biases in their decision models.
    8. The impact of manager biases on corporate financial decisions



**8. Course Description:** This course describes how individuals and firms make financial decisions, and how those decisions might deviate from those predicted by traditional financial or economic theory. Students explore the existence of psychological biases in financial decision-making, and examine the impacts of these biases in financial markets and other financial settings. The course examines how the insights of behavioral finance complements the traditional finance paradigm.

**9. Student Learning Activities:**

- Participation: full attendance
- Exercises: complete assignment given by lecturer
- Tools and facilities
- Other: do research in groups

**10. Recommended Resources:**

- Textbooks:

1. Lucy F. Ackert, Richard Deaves, (2009), *Behavioral finance - Psychology, Decision-Making, and Markets*, South – Western, Cengage Learning
2. H.Kent Baker and John R. Nofsinger, *Financial behavior - Behavior of investors, Enterprises and Markets*, John Wiley & Son, Inc.

- Reference books:

1. [Andrei Shleifer](#), (2000), *Inefficient Markets: An Introduction to Behavioral Finance*, Oxford University Press.
2. [Robert J. Shiller](#), 2005, *Irrational Exuberance*, Broadway Books, Random House, Inc.
3. Hersh Shefrin (2002), *Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing*, Oxford University Press

**11. Evaluation:**

- |                           |               |
|---------------------------|---------------|
| - Participation in class: | 10 % (weight) |
| - Group discussion:       | 10 %          |
| - Assignment:             | %             |
| - Presentation:           | 30 %          |
| - Report:                 | %             |
| - Mid – semester exam:    | %             |
| - Final exam:             | 50 %          |

- Other:

%

**12. Course Grading Scale:** *Credit*

**13. Learning Activities:** *Behavioral finance - Psychology, Decision-Making, and Markets is used as the main text book in the following activities*

| <b>Date</b>         | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b>          | <b>Text Book<br/>(chapter,<br/>part)</b> | <b>Student Preparation<br/>(exercise, presentation,<br/>case studies...)</b> | <b>Learning<br/>objectives</b> |
|---------------------|---|--|--|--------------------------------|
| Date 1<br>(4 hours) | Foundations of Finance I<br>and II                                    | Chapter 1,2                              | Presentation, discussion,<br>and exercises of chapter 1,2                    | 1,2, 3                         |
| Date 2<br>(4 hours) | Prospect theory and<br>behavioral finance                             | Chapter 3                                | Presentation, discussion,<br>and exercises of chapter 3                      | 4                              |
| Date 3<br>(4 hours) | Inefficient market  | Chapter 4                                | Presentation, discussion,<br>and exercises of chapter 4                      | 3,4                            |
| Date 4<br>(4 hours) | Heuristics, biases and<br>decision-making                             | Chapter 5, 8                             | Presentation, discussion,<br>and exercises of chapter 5,8                    | 4,5,6                          |
| Date 5<br>(4 hours) | Overconfidence and<br>decision-making                                 | Chapter 6, 9                             | Presentation, discussion,<br>and exercises of chapter 6,9                    | 4,5,6                          |
| Date 6<br>(4 hours) | Rational managers and<br>irrational investors                         | Chapter 15                               | Presentation, discussion,<br>and exercises of chapter 15                     | 5,6,7                          |
| Date 7<br>(4 hours) | Behavioral finance and<br>managerial decision-<br>making, IPO and M&A | Chapter 16                               | Presentation, discussion,<br>and exercises of chapter 16                     | 8                              |
| Date 8<br>(2 hours) | Seminar   | All contents<br>and exercises            | Discussion topic given by<br>lecturer.                                       | All<br>objectives              |
| <b>Total: 30</b>    |   |  |  |                                |

*Ho Chi Minh City, date*

**COURSE COORDINATOR**

**LECTURER**

## BACHELOR PROGRAM

MAJOR: BANKING

CONCENTRATION: BANKING

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### SYLLABUS

1. **Course Title: Business Management**
2. **Course Code: 3020502**
3. **Number of credits: 2**
4. **Level: 3<sup>rd</sup> academic year**
5. **Teaching Time Allocation:**
  - a. Lecture: 20 hours
  - b. Discussion and seminar: 10 hours
  - c. Self-learning: 15 hours
6. **Pre-Requisite:** students have passed the following courses: Management, Econometrics, and Information Management.
7. **Course Aims and Learning Objectives:**
  - a. Course Aims: Provide necessary knowledge to manage business organization
  - b. Course objectives:
    - i. Identify concepts, characteristics, and function of management
    - ii. Have ability to build organizational structure
    - iii. Know to apply management model, management methods and mobilize efficiently all factors of production such as labor, capital, materials, and fixed asset.
    - iv. Provide management skills
8. **Course Description:**

This course is designed to provide the concepts regarding to Business Management, organizational structure, production and operation planning, material requirement planning, human resource management, master production schedule, and to control production process for efficiency.
9. **Student Learning Activities**
  - a. Participant: students are required to participate all 8 sessions in classroom.
  - b. Exercises are done in both classroom and homework
  - c. Tools: excel software is used in solving the exercises
10. **Recommended Resources**
  - a. Textbook: *Business Management*-material reading was compiled by Production management Division, Business Administration Department, University of Economics
  - b. Further materials reading
    - i. Dung, H.T, *Production Management Exercise textbook*
    - ii. Dung, H.T, *Management of Information System*

- iii. Phuong, D.T. T (2004), Production and Operation Management, HCMC
- iv. Hoi, N.T (2002), Human Resource Management, Statistics Publishing House, HCM City
- v. Dung, H.T (2005), Small and Medium enterprise Management, Statistics Publishing House, HCM City

### 11. Evaluation

- a. Final examination : 70%
- b. Assignment: 30%

### 12. Course Grading scale: ten-point scale in which

- 5: pass
- 5-6: average
- 7-8: Good
- 8-10: very good

### 13. Learning Activities

| Date/Number of hours | Lecture                            | Textbook        | Student activities                        | Learning objectives |
|----------------------|------------------------------------|-----------------|---|---------------------|
| 1 (4 hours)          | Introduction to Business Mangement | Chapter 1, 6, 7 | Reading and answer questions in classroom |                     |
| 2 (4 hours)          | Organisational structure           | Chapter 1, 3, 6 | Discussion and presentation               |                     |
| 3 (4 hours)          | Demand Forecasting                 | Chapter 1, 2, 6 | Reading and exercise                      |                     |
| 4 (4 hours)          | Aggregate Planning                 | Chapter 1, 4, 6 | Discussion and exercise                   |                     |
| 5 (4 hours)          | Master Production Schedule         | Chapter 1, 4, 6 | Discussion and exercise                   |                     |
| 6 (4 hours)          | Inventory Management               | Chapter 1, 4, 6 | Discussion and answers                    |                     |
| 7 (4 hours)          | Material Requirement Planning      | Chapter 1, 4, 6 | Reading and presentation                  |                     |
| 8 (4 hours)          | Review                             | All textbook    | Discussion and answer                     |                     |

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course title:**

**ENGLISH FOR BUSINESS COMMUNICATION II (MODULES 1-4)**

**2. Course code: 3300111, 3300211**

**3. Number of credit: 6 credits divided into 2 modules – 3 credits for each**

**4. Level: students of 3<sup>rd</sup> academic years**

**5. Teaching time allocation:**

- **Lecture:** 40%
- **Practice:** 60%
- **Other:**

**6. Prerequisites:**

Students must have English ability in correlation to Level A2 of CEFR (Common European Framework of Reference)

**7. Course Aims and Learning Objectives:**

This course is regarded as a succession of Modules 1&2. It offers integrated skills with an emphasis on improving English proficiency and understanding of economic and business English. It includes continued practice in listening, speaking, vocabulary building, grammar, reading, writing and learning strategies. Upon completion of this course satisfactorily, students should be able to improve their language skills as follows:

- **Listening:** Students are able to understand the information and main ideas in conversations, speeches and lectures. Also, the course will prepare students for the various types of listening skills required for TOEIC.
- **Speaking:** By participation in activities such as discussions, asking and answering questions, presenting, problem-solving and role play, students are able to develop communication skills in English in real practices which make them confident in the future job environments.
- **Reading:** This course will continue to strengthen basic skills of specialized vocabulary development and comprehension with a variety of written material of gradually increasing difficulty.
- **Writing:** The course enables students to develop and improve their grammatical and structural accuracy based on which students are able to write memos, emails, and short paragraphs on jobs, products, and company profiles.

The course not only assists UEH students to enhance their English ability, but also benefits them with a lot of sub skills such as presenting, problem-solving and team/group working. Especially, with the learning resources based on the economic context, the course to some extent provides students with up-to-date knowledge of these fields that is helpful for their majors. In addition, with a good command in business and economic English, UEH students are able to succeed in any job applications and interviews in international companies.

By the end of the course, students will be expected to attain Level B1 of CEFR.

### **8. Course Description**

The course consists of two (2) main types of activities: class study and independent study. In order to be successful in this subject, students are required to have appropriate learning methods and, especially, make efforts both in class hours and independent study.

- **Class study**

Students have opportunities to practise language skills such as reading, listening, writing and especially taking part in tasks such as discussions, role play and problem-solving helps them to develop their oral skills and abilities for team/group working.

- **Independent study**

Students are expected to complete homework and exercises in materials compiled by teachers of English Department. Students can contact their instructors for advice, supports and any further clarification.

### **9. Student learning activities:**

Participations in all class activities and completion of all end-of-unit tests are ones of the criteria for the successful study.

Students are expected to

- Attend a minimum of 80 percent of class hours.
- Complete all assessment tasks for this subject.
- Plan their independent study under the guidance and advice of instructors.

### **10. Learning materials:**

1. Course Book - Market Leader –Pre-intermediate Business English- David Cotton, David Falvey & Simon Kent; Pearson Longman 2011.

2. Practice Book (modules 3-4) – compiled by English Department. 2009 -2012

### **11. Assessment**

#### **Allocation of marks:**

- Progress: (including class activities, class attendance. independent study and a mid-term test ): 30%

For each module, the instructor will further advise students regarding such issues as attendance requirements, assignment arrangement, and the detailed outline of content and skills taught, practised and tested.

- Final test : 70%

#### **Final test Specification**

The 100-minute final test consists of two sections (Section 1: Language usage & Section 2: Language use). The test specification is as follows:

| <i>Sections/goals</i>                  | <i>Task type</i>     | <i>No of items</i>       | <i>Points (100)</i> |
|--|----------------------|--------------------------|---------------------|
| <b>Language usage</b>                  |                      |                          |                     |
| <b>Grammar, structure, Vocabulary.</b> | Cloze                | 10                       | 10                  |
|  | MC                   | 15                       | 15                  |
| <b>Word formation</b>                  | Completion           | 5                        | 5                   |
| <b>Language use</b>                    |                      |                          |                     |
| <b>Reading: text</b>                   | MC, completion       | 20                       | 20                  |
| <b>Language functions</b>              | Matching             | 10                       | 10                  |
| <b>Writing (HP1&amp;2)</b>             | Sentence arrangement | 5                        | 10                  |
|  | Sentence building    | 5                        | 10                  |
| <b>Listening</b>                       | MC                   | 5                        | 10                  |
|  | Gap fill (questions) | 5                        | 10                  |
| <b>Total</b>                           |                      | <b>70 test questions</b> | <b>100 points</b>   |

## 12. Course Grading Scale: Credit

## 13. Lecture Program

Task-based Language Teaching (TBLT) is employed as the major teaching approach for this course. This method is student-centred that emphasizes the use of authentic language through meaningful tasks and encourages meaningful communication.

### MODULE 3

| <b>Week</b>               | <b>Lecture topic<br/>(Chapter, Section, Teaching method)</b>        | <b>Readings/<br/>Materials</b>               | <b>Student Preparation</b>   | <b>Objectives</b>               |
|---------------------------|---|--|--|---------------------------------|
| Week 1<br>(4 class hours) | Orientation<br>Ice breaking<br><b>Unit 1: Careers</b>               | New Market<br>Leader – Pre -<br>Intermediate | Review: grammar  | refer to the course objectives. |
| Week 2<br>(4 class hours) | <b>Unit 1: Careers</b><br>Practice Book 3: Unit 1                   | - id -                                       | Practice Book 3 – Unit 1<br>(complete all tasks required for this unit)<br>Review: grammar |                                 |
| Week 3<br>(4 class hours) | <b>End –of- Unit Test (Unit 1)</b><br><b>Unit 2: Selling Online</b> | - id -                                       | Review: grammar<br>Toeic Practice  |                                 |
| Week 4<br>(4 class hours) | <b>Unit 2: Selling Online</b><br>Practice Book 3: Unit 2            | - id -                                       | Practice Book 3: Unit 2<br>(complete all tasks required                                    |                                 |

|                              |  |        |  |  |
|------------------------------|--|--------|--|--|
| hours)                       |  |        | for this unit)<br>Review: grammar<br>Toeic Practice  |  |
| Week 5<br>(4 class hours)    | <b>End –of- Unit Test (Unit 2)</b><br><b>Unit 3: Companies</b>   | - id - | Review: grammar<br>Toeic Practice  |  |
| Week 6<br>(4 class hours)    | <b>Unit 3: Companies</b><br>Practice Book 3 – Unit 3             | - id - | Practice Book – Unit 3<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice |  |
| Week 7<br>(4 class hours)    | <b>End –of- Unit Test (Unit 3)</b><br><b>Unit 4: Great Ideas</b> | - id - | Review: grammar<br>Toeic Practice  |  |
| Week 8<br>(4 class hours)    | <b>Unit 4: Great Ideas (continued)</b>                           | - id - | Practice Book – Unit 4<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice |  |
| Week 9<br>(4 class hours)    | Practice Book 3 – Unit 4<br><b>End-of-Unit Test (Unit 4)</b>     | - id - | Review: grammar  |  |
| Week 10<br>(4 class hours)   | <b>General Review</b>  | - id - | Speaking Practice for Speaking Test  |  |
| Week 11<br>(4 class hours)   | <b>Mid-Term Speaking Test</b>                                    |        | Test Preparation   |  |
| Week 12<br>(4 class hours)   | <b>Speaking Test (cont.)/Q&amp;A</b>                             |        | Test Preparation   |  |
| <b>Total: 45 class hours</b> |  |        |  |  |

#### MODULE 4

| <b>Week</b>               | <b>Lecture topic (Chapter, Section, Teaching method)</b> | <b>Readings/ Materials</b>           | <b>Student Preparation</b>   | <b>Objectives</b>               |
|---------------------------|--|--------------------------------------|--|---------------------------------|
| Week 1<br>(4 class hours) | Orientation<br>Ice breaking<br><b>Unit 7: Marketing</b>  | New Market Leader – Pre-Intermediate | Review: grammar  | refer to the course objectives. |
| Week 2<br>(4 class hours) | <b>Unit 7: Marketing</b><br>Practice Book: Unit 7        | - id -                               | Practice Book – Unit 7<br>(complete all tasks required for this unit)<br>Review: grammar |                                 |
| Week 3                    | <b>End –of- Unit Test (Unit 7)</b>                       | - id -                               | Review: grammar  |                                 |



|                              |  |        |   |  |
|------------------------------|--|--------|---|--|
| (4 class hours)              | <b>Unit 8: Planning</b>  |        | Toeic Practice  |  |
| Week 4<br>(4 class hours)    | <b>Unit 8: Planning</b><br>Practice Book: Unit 8                     | - id - | Practice Book: Unit 8<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice   |  |
| Week 5<br>(4 class hours)    | <b>End –of- Unit Test (Unit 8)</b><br><b>Unit 9: Managing People</b> | - id - | Review: grammar<br>Toeic Practice   |  |
| Week 6<br>(4 class hours)    | <b>Unit 9: Managing People</b><br>Practice Book – Unit 9             | - id - | Practice Book – Unit 9<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice  |  |
| Week 7<br>(4 class hours)    | <b>End –of- Unit Test (Unit 9)</b><br><b>Unit 10: Conflict</b>       | - id - | Review: grammar<br>Toeic Practice   |  |
| Week 8<br>(4 class hours)    | <b>Unit 10: Conflict (continued)</b>                                 | - id - | Practice Book – Unit 10<br>(complete all tasks required for this unit)<br>Review: grammar<br>Toeic Practice |  |
| Week 9<br>(4 class hours)    | Practice Book – Unit 10<br><b>End-of-Unit Test (Unit 10)</b>         | - id - | Review: grammar   |  |
| Week 10<br>(4 class hours)   | <b>General Review</b>  | - id - | Speaking Practice for Speaking Test   |  |
| Week 11<br>(4 class hours)   | <b>Mid-Term Speaking Test</b>  |        | Test Preparation  |  |
| Week 12<br>(4 class hours)   | <b>Speaking Test (cont.)/Q&amp;A</b>                                 |        | Test Preparation  |  |
| <b>Total: 45 class hours</b> |  |        |   |  |

UNIVERSITY OF ECONOMICS HO CHI MINH CITY

FACULTY OF BANKING

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# **COURSE HANDBOOK THE BANKING MAJOR**

***SPECIALIZED KNOWLEDGE***

HO CHI MINH CITY – 05/2013

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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title:** INTERNATIONAL PAYMENT (II)

**2. Course Code:**

**3. Number of Credits:** 03

**4. Level :** 3<sup>rd</sup> academic year

**5. Teaching Time Allocation:**

+ Lecture :03

+ Practice, laboratory : at least 02

+ Other

**6. Pre-Requisites:** International or Macroeconomics, Introductory Finance.

**7. Course Aims & Learning Objectives:**

- Course Aims:

The main objectives of the course are to provide in – depth knowledge about global currencies, exchange rates, a wide range of trading operations on global foreign exchange market and strategies of trading and managing foreign exchange risk in commercial banks. After completing this course, students can work at treasury departments of enterprises and commercial banks.

- Course Objectives:

- (1) Understand principal knowledge about exchange rate and the global foreign exchange market.
- (2) Understand and implement trading operations on the global foreign exchange market.
- (3) Understand and apply principal theories, methodologies, technical indicators of fundamental and technical analysis
- (4) Understand the methods of managing foreign exchange risk in commercial bank

**8. Course Description:**

Introducing in – depth knowledge about sales contract, issuance and circulation of means and methods of international payment in commercial transactions as well as methods of checking documents and tackling practical conflicts related to foreign trading services.

## 9. Student Learning Activities:

Due to employing the method of dialogue, students have to read academic materials before coming class and come up with questions, talk with a lecturer and other students. Then, the lecturer will systematize the vital contents and students will practise the mentioned topics with exercises in class and at home. Therefore, there are the following compulsory tasks for students, including:

- Attendance: 100%
- Exercises practice at classes
- Individual and group exercises at home
- Giving Group Presentation

## 10. Recommended Resources:

- Textbooks:

International payment, (2009) Associate. Prof Dr Tran Hoang Ngan editor and his partners

- Reference books:

- International payment, (2012) Associate. Prof Dr Trần Hoàng Ngân & PhD Nguyen Minh Kieu
- International payment, (2012) Associate. Prof Tram Xuan Huong
- Option, Furture and Other Derivatise, (2009) John C. Hill
- technical analysis from Ato Z – Steven B Achelis
- International payment by LC, (2012) Associate. Prof Nguyen Van Tien
- International Trade, (2008) Markusen, Melvin, Kempfer, Maskus
- SBV's legal documents related to foreign exchange and international payments.
- Ordinance on Foreign exchange control, dated 13/12/2005, by National Assembly

## 11. Evaluation:

- Midterm test: 15%
- Class discussion or group essay: 15%.
- Group presentation: 20%
- Final Examination: 50%

**12. Course Grading Scale:** appropriate to the criterions of credit studying program.

## 13. Learning Activities:

| Session | Topic   | Text book  | Student Preparation | Learning objectives   |
|---------|---|--|---------------------|---|
| 1       | <b>Chapter 1: Foreign ExchangeMarket</b><br>Foreign exchange rate | International payment,<br>(2009) Associate. Prof Dr<br>Tran Hoang Ngan<br><br>Chapter 1: Foreign<br>exchange |                     | Learning basic<br>knowledge about<br>exchange rate<br>(definition, quotes,<br>cross rate,...) |

|   |   |   |   |   |
|---|---|---|---|---|
| 2 | <p><b>Chapter 1: Foreign Exchange Market (Cont.)</b></p> <p>Foreign exchange market</p> <p><b>Chapter 2: Foreign Exchange Trading Operations</b></p> <p>FX Spot, Arbitrage operations</p> | <p>International payment, (2009) Associate. Prof Dr Tran Hoang Ngan</p> <p>Chapter 1: Foreign exchange: Spot, arbitrage operations.</p> | <p>Doing homework in Foreign exchange Operations as guided.</p>   | <p>After this lecture, students will clear about: what is foreign exchange market? Why do they trade in this market? Who is trader? How do they trade and when do they trade? In addition, students will learn about spot operation and arbitrage: definition and the way to trade by these operations.</p>   |
| 3 | <p><b>Chapter 2: Foreign Exchange Trading operations (cont.)</b></p> <p>FX Forward, Swap operations</p>   | <p>International payment, (2009) Associate. Prof Dr Tran Hoang Ngan</p> <p>Chapter 1: Foreign exchange: forward, FX swap operations</p> | <p>Doing homework in Foreign exchange Operations as guided</p> <p>Preparing group presentation about options strategies.</p>  | <p>Knowing definition of forward and swap operations.</p> <p>Reading forward rate quotes, counting forward rate by using spot rate and interest rates or using swap cost.</p> <p>Knowing advantages and disadvantages of forward and swap operations</p> <p>Knowing how and when to use these operations.</p> |
| 4 | <p><b>Chapter 2: Foreign Exchange Trading operations (cont.)</b></p> <p>FX Option operations, Option strategies,</p>  | <p>International payment, (2009) Associate. Prof Dr Tran Hoang Ngan</p> <p>Chapter 1: Foreign exchange: option operations.</p>          | <p>Doing homework in Foreign exchange Operations as guided</p>  | <p>Learning definitions of call option and put option and the way to use options in hedging and trading.</p> <p>Learning option strategies such as bull spread, bear spread, straddle, butterfly.</p> <p>Knowing how to apply these strategies in trading.</p>  |
| 5 | <p><b>Chapter 2: Foreign Exchange Trading operations (cont.)</b></p> <p>FX Futures market</p> <p>Review all previous sessions and doing extra exercises</p>                               | <p>International payment, (2009) Associate. Prof Dr Tran Hoang Ngan</p> <p>Chapter 1: Foreign exchange: futures market.</p>             | <p>Doing homework in Foreign exchange Operations as guided</p> <p>Preparing group presentation about fundamental analysis</p> | <p>Learning definition and characteristics of futures market.</p> <p>How to use future in trading.</p>  |

|   |  |   |   |   |
|---|--|---|---|---|
| 6 | <b>Chapter 3: Analysis and Investment in foreign exchange trading</b><br>Fundamental analysis                          | Students read reference materials related to Fundamental analysis   | Preparing group presentation about technical analysis | Learning theories and indexes to forecast exchange rate.  |
| 7 | <b>Chapter 3: Analysis and Investment in foreign exchange trading (Cont.)</b><br>Technical analysis                    | Technical analysis of the financial markets – John J.Murphy<br>Students read reference materials related to technical analysis                | Preparing group presentation about technical analysis | Learning background theories in technical analysis.<br>Learning basic knowledge about technical analysis such as charts, trends, support, resistance...<br>Learning major reversal and continuation patterns. |
| 8 | <b>Chapter 3: Analysis and Investment in foreign exchange trading (Cont.)</b><br>Technical analysis (cont.)            | Technical analysis of the financial markets – John J.Murphy<br>Students read reference materials related to technical analysis                | Preparing group presentation about technical analysis | Learning technical indicators using in predicting trends such as MA, MACD, Bollinger bands....  |
| 9 | <b>Chapter 4: Exchange rate risk and the methods of preventing and managing exchange rate risk in commercial banks</b> | International payment, (2009) Associate. Prof Dr Tran Hoang Ngan<br>Chapter 2: Exchange rate risks and methods to hedge by using derivatives. | Preparing group presentation about Incoterms.         | Learning methods to prevent and manage exchange rate risks.   |

**COURSE COORDINATOR**

*Ho Chi Minh City, date*

**LECTURER**

**MA Hoang Thi Minh Ngoc**

**MA Phan Chung Thuy**

**MA Vu Thi Le Giang**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title: COMMERCIAL BANKING OPERATION II**

**2. Course Code: 3060206**

**3. Number of Credits: 03**

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 4<sup>th</sup> academic year**

**5. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture : 45 periods

+ Practice, laboratory : depending on the time budget of student, at least 2-3 times in class time.

+ Other

**6. Pre-Requisites: (necessary courses)**

Introduction to financial and monetary theory, Mathematical Finance, Corporate Finance, Financial Accounting, International Settlements, monetary banks, Commercial Banking Operation I.

**7. Course Aims & Learning Objectives:**

- Course Aims:

Commercial Banking Operation II is required subject of specialized Banking students in The University of Economics Ho Chi Minh City. With the main objective to equip students with the knowledge of Commercial Banking including: Leasing, discount of valuable papers, bank guarantees, factoring, export finance, and other banking services ... and so create background for graduated students easy to access to the work environment at commercial banks and apply learned knowledge in the the financial and banking sector

- Course Objectives:

In addition to knowledge gained, learning Commercial Banking Operation II will help to improve presentation skill, analyzing situations, ability in conducting situations and decision-making in business, proficient skills in using computer application to easy access to their works at Banks, Securities Companies, Financial Institutions and enterprises.

## **8. Course Description:**

### **Chapter 5: FINANCIAL LEASING**

- I. The basic issues related to financial leasing
  1. Definition
  2. Characteristics.
  3. Benefits
- II. Leasing process.
- III. Financial leasing forms.
  1. Financial leasing
  2. Buy and leaseback
  3. Back to back lease
- IV. The method of calculating the leasing

### **Chapter 6: THE DISCOUNT**

- I. The issues related to the discount
  1. Definition
  2. Meaning
  3. Conditions.
  4. Methods.
  5. Process.
- II. The method of calculating the discount.

### **Chapter 7: GUARANTEE OPERATIONS**

- I. Issues related to the guarantee
  1. Definition



2. Characteristics

3. Roles

4. Conditions

II. The forms of guarantee

III. The method of calculating guarantee fee

## **Chapter 8: FACTORING OPERATIONS**

I. Issues related to the factoring

1. Definition

2. Characteristics

3. Benefits

4. Classification

II. Factoring process

1. Domestic factoring

2. International factoring.

III. Determine factoring fee and interest

## **Chapter 9: IMPORT & EXPORT FINANCING OPERATIONS**

I. Issued related to import & export financing

1. Definition

2. Meaning.

3. Classification.

a. Base on the payment methods

b. Base on the import – export contracts

c. Base on means of payment

II. Export financing

1. Operating Capital lending to finance export.

2. Discount of export documents.

3. Prefinance to export document set.

4. Factoring

5. Guarantee

### III. Importing financing

1. Opening L/C

2. Lending for L/C fund

3. Lending to settle imported goods against ....

4. Factoring for importing

5. Guarantee

## **Chapter 10: THE PAYMENTS THROUGH BANK**

### I. Issues related to the payments through bank

1. Definition.

2. Characteristics

3. Role.

4. Legal provisions about payment through bank.

5. Means of payment

a. Payment Order

b. Authorized to collect payment.

c. Cheque.

d. Letter of Credit

e. Debit/Credit cards or payment Card

### II. Payment methods

1 Payment by payment order

2. Payment by authorized to collect

3. Payment by cheque.

4. Payment by letter of credit.

5. Payment by credit card/debit card.

### III. Modern Banking distribution channels.

1. Internet banking.
2. Telephone banking

IV. Payment methods among banks

## **Chapter 11. OTHER COMMERCIAL BANK OPERATION**

- I. International payment
- II. Trading in foreign currency
- III. Treasury
- IV. Intestment Trust
- V Financial Management
- VI. Consulting Services ...
- VII Other banking operations

### **9. Student Learning Activities:**

- Participation
- Excecises
- Tools and facilities
- Other

### **10. Recommended Resources:**

- Textbooks :

Commercial Bank Operations – Tram Xuan Huong and Hoang Thi Minh Ngoc (Eds), Economics Publishing House, 2012.

- Reference books:

Commercial Bank Operations - Nguyen Dang Don (Eds), Statistics Publishing House, 2009.

Commercial Bank Operations - Nguyen Minh Kieu (Eds), Statistics Publishing House, 2009.

Commercial Bank Operations- Nguyen Thi Mui (Eds), Statistics Publishing House, 2005

Money, Banking and Financial Markets - Frederic S.Mishkin, Science and Techonology Publishing House, 1993.

Commercial Bank Management, Peter S. Rose, 2000.

Commercial banking, Benton E. Gup, James W.Kolari, John Wiley & Sons (Asia) Pte Ltd  
Singapore

Credit Institutions Act 2010, related legal documents.

Information on the websites of the State Bank of Vietnam and commercial banks.

### 11. Evaluation:

|                           |               |
|---------------------------|---------------|
| - Participation in class: | 30 % (weight) |
| - Group discussion:       | 10 %          |
| - Assignment:             | %             |
| - Presentation:           | %             |
| - Report:                 | 30 %          |
| - Mid – semester exam:    | 30 %          |
| - Final exam:             | 70 %          |
| - Other:                  | %             |

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*): *Distinction*

### 13. Learning Activities:

| Date                          | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part) | Student Preparation<br>(excecise, presentation, case studies...)  | Learning objectives |
|-------------------------------|--|------------------------------|---|---------------------|
| Date 1<br>(Number of hours:4) | <b>Chapter 5: Financial leasing</b><br>I. The basic issues of financial leasing<br>II. Leasing process<br>III. Forms of financial leasing<br>IV. The methods of calculating rent | Chapter 5 -<br>Textbook      | 1 / Read in advance textbook and reference books;<br>2 / Applied exercise for each product in class;<br>3 / Discussion questions: The differnces between loans and financial leasing, case studies<br>4 / Exercises and questions | 1,2,3               |

|                               |   |                      |   |       |
|-------------------------------|---|----------------------|---|-------|
|                               |   |                      | at home.  |       |
| Date 2<br>(Number of hours:4) | <b>Chapter 6: Discount</b><br>I. Issues related to the Discount Operation   | Chapter 6 - Textbook | 1 / Read in advance textbook and reference books, and the related legal documents;<br>2 / Applied exercise for each product in class;<br>3 / Discussion question: Compare the similarities and differences between the Discount and Loans |       |
| Date 3<br>(Number of hours:4) | II. The methods calculating discounted value  | Chapter 6 - Textbook | 4 / Presentation<br>5 / Exercises and questions at home.  |       |
| Date 4<br>(Number of hours:4) | <b>Chapter 7: Guarantee</b><br>I. Issues related to Guarantee<br>II. Forms of Guarantee<br>III. Methods of calculating Guarantee fees | Textbook             | 1/ Read in advance textbook and reference books, and the related legal documents;<br>2/Applied exercise for each product in class;<br>3 / Case discussion<br>4 / Presentation<br>5 / Homework.  | 1,2,5 |
| Date 5<br>(Number of hours:4) | <b>Chapter 8: FACTORING</b><br>I. Issues related to factoring<br>II. Factoring Process  | Chapter 8 - Textbook | 1 / Read in advance textbook and reference books, and the related legal documents on credit.  | 1,2,6 |

|                               |  |                         |   |       |
|-------------------------------|--|-------------------------|---|-------|
|                               |  |                         | 3 / Applied exercise for each product in class;   |       |
| Date 6<br>(Number of hours:4) | III. Determination of fees and factoring's interest rate.  | Chapter 8 -<br>Textbook | 4 / Presentation<br><br>Discuss the similarities and differences between Discount and Factoring; between Factoring and Loans.<br><br>5 / Homework.  | 1,2,6 |
| Date 7<br>(Number of hours)   | <b>Chapter 9: IMPORT AND EXPORT FINANCING</b><br><br>I. The issues related to import and export financing<br><br>II. Export financing<br><br>III. Import financing | Chapter 9 -<br>Textbook | 1 / Read in advance textbook and reference books, and the related legal documents;<br><br>2 / Applied exercise for each product in class;<br><br>3 / Case Discussion<br><br>4 / Presentation: The import and export financing products at commercial banks in Vietnam<br><br>5 / Exercises and questions at home. | 1,2,7 |
| Date 8<br>(Number of hours:4) | <b>Chapter 10: PAYMENT THROUGH BANKS</b><br><br>I. The issues related to payment through banks<br><br>II. Forms of payment   | Chapter 10-<br>Textbook | 1 / Read in advance textbook and reference books, and the related legal documents;<br><br>2/Presentaion:<br>Development of payment services in commercial banks in Vietnam  | 1,2,8 |

|                                |  |                                 |   |       |
|--------------------------------|--|---------------------------------|---|-------|
| Date 9<br>(Number of hours:4)  | III. A number of distribution channels of modern banking services<br>IV. Methods of payment between banks                          | Chapter 10-<br>Textbook         | 3 / Case Discussion<br>4 / Homework   | 1,2,8 |
| Date 10<br>(Number of hours:4) | <b>Chapter 11. OTHER COMMERCIAL BANK OPERATION</b><br>I. International payment<br>II. Trading in foreign currency<br>III. Treasury | Chapters 11,12,13 -<br>Textbook | 1 / Read in advance textbook and reference books, and the related legal documents;<br>2 / Review the issues of foreign exchange business and international payments which have been previously learned. | 1,2,9 |
| Date 11<br>(Number of hours:4) | IV. Intestment Trust<br>V Financial Management<br>VI. Consulting Services ...<br>VII Other banking operations                      | Chapters 11,12,13 -<br>Textbook | 3 / Applied exercise for each product in class;<br>3 / Case Discussion<br>4 / Homework.   | 1,2,9 |
| <b>Total: (45 periods)</b>     |  |                                 |   |       |

*Ho Chi Minh City, 20<sup>th</sup> April, 2012*

**COURSE COORDINATOR**

**LECTURER**

**Associate Professor Tran Huy Hoang**

**Tram Thi Xuan Huong**

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**BACHELOR PROGRAM**  
**MAJOR: FINANCE - BANKING**  
**CONCENTRATION: BANKING**

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**SYLLABUS**

- 1. Course Title: BANKING ACCOUNTING**
- 2. Course Code: 3060310**
- 3. Number of Credits: 3**
- 4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 4<sup>th</sup> academic year**
- 5. Teaching Time Allocation: (credits, hours for activities)**
  - + Lecture: 3 credits
  - + Practice, laboratory: 0
  - + Other: 0
- 6. Pre-Requisites: (courses should be taken before this course: Students must complete these following courses: Money and Banking, Commercial Banks, International Trade and Banking Credit.**
- 7. Course Aims & Learning Objectives:**
  - Course Aims: Provide students general knowledge for doing accounting in commercial banks.
  - Course Objectives:
    - o O1: An overview about the course
    - o O2: Understanding accounting of collecting capital
    - o O3: Understanding accounting of credit, investment and securities
    - o O4: Understanding accounting of trade services
    - o O5: Understanding accounting of interbank transfers
    - o O6: Understanding accounting of fixed assets
    - o O7: Understanding accounting of currency exchange and international trade.
    - o O8: Understanding accounting of income, cost and profit.



## 8. Course Description:

The course specialises in accounting at commercial banks. It provides accounting knowledge about the whole banking system operation from how to collecting capital to how to use such capital in bank assets.

## 9. Student Learning Activities:

- Participation: Attend all class hours.
- Exercises: Doing homework and other assignments.
- Tools and facilities: none
- Other: none

## 10. Recommended Resources:

- Textbooks: Giáo trình kế toán ngân hàng (2010), chủ biên PGS.TS Trương Thị Hồng, Nhà xuất bản Lao Động.
- Reference books:
  - (1) 234 Sơ đồ Kế toán ngân hàng (2008), TS. Trương Thị Hồng, Nhà xuất bản Lao Động.
  - (2) Các văn bản pháp lý liên quan để xử lý kế toán tại các Tổ chức tín dụng.
  - (3) Trang Web: [www.sbv.gov.vn](http://www.sbv.gov.vn)
  - (4) Bài tập tình huống về kế toán ngân hàng (2009), TS. Trương Thị Hồng, Nhà xuất bản Lao Động.
  - (5) Lý thuyết và bài tập Kế toán ngân hàng (2004), Nhà xuất bản Tài chính.
  - (6) Lý thuyết Kế toán ngân hàng (2002), Nguyễn Đức Long, chủ biên – Học viện ngân hàng, lưu hành nội bộ.
  - (7) Các văn bản của Ngân hàng Nhà nước về Kế toán ngân hàng áp dụng tại các tổ chức tín dụng.
  - (8) Sách Kế toán Ngân hàng của các tác giả khác.

## 11. Evaluation:

- Participation in class: 5% (weight)
- Presentation: 5%
- Mid – semester exam: 20%
- Final exam: 70%

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*) follow The credit training program.

## 13. Learning Activities:

| Date             | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part) | Student Preparation<br>(exercise, presentation, case studies...) | Learning objectives |
|------------------|--|------------------------------|--|---------------------|
| Day 1<br>(5 hrs) | Chapter 1: Course overview<br>Banking accounting objects,<br>characteristics, documents.<br>Banking accounts and | Chapter 1                    | Complete prerequisite<br>courses                                 | O1                  |

|                  |   |           |   |    |
|------------------|---|-----------|---|----|
|                  | balance sheets.   |           |   |    |
| Day 2<br>(5hrs)  | Chapter 2: Banking accounting in collecting capital.<br>Kinds of capital<br>Accounting method   | Chapter 2 | Read chapter 2. Do exercises in chapter 1                 | O2 |
| Day 3<br>(5 hrs) | Chapter 3: Banking accounting in credit services.<br>Loan, mortgage, leasing service, loan of fixed assets...   | Chapter 3 | Read chapter 3. Do exercises in chapter 2                 | O3 |
| Day 4<br>(5 hrs) | Chapter 4: Accounting of trade services.<br>Inward remittance from domestic banks and outward remittance to domestic banks by payment orders, collecting payment orders, cheques and cards. | Chương 4  | Read chapter 4. Do exercises in chapter 3                 | O4 |
| Day 5<br>(5 hrs) | Chapter 5: Accounting of interbank transfer.<br>Transfer among commercial banks.<br>Transfer between commercial banks and state bank.   | Chapter 5 | Read chapter 5. Do exercises in chapter 4.                | O5 |
| Day 6<br>(5 hrs) | Chapter 6: Accounting of fixed assets.  | Chapter 6 | Read chapter 6. Do exercises in chapter 3 trước chương 5. | O6 |
| Day 7<br>(5 hrs) | Chapter 7: Banking accounting in currency exchange and international trade.   | Chapter 7 | Read chapter 7. Do exercises in chapter 6                 | O7 |
| Day 8<br>(5 hrs) | Chapter 8: Accounting for bank income, cost and profit.   | Chapter 8 | Read chapter 8. Do exercises in chapter 7                 | O8 |
| Day 9<br>(5 hrs) | Course summary and review Exercises.  |           | Review all chapters                                       |    |
| <b>Total:</b>    |   |           |   |    |

**COURSE COORDINATOR**  
**PGS.TS. TRƯƠNG THỊ HỒNG**

**LECTURER**  
**NGUYỄN NGỌC HÂN**

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**BACHELOR PROGRAM**

**MAJOR: FINANCE – BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title: CREDITS APPRAISAL**

**2. Course Code: 3060215**

**3. Number of Credits: 02 (30 periods)**

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year): 3<sup>rd</sup> academic year**

**5. Teaching Time Allocation: (credits, hours for activities)**

+ Lecture : 30 periods

+ Practice, laboratory :

+ Other : Self-study: up to the student's time availability, at least two or three times as much as the time for class attendance

**6. Pre-Requisites: (necessary courses)**

Designed for students who have completed some relevant subjects: Introduction to the Theory of Monetary Finance, Finance Maths, Business Finance, Finance Accounting, International Payment, Commercial Bank Transactions, and so on

**7. Course Aims & Learning Objectives:**

- Course Aims:

Credits Appraisal is a compulsory subject of the banking major as well as an optional subject of some other majors in Ho Chi Minh City University of Economics. The subject is aimed at providing students with basic knowledge of organising appraisal affairs of commercial banks such as appraising legal capacity, financial capacity, business plan, mortgage property, etc., as bases for the decision to extend credit. Besides the specialised knowledge, the module about Commercial Bank Transactions is designed to train students in the skills of lecturing, analysing situations, behaviour, and making decisions in business situations and the ability to use computer efficiently for performing professional jobs in banks, stock companies, financial institutions, and businesses

- Course Objectives:

At the end of the course, students are expected to have abilities as follows:

(1). To be skilled in lecturing, handling situations, working in groups, and doing self-study.

(2). To be basically knowledgeable about business production plans and investment projects. To study for applying what have been learned in specific situations.

(3). To master techniques of appraising legal capacity of different types of customers as well as for different forms of credit. To fully develop the skills of lecturing, handling different situations, working in groups, and self study.

(4). To apply the contents of legal appraisal of customers in the present circumstances of Vietnam.

(5). To analyse the financial capacity based on the reports about finance of the businesses and other relevant materials in order to assess the customer's ability to pay debt and then decide whether to extend credit or not. To apply all the expertise in handling the files of some specific customers.

(6). To master basic knowledge about business production plans and investment projects. To study to apply what has been learned to specific situations.

(7). To obtain basic knowledge about mortgage property for security and the appraisal. To apply the techniques of the appraisal in specific situations.

(8). To be able to write a report about credit appraisal and apply the writing techniques in specific situations.

## **8. Course Description:**

### **CHAPTER 1: AN OVERVIEW OF CREDIT APPRAISAL**

#### **1. An overview of banking credit**

- 1.1. Definition
- 1.2. Principles
- 1.3. Conditions for extending credit
- 1.4. Credit procedures

#### **2. An overview of credit appraisal**

- 2.1. Definition
- 2.2. Meanings
- 2.3. Appraisal purposes
- 2.4. Appraisal contents
- 2.5. Appraisal procedures
- 2.6. Appraisal materials
- 2.7. Organisation of credit appraisal affairs

### **CHAPTER 2: APPRAISING CUSTOMERS' LEGAL CAPACITIES**

#### **1. Appraising legal capacities of business customers**

- 1.1. Appraisal documents (legal files of the business)
- 1.2. Requirements about legal capacity appraisal
- 1.3. Appraisal contents
- 1.4. Illustrations

#### **2. Appraising legal capacities of individual customers**

- 2.1. Individual customers
  - Definition
  - Characteristics
- 2.2. Appraisal materials
- 2.3. Requirements about legal capacity appraisal
- 2.4. Appraisal contents
- 2.5. Illustrations

### **CHAPTER 3: APPRAISING CUSTOMERS' FINANCIAL CAPACITIES**

#### **1. PRINCIPLES OF AND REQUIREMENTS ABOUT CUSTOMERS' FINANCIAL CAPACITY APPRAISAL**

- 1.1. Purposes
- 1.2. Principles
- 1.3. Requirements

#### **2. APPRAISING FINANCIAL CAPACITIES OF BUSINESS CUSTOMERS**

- 2.1. For short-term credit
  - 2.1.1 Appraisal materials (files of financial reports of the business)

- 2.1.2. Appraisal of the business's financial status
  - Appraisal of the business's capital status
  - Appraisal of the business's ability to pay debt
  - Illustrations
- 2.1.3. Appraisal of the business's ability to pay debt from the business plan

## 2.2. Appraisal contents

- 2.2.1. Appraisal of the customer's financial status
  - Appraisal of the capital status
  - Appraisal of the financial status
  - Appraisal of the customer's ability to pay debt
  - Illustrations
- 2.2.2 Appraisal of the ability to pay debt from the investment proposal

## **3. APPRAISING FINANCIAL CAPACITIES OF INDIVIDUAL CUSTOMERS**

- 3.1. For capital (business production) credit
  - 3.1.1. Appraisal materials
  - 3.1.2. Appraisal of the ability to pay debt
  - 3.1.3. Illustrations
- 3.2. For consumer credit
- 3.3. For other forms of credit

## **CHAPTER 4: APPRAISING BUSINESS PLANS AND INVESTMENT PROPOSALS**

### **1. APPRAISING BUSINESS PLANS**

- 1.1 Purposes
- 1.2. Appraisal materials
- 1.3. Appraisal contents .
- 1.4. Illustrations

### **2. APPRAISING INVESTMENT PROPOSALS**

- 2.1. Purposes.
- 2.2. Appraisal materials.
- 2.3. Appraisal contents .
- 2.4. Illustrations.

## **CHAPTER 5: APPRAISING MORTGAGE PROPERTY**

### **1. SOME REGULATIONS ABOUT MORTGAGE PROPERTY**

- 1.1. Conditions about mortgage property.
- 1.2. Classification of mortgage property.
- 1.3. Principles of mortgage property appraisal.
- 1.4. Procedures

### **2. APPRAISING MORTGAGE PROPERTY**

Subjects of mortgage property appraisal:

- 1. Land
- 2. Real estate
- 3. Machinery and equipment
- 4. Transport means
- 5. Stored goods
- 6. Title deeds

7. Foreign currency, gold
8. Others

## **CHAPTER 6: WRITING REPORTS ON CREDIT APPRAISAL (10 periods)**

### **1. PRINCIPLES OF – REQUIREMENTS ABOUT WRITING REPORTS ON CREDIT APPRAISAL.**

- 1.1. Principles.
- 1.2. Requirements

### **2. WRITING REPORTS ON APPRAISAL OF BUSINESS CUSTOMERS.**

- 2.1. For short-term credit.
- 2.2. For medium and long-term credit
3. WRITING REPORTS ON APPRAISAL OF INDIVIDUAL CUSTOMERS
  - 3.1. Capital (business production) credit
  - 3.2. Consumer credit
  - 3.3. Other forms of credit

### **9. Student Learning Activities:**

Attending class meetings, discussions, and taking tests according to the school's current learning regulations.

- Attendance: Attending all class meetings
- Assignments: Doing all class and home assignments
- Others: Studying situations, discussing questions, and making oral presentations on topics prescribed by the teacher

### **10. Recommended Resources:**

- Textbooks: The textbook Credit Appraisal of the Department of Monetary Business The textbook Commercial Bank Affairs by the publishing house Economy , 2012
- Reference books: Credit Appraisal compiled by Nguyen Minh Kieu, produced by the publishing house Statistics, 2009  
Business Finance Investment Proposal Administration

#### **Evaluation:**

- Participation in class: 30 % (weight)
- Group discussion: 10 %
- Assignment: 10%
- Presentation: 30%
- Report: 30%
- Mid – semester exam: 30 %
- Final exam: 70 %
- Other: %

**11. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*) : *Distinction*

### **12. Learning Activities:**

| <b>Date</b>                           | <b>Lecture<br/>(chapter, part, teaching<br/>methodology)</b>   | <b>Text Book<br/>(chapter,<br/>part)</b>                              | <b>Student Preparation<br/>(excecise, presentation,<br/>case studies...)</b>  | <b>Learning<br/>objectives</b> |
|---------------------------------------|--|---|---|--------------------------------|
| Date 1<br>(Number<br>of hours :<br>4) | <b>Chapter 1: AN<br/>OVERVIEW OF CREDIT<br/>APPRAISAL</b><br>I. An overview of banking<br>credit<br>II. An overview of credit<br>appraisal | Read chapter<br>4 of the<br>coursebook<br><b>Credit<br/>Appraisal</b> | 1/ Read reference materials<br>2/ Read about the laws of<br>credit organization and<br>issues related to credit<br>3/ Visit websites of<br>agricultural and commercial<br>banks to get information on | 1,2                            |

|                                  |   |   |   |       |
|----------------------------------|---|---|---|-------|
|                                  | III. Organization of credit appraisal affairs   |   | appraisal affairs<br>4/ Discuss topics related to appraisal patterns in commercial banks of Vietnam<br><u>Read the part about the authority</u> to consider and ratify credit of each rank of the administration in the business of commercial banks.   |       |
| Date 2<br>(Number of hours : 4)  | <b>Chapter 2 Appraising Legal Capacity</b><br><b>I Appraising legal capacities of business customers</b><br>II Appraising legal capacities of individual customers  | Read chapter 2 of the coursebook<br><i>Credit Appraisal</i> | 1/ Read reference materials: Business Laws<br>2/ Discuss: characteristics of business customers and individual customers<br>Study: situations about appraising legal capacities of different types of business and individual customers<br>Difficulties and problems in appraising legal capacities | 1,2,3 |
| Date 3<br>(Number of hours: 4)   | <b>Chapter 3: Appraising Financial Capacities of Customers</b><br><b>I. Principles, requirements about appraising financial capacities of customers</b>   | Read chapter 3 of the coursebook<br><i>Credit Appraisal</i> | 1/Read reference materials<br>2/ Study specific situations of the businesses based on their financial reports   | 1,2,4 |
| Date 4<br>(Number of hours :4 )  | <b>II. Appraising financial capacities of business customers</b><br><b>III. Appraising financial capacities of individual customers</b><br><b>Chapter 4: Appraising business plans and investment projects</b><br><b>I. Appraising business plans</b> | Read chapter 3 of the coursebook<br><i>Credit Appraisal</i> | 3/ Make presentations about ranking reliability in credit appraisal in commercial banks in Vietnam  | 1,2,4 |
| Date 5<br>(Number of hours : 4 ) | <b>II. Appraising investment projects</b>   |   |   |       |
| Date 6<br>(Number of hours :4 )  | <b>Chapter 5. Appraising mortgage property</b><br><b>I. Regulations about mortgage property</b><br><b>II. Appraising mortgage property</b>  | Read chapter 5 of the coursebook<br><i>Credit Appraisal</i> | 1/ Study materials about business laws and land laws.<br>2/ Make presentations: problems in appraising mortgage property in   | 1,2,6 |

|                                |   |   |   |                |
|--------------------------------|---|---|---|----------------|
|                                |   |   | commercial banks in Vietnam. Pricing mortgage property in commercial banks in Vietnam.<br>3/ Discuss the techniques of appraising and pricing each type of mortgage property. |                |
| Date 7<br>(Number of hours :4) | <b>CHAPTER 6: WRITING REPORTS ON CREDIT APPRAISAL</b><br><b>IV. PRINCIPLES – REQUIREMENTS OF WRITING THE REPORTS</b>            | Read chapter 6 of the coursebook<br><i>Credit Appraisal</i> | 1/Read reference materials.<br>2/ Practice writing reports on credit appraisal for each type of customer, for each credit product   | 1,2,3<br>4,5,6 |
| Date 8<br>(Number of hours :2) | <b>V. WRITING REPORTS ON APPRAISAL OF BUSINESS CUSTOMERS</b><br><b>VI. WRITING REPORTS ON APPRAISAL OF INDIVIDUAL CUSTOMERS</b> | Read chapter 6 of the coursebook<br><i>Credit Appraisal</i> | 3/ Summarize experiences in writing reports on credit appraisal.<br>4/Home assignments  | 1,2,3<br>4,5,6 |
| <b>Total: 30 Period</b>        |   |   |   |                |

Ho Chi Minh City, 20<sup>th</sup> April, 2012

**COURSE COORDINATOR**

**LECTURER**

**Tram Thi Xuan Huong**

**Dr. Lai Tien Dinh**



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**BACHELOR PROGRAM**

**MAJOR: FINANCE - BANKING**

**CONCENTRATION: BANKING**

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**SYLLABUS**

**1. Course Title:** *Commercial Bank Management*

**2. Course Code:** 3060308

**3. Number of Credits:** 4

**4. Level ( 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>, 4<sup>th</sup> academic year):** 4<sup>th</sup> academic year

**5. Teaching Time Allocation:** *(credits, hours for activities)*

+ Lecture                    4 credits

+ Practice, laboratory

+ Other

**6. Pre-Requisites:** *(courses should be taken before this course)*

- Basic Management
- Financial and Monetary Theory
- Commercial Bank
- International Payment

**7. Course Aims & Learning Objectives:**

- Course Aims: To help students understand the international standards of commercial bank management in the developed countries and in Vietnam.
- Course Objectives:
  - O1: To learn about the overview of commercial bank management
  - O2: To learn about the bank capital management
  - O3: To learn about the liability management
  - O4: To learn about the asset management
  - O5: To learn about the risk management in banking business
  - O6: To learn about the financial management of the bank

**8. Course Description:**

- Provide specialist knowlegde of commercial bank management, build on basic subjects: Monetary and Banking, Commercial Bank

- Provide the technical management methods in commercial bank, such as: bank capital management, asset liability management, liquidity management, management of credit and investment
- Use Basel Accord to analyze the major risks in the business activities of commercial bank, such as: credit risk, liquidity risk, interest risk and exchange rate risk
- Introduce the models of risk management, the measures to prevent and reduce risk at commercial bank on developed countries and Vietnam

**9. Student Learning Activities:**

- Participation
- Exercises
- Tools and facilities
- Other

**10. Recommended Resources:**

- Textbooks:
  - o Commercial bank management, University of Economic HCMC, Social Labor Publishing House, 2007
- Reference books:
  - o Commercial bank management, Peter S. Rose, University of National Economics Hanoi, Hanoi Finance Publishing House, 2001
  - o The Economics of Money, Banking, and Financial Markets, Frederic S. Mishkin, Science and Technology Publishing House, 1999
  - o Commercial Bank Financial Management, Joseph F. Sinkey, Prentice Hall, 1998

**11. Evaluation:**

- |                           |              |
|---------------------------|--------------|
| - Participation in class: | 05% (weight) |
| - Group discussion:       | %            |
| - Assignment:             | %            |
| - Presentation:           | 05%          |
| - Report:                 | %            |
| - Mid – semester exam:    | 20%          |
| - Final exam:             | 70%          |
| - Other:                  | %            |

**12. Course Grading Scale:** (*High distinction, Distinction, Credit, Pass*)

### 13. Learning Activities:

| Date              | Lecture<br>(chapter, part, teaching methodology)   | Text Book<br>(chapter, part) | Student Preparation<br>(exercise, presentation, case studies...) | Learning objectives |
|-------------------|--|------------------------------|--|---------------------|
| Date<br>(periods) | <p><b>Chapter 1: An overview of bank management</b></p> <p>I. Business operations of commercial bank</p> <ol style="list-style-type: none"> <li>1. The concept of commercial bank</li> <li>2. The classification of commercial bank</li> <li>3. The operations of commercial bank</li> </ol> <p>II. Business administration of commercial bank</p> <ol style="list-style-type: none"> <li>1. The concept of business administration</li> <li>2. The characteristics of business administration</li> <li>3. The functions of business administration</li> <li>4. The role of business administration</li> <li>5. The beneficiary of business administration</li> </ol> <p>III. Strategic business planning of commercial bank</p> <ol style="list-style-type: none"> <li>1. Business strategy</li> <li>2. Strategic planning</li> <li>3. The role of strategic planning</li> <li>4. The effects of strategic planning</li> <li>5. The basis for developing strategic planning</li> </ol> <p>IV. Process of strategic business planning</p> <ol style="list-style-type: none"> <li>1. Define mission and objective</li> <li>2. Analyse external environment</li> <li>3. Analyse internal environment</li> <li>4. Plan business strategy</li> <li>5. The choice of strategies</li> </ol> <p>V. Steps of strategic business planning</p> <ol style="list-style-type: none"> <li>1. Long-term strategic business planning</li> <li>2. Short-term strategic business planning</li> </ol> | Chapter 1                    | Read documents before attend class                               | O1                  |

|                |   |           |                                    |    |
|----------------|---|-----------|------------------------------------|----|
|                | <p>3. Daily strategic business planning</p> <p>VI. Organize the strategic business planning</p> <ol style="list-style-type: none"> <li>1. Hierarchical partition</li> <li>2. Relation of hierarchical partition</li> <li>3. Inform plan</li> <li>4. Inspect and adjust</li> </ol>   |           |                                    |    |
| Date (periods) | <p><b>Chapter 2: Start-up capital management and the safety of commercial bank</b></p> <p>I. An overview of start-up capital</p> <ol style="list-style-type: none"> <li>1. The concept of start-up capital</li> <li>2. Characteristics of start-up capital</li> <li>3. Function of start-up capital</li> <li>4. Start-up capital management</li> </ol> <p>II. Components of start-up capital</p> <ol style="list-style-type: none"> <li>1. In Vietnam (Decision No. 457/2005/QD-NHNN and Circular No. 13/2010/TT-NHNN)</li> <li>2. Basel Accord</li> </ol> <p>III. Safe coefficients of start-up capital</p> <ol style="list-style-type: none"> <li>1. Limited of mobilized capital coefficient (H1)</li> <li>2. Ratio between capital and total assets coefficient (H2)</li> <li>3. Cooke coefficient (H3) (or CAR - Capital Adequacy ratio)</li> <li>4. Limited loan and guarantee coefficient</li> <li>5. Limited capital contribution and share purchase coefficient</li> </ol> <p>IV. Methods of increasing start-up capital</p> <ol style="list-style-type: none"> <li>1. The pressure of raising start-up capital</li> <li>2. The methods that determining start-up capital</li> <li>3. The factors that affecting the choice of increasing start-up capital methods</li> <li>4. The methods that increasing start-up capital</li> </ol> | Chapter 2 | Read documents before attend class | O2 |
| Date (periods) | <p><b>Chapter 3: Liability management</b></p> <p>I. The general problems of liability</p>   | Chapter 3 | Read documents before attend class | O3 |

|                 |  |          |                                    |    |
|-----------------|--|----------|------------------------------------|----|
|                 | <p>management</p> <ol style="list-style-type: none"> <li>1. The concept</li> <li>2. The principles</li> <li>3. The purpose of liability management</li> </ol> <p>II. Components of liability</p> <ol style="list-style-type: none"> <li>1. The transaction account</li> <li>2. The non-transaction account</li> <li>3. Release the debenture</li> <li>4. Borrow in the money market</li> <li>5. Mobilize capital through the development of mixed accounts</li> <li>6. Short-term purchase agreement (Repurchase agreement - RP)</li> <li>7. Sale and securitization of loans</li> <li>8. European market dollar loan</li> <li>9. Appropriated capital</li> </ol> <p>III. Influential factors of mobilized deposit</p> <ol style="list-style-type: none"> <li>1. Subjective factors</li> <li>2. Objective factors</li> </ol> <p>IV. Estimated cost of deposit and non-deposit</p> <p>V. Costs or risk in mobilizing capital?</p> <p>VI. Methods of liability management</p> <ol style="list-style-type: none"> <li>1. Implementation of policies and coordinated measures to shore up the bank's capital</li> <li>2. Using basic tools to searching capital</li> <li>3. Diversificate the mobilized capital, make capital structure matching with the characteristics of the bank's activities</li> <li>4. Take advantage of short-term funds for medium-and long-term prescribed by law</li> <li>5. Full implementation of the basic content of the bank's liability management</li> <li>6. Implement processes of bank's liability management</li> </ol> |          |                                    |    |
| Date ( periods) | <p><b>Chapter 4: Asset management</b></p> <p>I. The general problems of asset</p>  | Chaper 4 | Read documents before attend class | O4 |

|                  |  |           |                                    |    |
|------------------|--|-----------|------------------------------------|----|
|                  | <p>management</p> <ol style="list-style-type: none"> <li>1. The concept</li> <li>2. The principles</li> <li>3. The factors affecting asset management</li> <li>4. Targets</li> </ol> <p>II. Components of bank's assets</p> <ol style="list-style-type: none"> <li>1. Funds</li> <li>2. Portfolio of investment</li> <li>3. Credit portfolio</li> </ol> <p>III. Methods of asset management</p> <ol style="list-style-type: none"> <li>1. Allocate funds appropriately to create assets</li> <li>2. Reserves management</li> <li>3. Credit portfolio management</li> </ol> |           |                                    |    |
| Date (periods)   | <p><b>Chapter 5: Risk management in business banking</b></p> <p>I. The general problems risk management</p> <ol style="list-style-type: none"> <li>1. The concept</li> <li>2. Banking business' risk</li> <li>3. Risk Management</li> </ol> <p>II. Categories of business banking's risk and methods of risk management</p> <ol style="list-style-type: none"> <li>1. Credit risk</li> <li>2. Liquidity risk</li> <li>3. Foreign exchange risk</li> <li>4. Interest rate risk</li> </ol>   | Chapter 5 | Read documents before attend class | O5 |
| Date (periods)   | <p><b>Chapter 6: Financial result management of commercial bank</b></p> <p>I. Revenues and costs of commercial bank</p> <ol style="list-style-type: none"> <li>1. Revenues</li> <li>2. Costs</li> </ol> <p>II. Profits of commercial bank</p> <ol style="list-style-type: none"> <li>1. Definition</li> <li>2. Allotment of profits</li> </ol> <p>III. Evaluation of business banking</p> <ol style="list-style-type: none"> <li>1. Norms of evaluation</li> <li>2. Analysis models of profitability</li> </ol>  | Chapter 6 | Read documents before attend class | O6 |
| <b>Total: 60</b> |  |           |                                    |    |

**UNIVERSITY OF ECONOMICS HOCHIMINH CITY**  
**FACULTY OF BANKING**

## **GRADUATION INTERSHIP MODULE**

### **Course 34 Banking and Securities**

#### **1. Objectives and requirements**

**Objectives:** Providing opportunities and conditions for students access the real activities of banks and financial institutions in order to:

- Helps students practice styles, working styles, senses and disciplines of organization to become employees working in banks and financial institutions;
- Helps students to combine theory with practice to reinforce the learning, professional training and operational skills to practice later may undertake the work and tasks assigned.

**Requirements:** The internship program is the general policy of the Ministry, University and Faculty to link training and theory with practice. Thus, requiring all graduating students are prepared to participate fully in the spirit of seriousness. After finishing the training period, students must complete and submit to the department 01 (a) Certified graduate thesis and Agency comments and Evaluation of instructors.

#### **2. Internship timeline**

Internship time is scheduled from 03.01.2012 to 08.4.2012 and divided into stages:

| <b>Stage</b>              | <b>Timeline</b>         | <b>Contents</b>   |
|---------------------------|-------------------------|---|
| <b>Internship</b>         | 03/01/2012 - 16/01/2012 | Internships generally follow the guidance   |
| <b>Choose topic</b>       | 17/01/2012 - 15/02/2012 | Students select topics and outline preliminary discussions with instructors   |
| <b>Notice</b>             | 15/02/2011              | The deadline for students to submit proposals to instructors.   |
| Perform specialized topic | 16/02/2012 - 04/3/2012  | Student performance data collection, writing and thematic completed under the guidance of teachers                              |
| Completing topic          | 15/3/2012 - 27/3/2012   | Complete editing topic  |
|                           | 28/3/2012 - 08/4/2012   | Students sent to the agency specialized training and certifying comment.  |
|                           | 10/4/2012 - 11/4/2012   | Apply topical science graduate student about to be submitted on the prescribed time limit, if submitted late will be penalized. |

**Notice:** TET holiday from 16/01/2012 to 29/01/2012

- After completing the curriculum, graduation exercises if the students qualify for protection under the provisions of graduate school will be protected thesis.

- Students eligible for protection thesis must submit application for protective thesis, Department of management training & student affairs acceptance, Faculty of Banking conducted assign instructors thesis (teachers can be guided thematic graduation or other teachers are assigned).
- Protect thesis before the thesis jury will be made in accordance with the provisions of the school.

### **3. Internship rules**

During the internship, the Faculty requires students to comply practice rules, namely:

- Strictly follow the rules work in practice agencies;
- Acceptance of the assignment, as well as the delivery of professional guidance issued by the designated practice;
- Compliance with the guidance of the instructor and not arbitrarily change instructors without the approval of the department;
- Students submit topical graduate on time with rules outline (outline must be signed by the instructor or mail confirmation). Students who submit late or graduation thematic outline is not certified by the instructor will be penalized.

### **4. Internship contents**

#### **4.1. *General intership***

During the practice students need to practice general public to access and draw awareness of his career and will work in the future. In general practice, students need to pay attention:

- Understand the organizational structure of banks, securities firms or financial institutions where they practice so that career-oriented future;
- Train working style as a personnel executive official, including work hours, dress code, communication, relationships with peers as well as the practice of agency staff training;
- Train the skills necessary for customer service.

#### **4.2. Practice transaction expertise**

The practice transaction content expertise in this program is only designed for two types of agency practice are commercial banks and securities firms. In special cases, if students practice in financial institutions or other businesses need guidance teachers' own direct practice guidelines.

##### **a. Practice transactions of commercial banks**

- Capital raising transactions, including transactions open and monitor the operation of the type of deposit account payments, cash and short-term deposits, recurring deposits, utility deposits and other deposits bank;
- Credit transactions including credit for corporate clients such as short-term loans, medium-and long-term loans and credits for individual clients, such as installment loans, consumer loans, purchase loans, construction and repair of buildings, household lending...;
- Business transactions include foreign currency transactions and foreign exchange spot contract, futures, swaps (including interest rate swaps), options and the purchase of foreign currency operations and payments remittances;



- Payment transactions including bank payment transactions between economic entities in the forms of payment as mandated expenditures, authorized to collect, checks, money orders and payment transactions between organizations credit as inter-bank payment, clearing through central bank, electronic clearing;
- International payment transactions including payment transactions and import and export contracts for clients under the cash method, for collection (D/A, D/P), documentary credit (L/C Import and export L/C) and other methods;
- Payment card transactions include ATM cards, credit cards, domestic and international credit card;
- Business Accounting Accounting including deposit, loan accounting, the accounting procedures for non-cash payments, inter-bank accounting, accounting clearing, payment through the State Bank and the of accounting in preparing statement (balance Sheet, Income statement) of banks;
- Other transactions such as guarantees, collateral valuation, collateral processing...
- Note that depending on the circumstances and conditions of the agency allowed to practice, students can learn and practice the above trading expertise. Science does not require students to practice all transactions but try, in conditions permitting, practice as much as possible of the transaction.

**b. Practice transactions of securities companies**

- Brokerage transactions;
- Trading securities dealing;
- Securities Investment Consulting;
- Consulting Listed Companies.

Note that this section applies only to students who choose to practice in securities companies.

**5. Some research suggests picking topics**

Faculty encourage students to choose new topics or new approaches to graduate writing topics. In general, research suggests when selecting topics included:

**5.1. The traditional research field**

**a. Practice transactions of commercial banks**

- These solutions promote deposit;
  - The solution to expand, improve efficiency, reduce operating risk in credit;
  - Business operations, including foreign currency trading buying and selling foreign currency spot contracts, futures, swaps (including interest rate swaps), and the options;
  - Payment activities include bank payment transactions between economic entities in the forms of payment as mandated expenditures, authorized to collect, checks, money orders and payment transactions between financial institutions such as inter-bank payment, clearing through central bank, electronic clearing;

- Activities of international payment transactions including payment of export contracts for clients under the cash method, for collection (D / A, D / P), documentary credit (L / C Import and export L / C);
- The scalable solution using payment cards including ATM cards, credit cards, domestic and international credit card;
- Business Accounting including deposit, loan accounting, the accounting procedures for non-cash payments, inter-bank accounting, accounting clearing;
- Other activities such as factoring, guarantees, collateral valuation, mortgage processing, bank marketing ...

**b. Practice transactions of securities companies**

- Improve operational efficiency of a securities company
- Brokerage situation at securities firms
- Solutions to improve business performance in securities company
- Application analysis and technical analysis of stock investment
- Status of valuation for IPO business in securities company
- Fundamental Analysis in in securities company
- A number of measures to promote the potential of companies listed on the stock market in Vietnam
- Solution to develop Vietnam Securities on the Stock Exchange....

**5.2. The new field of research**

**a. Practice transactions of commercial banks**

- Research marketing of banking products;
  - The study of customer satisfaction with banking services;
  - Strategic Research of bank competition;
  - Research on banking integration when Vietnam joins the WTO;
  - To study the behavior of investors;
  - To study the factors affecting the rate and exchange rate forecasts;
  - To study the process and issues related to new product development;
  - Analyze financial activities of a commercial bank;
  - To study the scalable solution using payment cards based approach towards the user;
  - Study the solution to attract investors in the stock market approach towards investors.
  - Look at the field of financial advisory businesses and individuals ...

**b. Practice transactions of securities companies**

- Study the solution to attract investors in the stock market approach towards investors.
- Securities of real estate
- Develop exchanges of goods delivery in Vietnam

- Stock Market Risk Measurement
- Behavioral finance research on Vietnam's stock market
- Buying and merging and acquisition (M & A) market in Vietnam
- Strategic acquisition and takeover fight in Vietnam stock market
- The competitive strategy of the Vietnam Securities on the Stock Exchange
- .....

## 6. Instructions on how to write better topics

Under the general rules, agreed to use the word "GRADUATION SUBJECT" subject to all the graduates. If good writing topics and will be changed to protect the "thesis". Note not use the name "Scientology" or "THESIS" if the subject is not protected.

### 6.1. The presentation

Thematic written approximately 40 to 60 pages printed on one side A4, Times New Roman with font size 13, line spacing: 1.5 line, the top margin: 3.0cm, bottom: 2.5cm, left: 3.5cm , right: 2cm, header: 2cm, footer:1.5cm.

The stacking order of the thematic sections as follows:

1. Cover page hardback cover with plastic outer;
2. Lined sheet (to white paper);
3. The inside cover;
4. Acknowledgements;
5. Comments of intership companies;
6. Comments of instructors;
7. Table of contents;
8. List of tables;
9. List of charts, drawings ;
10. List of shorthand (set page number from "Acknowledgements" to "List of charts, drawings" with i, ii, iii, iv...);
11. Foreword ;
12. Chapter 1;
13. Chapter 2;
14. Chapter 3;
15. Conclusion;
16. Appendix;
17. References;
18. Lined sheet (to white paper);
19. Last Page hardcover

### 6.2. Contents

The specific contents of the subjects by graduate trainee instructors guide students write, but generally have the following main content:

❖ **Foreword**

Note that this section is not written general introduction which must focus on the following:


- Identify the problem or question;
- Question and research objectives;
- Research Methodology;
- Scope of the study;
- Structural studies content;
- The significance of the topic (if any).

❖ **Chapter 1:** Introducing local unit training and functional departments where students practice. If a new subject, the students can write the theoretical basis after consulting with the instructor.

❖ **Chapter 2:** Present situation and the situation regarding research topics. The name of this program are set according to research content.

❖ **Chapter 3:** Presenting solutions and proposals after conducting research.

6.3. Tutorial presentations cover, tables, figures and references

 **Present the cover page**

**TRƯỜNG ĐẠI HỌC KINH TẾ TP. HCM**  
**KHOA NGÂN HÀNG**

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**CHUYÊN ĐỀ TỐT NGHIỆP**

**ĐỀ TÀI:**

**NGHIÊN CỨU SỰ THOẢ MÃN CỦA KHÁCH HÀNG  
ĐỐI VỚI DỊCH VỤ THẺ THANH TOÁN**

**Giáo viên hướng dẫn :  
Sinh viên thực hiện :  
Lớp-Khóa :**

**Niên khoá 2008 – 2012**

✚ Presentation tables

- All tables must be numbered, with clear unit, with data sources;
- All tables from beginning to end to thematic unity of form;
- When analyzing the content related to the tables given illustration.

For example, in chapter 2 of Table 1 are as follows:

**Table 2.1:** Situation Analysis of funding

Unit: million dong

|                 | <b>2009</b> | <b>2010</b> | <b>Compare</b> |
|-----------------|-------------|-------------|----------------|
| Demand deposits |             |             |                |
| Saving          |             |             |                |
| No term         |             |             |                |
| Termly          |             |             |                |
| <b>Sum</b>      |             |             |                |

**Source:** Annual Report 2009, 2010, ABC Commercial Bank

✚ Presentation drawings

- All figures must be numbered;
- All drawings from start to finish relative to thematic unity of form;
- When analyzing the content related to the given drawings illustrate.

✚ **Presentation charts**

- All graphs or charts should be numbered, with clear unit, with data sources;
- All graphs or charts from beginning to end to thematic unity of form (if the chart type);
- When analyzing the content must contact graph or chart is given illustration.

✚ **Referencing**

- For books published Wednesday presented the following: Name of author, year of publication, title, publisher name, page number...

Example:

Nguyễn Đăng Dòn, (2010), *Money - Banking*, Statistics Publishing, page 129

- For the magazine presented in the following order: author's name, year of publication, article title, journal name, issue, page of article.

Example:

Mai Quốc Gia, (2003), *Talking about floating rate*, banking magazine, No 13, Page 9

Note all the authors' names are not used titles or degrees and to arrange all the author's name references alphabetically...

## 7. List of instructors

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Students can contact the instructor to edit outline and thematic graduated through forms such as phone, email or mail ...

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**FACULTY OF BANKING**