

2007

# UNDERGRADUATE CURRICULA AND FACULTY 2007 – 2011 Proposed 2009 – 2013

INDEPENDENT UNIVERSITY, BANGLADESH

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**UNDERGRADUATE CURRICULA  
AND FACULTY**

**2007 - 2011**

**Proposed 2009 - 2013**

## Requirements for the BBA degree:

<u>Foundation Courses</u>	40-41 Credits
<u>Core Courses</u>	45 Credits
<u>Departmental Requirement</u>	24 Credits
<u>Minor</u>	15 Credits
Total variable requirement for Graduation	124-125 Credits

<b>Foundation Courses</b>		<b>40-41 Credits</b>
<b>Communication Skills</b>		<b>9</b>
ENG 101	Listening and Speaking Skills	3
ENG 102	English Reading Skills	3
ENG 105*	Business English	3
ENG 106	Advanced English Skills	3
ENG 202	Introduction to English Literature	3
* Prerequisite ENG 101 & 102 Note: students not exempted from ENG 101 and ENG 102 will have to take ENG 101, ENG 102 and ENG 105. Note: students exempted from ENG 101 and ENG 102 will have to take ENG 105, ENG 106, ENG 202		
<b>Computer Skills</b>		<b>3</b>
CIS 101*	Fundamentals of Computer System	3
CSC 101**	Introduction to Computer Science	3
* For students without basic knowledge of computer **For students with basic knowledge of computer & mandatory for students with Major in subjects offered from the SECS		
<b>Numeracy</b>		<b>6</b>
MAT 100*	Basic University Mathematics 1	3
MAT 210*	Basic University Mathematics 2	3

*MAT 100 and MAT 210 mandatory for SLAS majors(English, Media & Communication, Anthropology) other than Sociology		
MAT 101*	Intermediate University Mathematics II	3
MAT 211*	Probability and Statistics	3
**MAT 101and MAT 211 mandatory for Business/SESM/Sociology majors		
MAT 102*	Introduction to Linear Algebra & Calculus	3
MAT 212*	Probability & Statistics for Sc. & Engr.	3
\$MAT 102 and \$MAT 212 is mandatory for students with major in Engineering and Computer Science		
<b>Natural Sciences</b>		<b>7-8</b>
CHE 101*	Chemistry	3
CHE 101L*	Chemistry Lab	1
PHY 101**	University Physics-I	3
PHY 101L**	University Physics-I Lab	1
PHY 102**	University Physics-II	3
PHY 102**	University Physics-II Lab	1
BIO 102	Biology and Society	3
BIO 102T	Biology and Society Tutorial	1
CHE 102	Chemistry and Society	3
CHE102T	Chemistry and Society Tutorial	1
ENV 101	Introduction to Environmental Science	3
ENV 102	World Geography	3
ENV 102T	World Geography Tutorial	1
PSY 201	Principles of Psychology	3
*Mandatory for the students with Major in SESM ** Mandatory for the students with Major in Engineering programmes		
<b>Social Sciences</b>		<b>6</b>
ANT 101	Introduction to Anthropology	3
SOC 101	Introduction to Sociology	3
HEA 101	Health and Society	3
ECN 200	Introduction to Economics	3
CMN 201	Introduction to Communication	3
SOC 202	Social Psychology	3
SOC 310	Sociology of Organization	3
SOC 301	Social Science Research Method	3
<b>Humanities</b>		<b>6</b>
NCH 101	National Culture and Heritage -I	3
BPH 101	Bangladesh Political History	3
BLA 101	Bangla Literature & Art	3
<b>Any one of above three is mandatory</b>		
HST 103	History and Civilization	3
AAT 101	Art and Aesthetics	3

MUS 101	Music Appreciation	3
FRN 101	Elementary French I	3
PHL 101	Introduction to Philosophy	3
PHL 206	Philosophy of Religion	3
Note: students must choose 3 credits from (NCH 101, BPH 101, BLA 101) and an additional 3 credits from the remaining list of courses.		
<b>Live-in-Field Experience</b>		
LFE 201	Live-in-Field	3
Note : courses earlier taken from the free Elective category will now be offered from Humanities category as recommended by the Academic council. There will however be no separate Free elective category.		

## Foundation Courses

### **ENG 101 Listening and Speaking Skills (3 credits)**

Listening for main ideas and specific information, getting meaning from context, identifying stressed words and reductions, listening for advice, directions, understanding instructions, guessing meaning, inferring, predicting, listening to lectures and note taking, listening to narratives and amusing anecdotes.

Speaking as social interaction, to obtain and give information, telephone conversations, introductions, greetings, partings, giving instructions, making complaints, apologies, giving directions, opinions and suggestions, expressing feelings and moods, attitudes and opinions. Classroom interaction, asking for clarification and giving explanations, descriptions, comparisons, analysis, and evaluations. Speeches, presentations, debates and discussions at seminars and conferences. Pronunciation with emphasis on intonation, stress patterns, paralinguistic features.

### **ENG 102 English Reading Skills (3 credits)**

Micro-skills of reading- predicting, skimming and scanning, lexis/ vocabulary, sentence structures, text organization, sequence markers, cohesive ties and coherence, getting direct meaning and inferring, purposes and styles of writing, understanding graphic data, figurative language and rhetoric, understanding underlying themes and values, attitudes and ideologies, responding to reading- critical evaluation, note-making, paraphrasing, and summarizing. Reading and responding to newspapers, journals, magazine articles, periodicals and other texts on current affairs. Poetry and fiction. Using a dictionary, thesaurus, glossaries and strategies for reading textbooks for reference. In addition to class exercises, students are expected to read newspapers, journals, magazines, periodicals and textbooks on selected themes in gathering information and presenting a term-end paper as part of the course assessment apart from a written paper of two hours duration.

### **ENG 105 Business English (3 credits)**

The role of communication in business organization, a model of the communication process, perception and reality, the filter of the mind, some malfunctions of

communication, principles of clear business writing, qualities of effective business correspondence, the direct approach letters, the indirect approach, persuasive requests and collection letters, sales letters, job applications and resume writing, office memorandums, the problems and organization of a report, determination of a report make-up, techniques of writing a report, visual aspects in a report, public speaking and oral communication.

**ENG 106 Advanced English Skills (3 credits)**

Advanced skills in reading- Critical reading and responding, analysis and evaluation of texts styles, comparing different purposes and registers, writing critiques of articles, text books and reviews, reading scientific and technical articles, journals and research papers. Writing in response to reading, notes, summaries, term papers, seminar and workshop presentations, collaborative writing on wider topics. Speeches and debates. Writing in narrative and expository modes. Writing research papers, abstracts, formulating thesis questions and statements, making bibliographic surveys, writing research questions for surveys and interviews, gathering and presentation of data, drawing conclusions, abbreviations and numbers, quotations, footnotes and references, bibliographies, tables, illustrations, editing and proofreading. Term paper mandatory. (Prerequisite: ENG 104)

**ENG 202 Introduction to English Literature (3 credits)**

Reading and examination of works of poetry, prose, fiction and drama, with a view to developing the student appreciation and enjoyment of the use of rhetorical devices such as narration's point of view, imagery, overstatement, understatement, metaphor and other figures of speech, irony, allusion etc. and of technical details such as plot character and setting. The course also considers the critical evaluation of the meanings expressed by the literary works.

**CIS 101 Fundamentals of Computer Systems (3 credits)**

Organization of digital computers, types of computers, history and generations, Binary numbers, BCD and ASCII codes. Microcomputers and bus organized architecture of microcomputer, motherboards and adapters, primary and secondary memories, Input/output peripheral devices, system bus, ISA and PCI buses. Software classification, operating systems, introduction to windows and UNIX, Application software: word processing spreadsheet and database software, programming languages, assembles and compiles. Computer networks, concept of LAN, WAN and Internet, Internet services and WWW, introduction to multimedia systems. Power supply and power conditioning, general maintenance of computer.

**CSC 101 Introduction to Computer Science (3 credits)**

Introduction to Desktop personal computers. Hardware and software. Basic idea of the working of microprocessors. Storage devices. System components: Variation. Basic concepts of BIOS. Diskette Operating System. Internal and external commands. Function keys. Line editors and screen editors. Batch files. BASIC programming language. Variable and constants. Mathematical operations. Conditional branching. Looping and arrays. Dimensioning arrays. Subprograms. ho operations. Word Processing: On-and

practice with one of the word processors: Word, WordPerfect or WordStar. Will cover: Basic editing, formatting, pagination, margin control, spell checking, searching and sorting.

**MAT 100 Basic University Mathematics I (3 credits)**

Theory of numbers: number systems. Set Theory: notations, subset, superset; Algebra of sets, Venn-Euler diagrams. Coordinates and locus; definition of Cartesian, Polar and spherical coordinate systems; distance between two points; interpolation and extrapolation.

Straight line: equations in slope form, intercept form; linearity of three points. Circle: general equation of a circle; tangent at a given point. Tangent from an outside point. Calculus: limits and continuity; Differential calculus; differentiation of product and quotient; application of differentiation; integral calculus; integration by parts; application of integral calculus. Vector and Matrices: unit vectors; Algebra of vectors; dot and cross products; elementary concepts of a matrix; elementary row operations; solutions of linear equations.

**MAT 101 Intermediate University Mathematics II (3 credits)**

Review of sets. Number system. Algebra of complex numbers. Matrices, definition, addition and multiplication of matrices. Systems of linear equations and matrices, Gaussian elimination, reduction to echelon form, and their properties, inverses and determinants, solution of linear systems. Plane analytic geometry: Review of conic sections, transformation of coordinates, second-degree equations, polar coordinates and parametric equations. Concepts of three-dimensional geometry. Functions and graphs. Limits and continuity. Tangent lines and rates of change, the derivative and techniques of differentiation, derivatives of algebraic, trigonometric, inverse trigonometric, logarithmic and exponential functions. Antiderivatives and indefinite integral, integration by substitution, integration by parts, integration of rational functions, integration using tables.

**MAT 211 Probability and Statistics (3 credits)**

Nature of statistics, organizing data. Descriptive measures - mean, median, mode, variance, skewness and kurtosis. Probability concepts. Discrete and continuous random variables. Discrete and continuous distributions. Detailed study of Binomial, Poisson, Normal, Exponential distributions. Sampling distributions of mean. Confidence intervals, hypothesis testing and statistical inferences. Chi-square procedures. Descriptive methods in linear regression. Introduction to non-linear regression. Conducting studies. Prerequisite: MAT 101.

**MAT 102 Introduction to Linear Algebra & Calculus (3 credits)**

Functions, limits and continuity; Differential calculus; differentiation of product and quotient; application of differentiation; integral calculus; integration by parts; application of integral calculus; vectors and matrices: unit vectors; algebra of vectors; dot and cross products; elementary concepts of a matrix; matrix algebra; row operations; solutions of a system of linear equations.

**MAT 212 Probability & Statistics for Sc. & Engr. (3 credits)**

Discrete and continuous random variables; probability concepts; discrete and continuous distributions; Binominal, Poisson, Normal, Exponential distributions; moments and moment generating functions; joint probability distributions; sampling distributions; confidence intervals; least-square regression; hypothesis testing; analysis of variance; Markov process, Monte-Carlo simulation.

**CHE 101 Chemistry (3 credits)**

Matter and energy. Modern concept of the structure of atom. Concept of the Periodic Table of elements. Concept of chemical bonds. Concept of mole, chemical reactions and ideal gas laws. Modern concept of acids and bases. Energetic and chemical equilibrium. Chemical kinetics: rate, order, rate constant and Arrhenius equation. Concepts of catalysis and photochemical reactions. Organic chemistry: concepts of saturated hydrocarbons, unsaturated hydrocarbons, alcohols, fatty acids and aromatic hydrocarbons. Concept of chemical industries in Bangladesh: case studies: chemical fertilizer, paper, sugar and leather.

**PHY 101 University Physics - 1 (3 credits)**

Mechanics: vectors; motion in one- & two- dimension; Newton's laws of motion; work, energy and momentum; rotation; elasticity. Heat & thermodynamics: temperature and heat; first law of thermodynamics; second law of thermodynamics. Waves & acoustics: periodic motion & simple harmonic motion; mechanical waves & vibrating bodies; acoustic phenomena. Optics: nature and propagation of light; reflection & refraction; lenses and optical instruments; interference and diffraction.

**PHY 102 University Physics II (3 credits)**

Electricity & Magnetism Coulomb's law, electric field, Gauss's law; electric potential; capacitance and dielectric; current, resistance, EMF; magnetic field; induction & inductance; DC circuits — RC, RL & LC circuits; alternating currents & circuits; electromagnetic waves. Electronics: network theorems; basic semiconductor concepts; semiconductor diode and rectifier circuits; bipolar transistor, FET, MOSFET; amplifier and operational amplifier.

**BIO 102 Biology and Society (3 credits)**

An introduction to the fundamental concepts, principles, and theories of modern biology. The course will introduce students with limited science backgrounds to topics in cellular and molecular biology, biochemistry, and genetics. Biological applications in today's society, as well as the emergence of the "business of biology" or the biotechnology sector, will be touched upon. The overall goal is to help students become more scientifically literate. When possible, students will be asked to explore and discuss current scientific literature and/or news articles illustrating pertinent concepts.



**BIO 102 T Biology and Society Tutorials ( 1 Credit)**

The tutorial classes are designed to present the concept of theories to the students of non-science in a very simple and illustrative way.

**CHE 102 Chemistry and Society (3 credits)**

Origin of Chemistry. Contribution of Alchemy to chemistry. Example type remembrance of some great chemists for their contribution to society: Svante Arrhenius, Amedeo Avogadro, Marie Curie, John Dalton and so on. Chemistry in our life: Cloths, Cosmetics, Foods, Drinks, Writing materials, minerals, antibiotics, painkillers and so on. Chemistry Environment and climate change. Chemistry and today's business administration in industries and government.

**CHE 102T Chemistry and Society Tutorials ( 1 Credit )**

The tutorial classes are designed to present the concept of theories to the students of non-science in a very simple and illustrative way.

**ENV 101 Introduction to Environmental Science ( 3 Credits )**

Fundamental concepts and scopes of environmental science. Earth's atmosphere, hydrosphere, lithosphere and biosphere. Humans and nature; technology and population; ecological concepts and ecosystems; environmental quality and management; agriculture, fisheries, forestry and wildlife. Energy and mineral resources; renewable and non-renewable resources. Environmental degradation; pollution and waste management, Environmental policy and planning, Environmental Conventions and Laws.

**ENV 102 Commercial Geography ( 3 credits)**

An overview of the physical forces which have shaped the continents and imparted a distinctiveness to various countries. A brief discussion of the historical events which have influenced present day political geography. Discussion of the Heartland theory. Environmental factors affecting the trade & Commerce of different location will be reviewed. The geography of continents and their surrounding oceans will be the setting for in-depth study of certain key countries, particularly of their economic geography.

**ENV 102 T Commercial Geography Tutorial ( 1 Credit )**

The tutorial classes are designed to present the concept of theories to the students of non-science in a very simple and illustrative way.

**PSY 201 Principles of Psychology ( 3 credits)**

Key definitions and concept-Major Theories of Personality - The Behaviour Machine - Intelligence - Emotion - Motivation Values - Stress - Copying Mechanisms Interpersonal Relationship Interpersonal Conflict - Self Concept Psychological Development.

**ANT 101 Introduction to Anthropology ( 3 credits)**

Definition, Branches of Anthropology: Physical Anthropology, Social and Cultural Anthropology, Archaeology, Linguistic; Relation of Anthropology with other disciplines; Different Schools of Anthropology: Evolution, Diffusionism, Functionalism, Neo-evolution, Structuralism; Kinship and Descent: Descent Groups, Corporate Groups,

Kinship Terminologies; Marriage: Rules of Marriage, Incest, Taboo, Endogamy and Exogamy, Residence: Patrilocal, Matrilocal, Neolocal, Virilocal, Duolocal; Economic Anthropology: Labour Organization, Land Ownership, Capital, Technology, Production, Distribution and Exchange, Barter and Trade; Political Organization.

**SOC 101 Introduction to Sociology ( 3 credits)**

Introductory Sociology is designed to acquaint the beginning students with the major concepts and theories. With a brief discussion of its history and contributions of the major sociologists the course introduces the students to the methodology of social research. The course then looks at the major concepts, like culture, groups, socialization, deviance and social control. The next section deals with social inequality in terms of social stratification, global inequality, and inequalities among ethnic groups, gender and of age. It then moves to the different institutions like, family, religion, education, economy, and government and politics. The next section deals with population, environment, urbanization and finally with collective behaviour and social movements and social change.

**HEA 101 Health and Society ( 3 credits)**

This course aims to introduce students to an understanding of key sociological approaches to the analysis and understanding of health and society. The course covers concepts of health and disease, patterns of health and the social construction of disease. Special attention is given to develop knowledge on theories central to the notion of health, including the social, cultural and institutional forces and context that play a role on health and health related practices. The purpose is to help establish a perspective that will enable the students to better understand the relationship between health and society as well as to provide skills and knowledge for research experiences. The course also provides an overview of the basic concepts of population studies that will help students develop their own demographic perspective, enabling them to understand some of the most important issues confronting the world. The course will use a combination of methods, such as lectures, debates, preparation of assignments by reviewing journal articles and presentation.

**CMN 201 Introduction to Communication ( 3 credits)**

Communication concepts and definition; scope and purpose of human communication; process of communication; basic models of communication. Non-verbal communication. Contexts and level of communication: intrapersonal, interpersonal, group, organizational and mass communication; functions of communication: psychological and sociological perspectives; interpersonal relationship: self-discloser and Johari window, transactional analysis. Group and organizational communication - nature and types; Mass communication: factors affecting mass communication and mass media; perspective of mass communication, uses and effects of media: media uses and gratifications, media and socialization: Internet and mass media; gender and mass media.

**SOC 202 Social Psychology ( 3 credits)**

This course examines how individuals perceptions, belief systems, identities and behaviours form the orders of gender, age, race and placements: their roles within the

institutions of family, work, religion and community. Various theories in social psychology are used to examine the issues of socialization, conformity and deviance, aggression and altruism, prejudice and discrimination, group interaction and dynamic, group productivity, satisfaction and motivation and leadership.

**SOC 310 Sociology of Organization ( 3 credits)**

This course introduces the students to social organization discourse; organizational systems-the contingency approach, structural and contextual dimensions. It examines the relationship between organization and the individual; organization group dynamics and power; organizational culture in relation to social class, family formation, gender relations, work and the economy.

**SOC 301 Social Science Research Method ( 3 credits)**

The students are introduced to the logical sequence of the research process and the value of using research for scientific knowledge building. The course covers the connection between theory and social research; ethical issues involved in conducting research relating to diverse population; quantitative and qualitative method of inquiry, data analysis and writing scientific reports.

The course contents include, Introduction to the basic concepts of social inquiry: theory-hypothesis, empiricism, generalizability, probability, causality, induction, deduction. Key Issues : purposes, time dimensions, units of analysis or research. Social science research approaches : paradigm, theory and practice. Conceptualization, operationalization, validity, reliability and measurement. Research Process: from the research question to writing proposal to preparing the scientific report. Research Designs: Quantitative, qualitative and mixed methods of research- data collection techniques, data analysis and interception of research results. Ethical considerations and scientific report writing.

**NCH 101 National Culture and Heritage I ( 3 credits)**

The anthropological background of the people; Physical and environmental geography; The characteristics of Bengali culture; Archaeological evidence of the cultural heritage; Kingdoms and empires; Advent of the Muslims and its impact; The Mughal rule; Religion and society in Mediaeval.

Bengal; (a) religious tolerance and conflicts, (b) Social conditions; Middle Bengali literature.

**NCH 202 National Culture and Heritage II ( 3 credits)**

Geographical discovers of the 15th and 16th centuries and the coming of the European trading Companies to India; Society and economy in Bengal in the middle of the 18th century; Battle of Plassey; Reform movements in the Hindu and Muslim society; Spread of English education; Renaissance; Growth of Muslim separatism in the 19th century; Impact of British rule on Bengalis economy; Main political developments in Bengal between, 1905 and 1947; Peasant movements; Famines; Bengali nationalism and the emergence of independent Bangladesh; Political developments and the society and economy in the post-1971 Bangladesh.

**NCH 204 Bangla Literature, Art and Music ( 3 credits)**

Origin of Bangla language, Development of Bangla language, the early period of Bangla literature, The literary works of medieval period, Short religious POEMS of medieval period, The modern period of Bangla literature: beginning and characteristics, The first half of the 19th century: the period of prose development, Literary works of the 2nd half of the 19th century, The beginning of 20th century and Rabindranath Tagore, Nazrul and the other poets and the trend of fiction, The trend of poetry, 1947-2000. The trend of fiction, 1947-2000.

**HST 103 History & Civilization ( 3 credits)**

Meaning, Growth and Spread of civilization The Ancient Near East: Mesopotamia-Egypt- The Hebrews- The Hittites Canaanites - Philistine - Phoenicians - Crete - Mycenea \_ The Classical World the Greeks and the Romans - The Medieval Age: Christianity, Barbarian invasions, Feudalism, Manorial System, Growth of towns and Universities - Byzantine civilization and the formation of Russia - Early Culture in America: The Mayas, the Aztecs, the Incas - The Renaissance and the Reformation - Government and Societies in the Age of Absolutism - The Age of Explorations - The formation of Latin American - the Scientific and Industrial Revolutions - Consolidation of Europe's Global dominance - World War I - The Bolshevik Revolution in Russia.

**AAAt 101 Art and Aesthetics ( 3 credits)**

Introduction, concepts and principle of Aesthetics; History of civilization; Introduction to Indian Mythology; People and Art; History of Paintings; Theory of Bengali Paintings; Objectives of Bengali Paintings; Mughal Paintings; Bengali Paintings and Western Influence; Bangladeshi Painting in the pre-Liberian period 1947-1970; Bengali folk painting and craft, Impressionism, Expressionism and Modern Bangladeshi Paintings; Practical orientation to museum study; Post Modernism in Bengali paintings. Introduction to History of music; Early medieval Bengali music; Tune and lyrics of Bengali music (17th to mid 19th century). Bengali Folk songs, Contemporary Bangladeshi Music; Western influence in Bangladeshi Music; Introduction to Origin of Bengali Theatre; Genera of Bengali Theatre; Modern Theories and forms of Bengali Theatre; Conclusion.

**MUS 101 Music Appreciation ( 3 credits)**

Introduction; The origin of Bengali Music; Basic materials and properties of Bengali Music; Kirtan and other medieval Bengali Music; Musical instrument of Bengal; The renaissance of Bengali music n the music of humanism, the music of mannerism. Folk and traditional Bengali Music; Lyric and aesthetics of Bengali Music; Tribal music of Bengal; Contemporary Bangladeshi music; mind and music; Conclusion.

**FRN 101 Elementary French I ( 3 credits)**

Letters of alphabet. Accents and their pronunciation. Definite and indefinite articles (feminine/masculine, singular/plural). Personal pronouns. Auxiliaries "to be" and "to have", verbs ending with '-er', in the present tense. Interrogative, negative form. Simple adjectives (descriptive, colours). Presenting oneself.

**PHL 101 Introduction to Philosophy ( 3 credits)**

Definition of philosophy. Functions of philosophy: critical and constructive; its relation to religion and science. Philosophy and life; methods of philosophy: dogmatism, scepticism and criticism. Theories of the origin of knowledge: authoritarianism, empiricism, rationalism, critical theory and Kant, intuitionism; Idealism and realism. Criterion of truth: correspondence, coherence and pragmatic theories. Nature of mind: mind as substance; the concept of empirical self-. the organism and concrete view. Theories of mind-body relationship. The problem of value: the concept of intrinsic and extrinsic value: the three cardinal values--truth, beauty and goodness.

**PHL 206 Philosophy of Religion ( 3 credits)**

Students will be required to acquire a general knowledge of its fundamental teachings of the principal world-religions and their philosophical and psychological interpretations and implications.

**Core Course**

In the School of Business the courses are grouped into two parts: core courses and departmental concentration.

<b>Core Courses (applicable for all majors other than MIS)</b>		<b>45 Credits</b>
ACN 201	Principles of Accounting	3
ACN 202	Management Accounting I	3
BUS 201	Introduction to Business	3
BUS 202	Business Mathematics	3
ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
FIN 201	Introduction to Finance	3
MKT 201	Principles of Marketing	3
MGT 201	Principles of Management	3
HRM 301	Human Resource Management	3
MGT 330	Operations & Production Management	3
BUS 360	Introduction to Business Law	3
MIS 442	Management Information Systems	3
BUS 485	Business Research Methods	3
MGT 490	Strategic Management	3

<b>Core Courses (applicable for MIS major)</b>		<b>45 Credits</b>
MIS 102	Computer Skills	3
ACN 201	Principles of Accounting	3
BUS 201	Introduction to Business	3
BUS 202	Principles of Macroeconomics	3
ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
FIN 201	Introduction to Finance	3
MKT 201	Principles of Marketing	3
MGT 201	Principles of Management	3
MGT 330	Operations & Production Management	3
MIS 341	Computers in Business	3
BUS 360	Introduction to Business Law	3
MIS/CIS 442	Management Information Systems	3
BUS 485	Business Research Methods	3
MGT 490	Strategic Management	3

## BBA in

- Accounting
- Finance
- Human Resources  
Management (HRM)
- International Business  
(IB)
- General Management
- Marketing
- Management  
Information Systems  
(MIS)

## B.Sc in Economics

# SCHOOL OF BUSINESS

## School of Business

In the School of Business the courses are grouped into two parts: core courses and departmental concentration. The departmental courses in turn are divided into two groups with options. Exemption or examination credits provide further choices in the elective including languages. The prescribed minimum total credit hours, however, will have to be met for graduation. Students must be registered as a regular student in the semester when they wish to graduate.

### 1. Foundation Courses

**Total: 40-41 Credits**

### 2. Core Courses (applicable for all majors other than MIS)

**45 Credits**

ACN 201	Principles of Accounting	3
ACN 202	Management Accounting I	3
BUS 201	Introduction to Business	3
BUS 202	Business Mathematics	3
ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
FIN 201	Introduction to Finance	3
MKT 201	Principles of Marketing	3
MGT 201	Principles of Management	3
HRM 301	Human Resources Management	3
MGT 330	Operations & Production Management	3
BUS 360	Introduction to Business Law	3
MIS/CIS 442	Management Information Systems	3
BUS 485	Business Research Methods	3
MGT 490	Strategic Management	3

### 3. Departmental Requirement (Major / Hons. Concentration)

**24 Credits**

- i) Course work
- ii) Internship / Sr. Project / Study abroad

18  
6

### 4. Minor

**15 Credits**

***Total variable requirement for Graduation***

***124 – 125 credits***



## **BBA Majoring in Management Information Systems (MIS)**

In the School of Business the courses are grouped into two parts: core courses and departmental concentration. The departmental courses in turn are divided into two groups with options. Exemption or examination credits provide further choices in the elective including languages. The prescribed minimum total credit hours, however, will have to be met for graduation. Students must be registered as regular student in the semester when they wish to graduate.

### **1. Foundation Courses 40- 41 credits**

### **2. Core Courses (applicable for MIS major students) 45 Credits**

MIS 102	Computer Skills	3
ACN 201	Principles of Accounting	3
BUS 201	Introduction to Business	3
BUS 202	Business Mathematics	3
ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
FIN 201	Introduction to Finance	3
MKT 201	Principles of Marketing	3
MGT 201	Principles of Management	3
MGT 330	Operations & Production Management	3
MIS 341	Computers in Business	3
BUS 360	Introduction to Business Law	3
MIS/CIS 442	Management Information Systems	3
BUS 485	Business Research Methods	3
MGT 490	Strategic Management	3

### **3. Departmental Requirement 24 Credits** ( Major / Hons. Concentration)

- |   |    |
|---|----|
| i) Course work                              | 18 |
| ii) Internship / Sr. Project / Study abroad | 6  |

### **4. Minor 15 Credits**

<b><i>Total Variable Requirement for Graduation</i></b>	<b><i>124 – 125 credits</i></b>
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## **Internship or Senior Project**

The Internship/Senior Project is a curriculum option in all schools of the University. Its objective is to provide the students an opportunity to get acquainted with the workplace environment. It also gives the students a chance to find out how to apply the classroom knowledge in solving practical problems. The internship or the senior project carries 6 credits.

### **Internship (On- the-Job-Experience)**

The internship takes place in a firm/organization or an institution. It may cover a field of study or any of its specialization. The choice of the host organization for the internship is made by the student as well as the school and must be approved by the school. A formal understanding is signed between the institution/firm and the University (i.e. its respective school). This understanding shall stipulate a work plan, phases and review, and a final date for the completion of the assignment. Based on consultation with the academic advisor, the internee will prepare a proposal and submit it to the School Internship/Senior Project Committee. Once approved, the student will be assigned a faculty supervisor and a supervisor from the host organization, who for that period will be regarded as an adjunct faculty. Thereafter, these two supervisors will be responsible for guiding the student and monitoring the progress of the internship work. At the end of the internship period, a final report is to be submitted to the school. A viva voce examination is held to assess the performance of the student.

### **Senior Project (Research/Field Action)**

Senior project is carried out by the University jointly with one faculty or a team of faculty members and it places greater emphasis on the practice of research or field action methodology than on a line or staff function in a firm/institution. It may be the whole or part of a research or a field action project executed by the University with faculty members as the principal investigator/ project director. The student shall perform as a junior "colleague" and share responsibilities of project planning, design, selection of techniques, and report writing. The procedures of senior project engagement are the same as those of internship placement. However, a senior project may not have an "external" supervisor. Students who wish to pursue a senior project must have CGPA of 3.5 or above.

### **Student Pursuing Double Major**

Students pursuing double major must meet the following criteria:

1. Double major in the same schools may be allowed but the students have to fulfill all the criteria i.e. foundation courses, core courses, required courses from both the selected majors and a minor.

2. Only the students with a CGPA of 3.5 and above will be allowed to do a double major.
3. Minor of a major could not be converted to major (i.e. for earning both the major there should be a minor).
4. To obtain a double major, a student has to pursue a minimum 48 credit hours of course work and 12 credits of senior project and internship [i.e. 24 (credit hours from each major) x 2 = 48 credit hours of course work, and 6 credits of senior project (from 1 major) and 6 credits of internship (from another major)].

### **Student Pursuing Finance Major**

Students who want to pursue finance as a major must obtain minimum of 'B' in MAT 101, MAT 211, BUS 202, and FIN 201.

### **Major Course Requirements for Business (BBA) Students**

The course requirements for BBA students intending to Major in different areas of specialization offered by the School of Business are as follows:

<b>MAJOR / HONORS ( Concentration in Accounting )</b>		
<b>Total 18 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
ACN 301	Intermediate Accounting I	3
ACN 305	Intermediate Accounting II	3
ACN 402	Income Tax Accounting	3
ACN 403	Auditing	3
<b>Group: B (6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
ACN 404	Management Accounting II	3
ACN 405	Cost Accounting I	3
ACN 406	Cost Accounting II	3
ACN 407	Business Taxation	3
ACN 408	Advanced Accounting	3
ACN/ MIS/ CIS 441	Accounting Information Systems	3

<b>MAJOR / HONORS ( Concentration in Finance )</b>		
<b>Total 18 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
FIN 301	Business Finance I	3
FIN 302	Business Finance II	3
FIN 401	Banking & Finance	3
FIN 460	Investment Management	3
<b>Group: B (6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
FIN 305	Financial Reporting Environment	3
FIN 405	Management of Financial Institution	3
FIN/MGT 440	Insurance and Risk Management	3
FIN 461	Financial Derivatives	3
FIN/ECN 470	International Finance	3
FIN/MGT 480	International Financial Management	3

<b>MAJOR / HONORS ( Concentration in HRM )</b>		
<b>Total 18 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
HRM 360	Manpower Planning and Forecasting	3
HRM 370	Labor Economics and Compensation Theory	3
HRM 380	Industrial Law and Relations	3
HRM 390	Strategic Human Resource Management	3
<b>Group : B ( 6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
HRM 410	Contemporary Human Resource Practices in Bangladesh	3
HRM 430	Human Resource Information Systems	3
HRM 460/INB 404	International Human Resource Management	3
HRM 480	Human Resource Accounting	3

<b>MAJOR / HONORS ( Concentration in International Business)</b>		
<b>Total 18 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
INB 301	International Business	3
INB 302	International Trade and Investment Theory	3
INB 303	International Management	3
INB 304	Bangladesh in International Business	3
<b>Group: B (6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
INB / MKT 401	International marketing	3
INB 403	Negotiation and Diplomacy	3
INB 404/HRM 460	International Human Resource Management	3
INB 405	Managing and Integrating E-Business	3
INB 406	International Law	3
INB 407	WTO and Multilateral trade Arrangement	3
INB / FIN / MGT 480	International Financial Management	3

<b>MAJOR / HONORS ( Concentration in General Management )</b>		
<b>Total 18 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MGT 301	Organizational Behaviour	3
MGT 340	Management Science	3
MGT 401	Corporate Social Responsibility	3
MGT 405	Entrepreneurship & Small Business Management	3
<b>Group : B ( 6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
MGT 380	Intercultural Aspects of Business	3
MGT 390	Bank Management	3
MGT/FIN 440	Risk and Insurance Management	3
MGT 450	Total Quality Management	3
MGT/FIN 480	International Financial Management	3

<b>MAJOR / HONORS ( Concentration in Marketing )</b>		
<b>Total 18 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MKT 302	Advanced Marketing Management	3
MKT 340	Advertising	3
MKT 350	Services Marketing	3
MKT 481	Consumer Behaviour	3
<b>Group : B ( 6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
MKT 330	Sales Force Management	3
MKT 360	Marketing Research	3
MKT 380	Distribution Management	3
MKT 401	International Marketing	3
MKT 450	Product and Pricing Policies	3
MKT 470	Brand Management	3

<b>MAJOR / HONORS ( Concentration Management Information Systems)</b>		
<b>Total 18 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MIS / CSC 401	Database Management	3
MIS / CSC 405	Systems Analysis and Design	3
MIS / CSC 430	Data Communication and Networking	3
MIS / ACN/ CIS 441	Accounting Information Systems	3
<b>Group : B ( 6 Credit Hours)</b>		
<b>Any two courses from the following:</b>		
MIS / CSC 305	Object-Oriented Programming	3
MIS / CSC 455	Web Applications and Internet	3
MIS 465	E-commerce	3
MIS 470	Decision Support Systems	3
MIS 480	Knowledge Management Systems	3

### Minor Course Requirement for Business (BBA) Students:

The course requirement for BBA students intending to Minor in different areas of specialization offered by the School of Business are as follows:

<b>Minor in Accounting Total 15 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
ACN 301	Intermediate Accounting I	3
ACN 305	Intermediate Accounting II	3
ACN 402	Income Tax Accounting	3
ACN 403	Auditing	3
<b>Group: B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
ACN 404	Management Accounting II	3
ACN 405	Cost Accounting I	3
ACN 406	Cost Accounting II	3
ACN 407	Business Taxation	3
ACN 408	Advanced Accounting	3
ACN/MIS/CIS 441	Accounting Information Systems	3

<b>Minor in Finance Total 15 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
FIN 301	Business Finance I	3
FIN 302	Business Finance II	3
FIN 401	Banking & Finance	3
FIN 460	Investment Management	3
<b>Group: B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
FIN 305	Financial Reporting Environment	3
FIN 405	Management of Financial Institution	3
FIN/MGT 440	Insurance and Risk Management	3
FIN 461	Financial Derivatives	3
FIN/ECN 470	International Finance	3
FIN 480	International Financial Management	3

<b>Minor in HRM Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
HRM 360	Manpower Planning and Forecasting	3
HRM 370	Labor Economics and Compensation Theory	3
HRM 380	Industrial Law and Relations	3
HRM 390	Strategic Human Resource Management	3
<b>Group : B ( 3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
HRM 410	Contemporary Human Resource Practices in Bangladesh	3
HRM 430	Human Resource Information Systems	3
HRM 460/INB404	International Human Resource Management	3
HRM 480	Human Resource Accounting	3

<b>Minor in International Business Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
INB 301	International Business	3
INB 302	International Trade and Investment Theory	3
INB 303	International Management	3
INB 304	Bangladesh in International Business	3
<b>Group : B ( 3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
INB / MKT 401	International marketing	3
INB 403	Negotiation and Diplomacy	3
INB 404/HRM460	International Human Resource Management	3
INB 405	Managing and Integrating E-Business	3
INB 406	International Law	3
INB 407	WTO and Multilateral trade Arrangement	3
INB / FIN / MGT 480	International Financial Management	3



<b>Minor in General Management Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MGT 301	Organizational Behaviour	3
MGT 340	Management Science	3
MGT 401	Corporate Social Responsibility	3
MGT 405	Entrepreneurship & Small Business Management	3
<b>Group : B ( 3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MGT 380	Intercultural Aspects of Business	3
MGT 390	Bank Management	3
MGT/FIN 440	Risk and Insurance Management	3
MGT 450	Total Quality Management	3
MGT/FIN 480	International Financial Management	3

<b>Minor in Marketing Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MKT 302	Advanced Marketing Management	3
MKT 340	Advertising	3
MKT 350	Services Marketing	3
MKT 481	Consumer Behaviour	3
<b>Group : B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MKT 330	Sales Force Management	3
MKT 360	Marketing Research	3
MKT 380	Distribution Management	3
MKT 401	International Marketing	3
MKT 450	Product and Pricing Policies	3
MKT 470	Brand Management	3

<b>Minor in MIS Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MIS / CSC 401	Database Management	3
MIS / CSC 405	Systems Analysis and Design	3
MIS / CSC 430	Data Communication and Networking	3
MIS / ACN/ CIS 441	Accounting Information Systems	3
<b>Group : B ( 3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MIS / CSC 305	Object-Oriented Programming	3
MIS / CSC 455	Web Applications and Internet	3
MIS 465	E-commerce	3
MIS 470	Decision Support Systems	3
MIS 480	Knowledge Management Systems	3

### Minor Course Requirement for Non-Business Students

The course requirements for non-business students intending to minor in different areas of specialization offered by the School of Business are :

<b>Minor in Accounting Total 15 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
ACN 201	Principles of Accounting	3
ACN 202	Management Accounting I	3
ACN 301	Intermediate Accounting I	3
ACN 305	Intermediate Accounting II	3
<b>Group: B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
ACN 402	Income Tax Accounting	3
ACN 403	Auditing	3
ACN 405	Cost Accounting I	3
ACN 406	Cost Accounting II	3
ACN/MIS/CIS 441	Accounting Information Systems	3

<b>Minor in Finance</b> <b>Total 15 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
FIN 201	Introduction to Finance	3
FIN 301	Business Finance I	3
FIN 302	Business Finance II	3
FIN 460	Investment Management	3
<b>Group: B (3 Credit Hours)</b> <b>Any one course from the following:</b>		
FIN 305	Financial Reporting Environment	3
FIN 401	Banking & Finance	3
FIN 405	Management of Financial Institution	3
FIN/MGT 440	Insurance and Risk Management	3
FIN 461	Financial Derivatives	3
FIN/ECN 470	International Finance	3
FIN/MGT 480	International Financial Management	3

<b>Minor in HRM</b> <b>Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
HRM 301	Human Resources Management	3
HRM 360	Manpower Planning and Forecasting	3
HRM 370	Labor Economics and Compensation Theory	3
HRM 380	Industrial Law and Relations	3
<b>Group : B ( 3 Credit Hours)</b> <b>Any one course from the following:</b>		
HRM 390	Strategic Human Resource Management	3
HRM 410	Contemporary Human Resource Practices in Bangladesh	3
HRM 430	Human Resource Information Systems	3
HRM 460/INB404	International Human Resource Management	3
HRM 480	Human Resource Accounting	3

<b>Minor in International Business Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
INB 301	International Business	3
INB 302	International Trade and Investment Theory	3
INB 303	International Management	3
INB 304	Bangladesh in International Business	3
<b>Group : B ( 3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
INB / MKT 401	International marketing	3
INB 403	Negotiation and Diplomacy	3
INB 404/HRM460	International Human Resource Management	3
INB 405	Managing and Integrating E-Business	3
INB 406	International Law	3
INB 407	WTO and Multilateral trade Arrangement	3
INB / FIN / MGT 480	International Financial Management	3

<b>Minor in General Management Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MGT 201	Principles of Management	3
MGT 301	Organizational Behaviour	3
MGT 340	Management Science	3
MGT 401	Corporate Social Responsibility	3
<b>Group : B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MGT 380	Intercultural Aspects of Business	3
MGT 390	Bank Management	3
MGT 405	Entrepreneurship & Small Business Management	3
MGT/FIN 440	Risk and Insurance Management	3
MGT 450	Total Quality Management	3
MGT/FIN 480	International Financial Management	3

<b>Minor in Marketing Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MKT 201	Principles of Marketing	3
MKT 302	Advanced Marketing Management	3
MKT 340	Advertising	3
MKT 481	Consumer Behaviour	3
<b>Group : B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MKT 330	Sales Force Management	3
MKT 360	Marketing Research	3
MKT 380	Distribution Management	3
MKT 401	International Marketing	3
MKT 450	Product and Pricing Policies	3
MKT 470	Brand Management	3

<b>Minor in MIS Total 15 Credit Hours</b>		
<b>Group : A ( 12 Credit Hours)</b>		
MIS / CSC 401	Database Management	3
MIS / CSC 405	Systems Analysis and Design	3
MIS / CSC 430	Data Communication and Networking	3
MIS / ACN/ CIS 441	Accounting Information Systems	3
<b>Group : B (3 Credit Hours)</b>		
<b>Any one course from the following:</b>		
MIS / CSC 305	Object-Oriented Programming	3
MIS / CSC 455	Web Applications and Internet	3
MIS 465	E-commerce	3
MIS 470	Decision Support Systems	3
MIS 480	Knowledge Management Systems	3

### Minor in MIS ( For Computer Science Students )

<b>Minor in MIS Total 15 Credit Hours</b>		
<b>Group : A (15 Credit Hours)</b>		
<b>Any five courses from the following</b>		
ACN 201	Principles of Accounting	3
MGT 201	Principles of Management	3
MGT 340	Management Science	3
MIS 341	Computer in Business	3
MIS/ACN/ CIS 441	Accounting Information Systems	3
MIS/ CIS 442	Management Information Systems	3
BBA 499	Internship / Senior Project	6

## **Course Description**

### **Accounting Courses**

#### **ACN 201 Principles of Accounting (3 credits)**

Accounting: An Introduction. The Recording Process. Adjusting the Accounting and Preparing the Statements. Completion of the Accounting Cycle. Accounting for Merchandizing operations. Special Journals. Preparation of Income Statement and Balance sheet for companies. (According to Company Act 1994). Introduction to Accounting Principles.

#### **ACN 202 Management Accounting I (3 credits)**

Management Accounting: An Introduction. Cost classifications, cost flows and cost of goods manufactured statement. Cost Behaviour: Analysis and Use. Cost-volume-profit relationship. Reporting under absorption costing and direct costing. Production Decisions (not for multiple scarce resources). Pricing Decision. Relevant costing and Decision Making. Master Budget. An Introduction to Standard Costs.

*(Prerequisite: ACN 201)*

#### **ACN 301 Intermediate Accounting I (3 credits)**

Conceptual framework underlying Financial Accounting. Revenue recognition. Income statement. Balance sheet. Statement of cash flows. Short-term Assets: cash, Temporary Investment and Receivables. Inventory Valuations. Property, plant and equipment: Acquisition, depreciation, impairment. Depletion and disposition. Intangible Assets.

*(Prerequisite: ACN 201)*

#### **ACN 305 Intermediate Accounting II (3 credits)**

Current and Contingent Liabilities. Long-term Liabilities. Issue of Shares. Earnings and its Appropriation and Retention. Earning Per Share Calculation. Accounting for V A T. Accounting for Leases. Accounting Changes and Error Analysis. Financial Statement Analysis.

*(Prerequisite: ACN 301, FIN 201)*

#### **ACN 402 Income Tax (3 credits)**

General Theory on Taxation. Income Tax: Definition, Authorities, Heads of Income, Residential Status etc. Set – off and Carry – forward of Losses. Depreciation Allowance; Deduction of Tax at Source; Advance Payment of Tax. Assessments: Tax-Avoidance vs. Tax –Evasion; Tax Recovery; Tax Refund and Tax Relief; Offences and Punishments; Appeals; etc. Income Tax Assessment of Individuals; Firms; Association of Persons. VAT.

*(Prerequisite: ACN 201)*

#### **ACN 403 Auditing (3 credits)**

Definition and Field of Auditing. Standard and Procedure of Auditing Practices Audit Evidence, Audit technique and Internal Control. Divisible Profit and Dividends. Company Audit.

*(Prerequisite: ACN 201, ACN 305)*

**ACN 404 Management Accounting II (3 credits)**

Management Accounting and the Business Environment. CVP Analysis in Multiproduct Firm. Flexible Budget, Performance Budget, ZBB , Activity Based Budgeting, Kaizen. Budgeting. Profit Variance Analysis. Capital Budgeting. Responsibility Accounting and Transfer Pricing in a Decentralized Organization. Measuring Organizational Performance. Total Quality Management . Inventory Management Under JIT.

*(Prerequisite: ACN 201, ACN 202)*

**ACN 405 Cost Accounting I (3 credits)**

Introduction. Cost Concept, Cost Classification and Statements. Costing and Control of Materials. Costing and Control of Labours. Costing and Control of Manufacturing Overhead. Service Department Costs Allocation . Activity Based Costing. Job Order Cost System. The Nature and Characteristics Process Cost System.

*(Prerequisite: ACN 201, ACN 202)*

**ACN 406 Cost Accounting II (3 credits)**

Process Costing : Weighted - Average and FIFO Method, Accounting for Spoilage Joint Product and By – product Costing. Standard Costing. Target Costing, Theory of Constraints, Life Cycle Costing and strategic cost management. Quantity Costing: Measurement and Control. Marking Cost Analysis. Serving Costing Contract Costing.

*(Prerequisite: ACN 405)*

**ACN 407 Business Taxation (3 credits)**

Review of major Provision of Income Tax Ordinance, 1984. Assessment of Companies. Value Added Tax. Gift Tax. Custom Duty.

*(Prerequisite: ACN 402)*

**ACN 408 Advanced Accounting (3 credits)**

Accounting for Consignment and Joint Ventures. Accounting for Instalment Sales Accounting for Banks. Accounting for Insurance Companies. Business Combinations Consolidated Financial Statements.

*(Prerequisite : ACN 305)*

**ACN / MIS/CIS 441 Accounting Information Systems (3 credits)**

Overview of accounting information system; organization and accounting information system; accounting information processing; accounts system development; system analysis and acquisition; computers and AIS; software; data communication; databases and file oriented systems; control of AIS; revenue cycle; personnel cycle; cash receipt and disbursement; capital asset and financial statements.

*(Prerequisite: ACN 201)*



## Business Courses

### **BUS 201 Introduction to Business (3 credits)**

The role of business in society and economy; Trade practices in Bangladesh; Business environment and issues of commercial policy; Institutions for promotion of business; Social responsibility of business. Efficiency/performance of business enterprises. size and location. Business Organizations : Forms of business ownership in Bangladesh – Development of joint-stock companies in Bangladesh – Phases of development – types – Domain of operations of each type – Formation – M/A, A/A and prospectus – Corporate governance: Rights and obligation of shareholders, directors and Government – Liquidation of a company. Cooperative societies in Bangladesh – their evolution; Prospects of business development.

### **BUS 202 Business Mathematics (3 credits)**

Differential Calculus : Variables, functions and limits. Differentiation rules for differentiation algebraic forms. Application of differentiation : tangent and normal , maxima and minima , rate of change. Successive differentiation. Transcendental functions. Radius of curvature. Theorem of mean values: Roll's theorem. Maclaurin's Theorem. Taylor's series. internal calculus :Standard elementary forms. define integrals. Introduction to discrete integration by trapezoidal, Rectangular and Simpson's rule. Integration by parts. Rational function. Substitutions reduction formulas. Introduction to multiple integrals Analytic Geometry: properties of conic sections. Pairs of circles and straight lines.

*(Prerequisite: MAT 101 or equivalent)*

### **BUS 360 Introduction to Business Law (3 credits)**

The legal environment. Awareness of issues relating to managers and organization's rights and objectives under the law. Overview of the Bangladeshi legal system and the legal structure of business. Contract and tort law. Business operations in the context of laws relating to trade practices, banking, international trade and mergers and acquisitions.

*(Prerequisite: BUS 201)*

### **BUS 485 Business Research Methods (3 credits)**

Overview of research-types/forms. Filed research / survey research. Sample size. Sampling Technique. Data Collecting. Data coding. Data analysis . Presentation of Findings / Results. SPSS PC+ will be introduced to the students throughout the course.

*(Prerequisite BUS 202, MAT 211)*

## Finance Courses

### **FIN 201 Introduction to Finance (3 credits)**

An overview of managerial finance; financial statements analysis and planning; financial environment; risk-return trade-off; time value of money; valuation concept; capital budgeting techniques; cost of capital, capital structure decision.

*(Prerequisite: ACN 201, BUS 202, MAT 211)*

**FIN 301 Business Finance I (3 credits)**

Financial planning and control: purpose; pro forma balance sheet model; operating and financial risk; breakeven analysis and leverage. Working capital management: working capital policy; management of cash and marketable securities; receivables management; inventory management. Short-term financing: sources of short-term financing; accruals, accounts payable, short-term bank loans; choosing a bank; use of receivables and inventory as security in short-term financing. Long-term financing decision: common stocks, preferred stocks, bonds, and leasing.

*(Prerequisite: FIN 201)*

**FIN 302 Business Finance II (3 credits)**

Risk and return; leverage and capital structure decisions; Modigliani-Miller (MM) irrelevance theory; effects of financial distress, agency cost and asymmetric information on MM theory; finding the optimal capital structure; dividend policy; dividend stability; maintaining stock price stability; bankruptcy, reorganisation and liquidation; business combination and analysis of mergers; introduction to international financial management; investment analysis of multinational companies.

*(Prerequisite: FIN 301)*

**FIN 305 Financial Reporting Environment (3 credits)**

Analysis and interpretation of accounting reports of business and industry. Measurement of income. Control of cash. Analysis and interpretation of financial and investment. Analysis of cash flow statement. Application of funds. Contrast between accounting and economic concept of income. Consolidate financial statements. Measurement and reporting of stockholders equity paid-in capital and retained earning. Bonds payable and bond investment. Stock investment. Cash investment. Consolidation and reporting for partnerships and sole proprietorship. Impact of various accounting methods on the reported results of the firm.

*(Prerequisite: ACN 301)*

**FIN 401 Banking and Finance (3 credits)**

Banking and the financial system. Theory of financial intermediation. Models of the banking firm. Theory of bank regulation. Partial regulation of the Bangladeshi financial system. Bank performance, probability analysis and interest rate margins. Various types of loans, lending policies, repayment schedules, the bullet-pill. Continuum of multiple credit creation and float management. Different types of financial instruments. Export-import financing. Competition in banking. State supervision of banks and non-banks. The operation of monetary policy.

*(Prerequisite: FIN 301)*

**FIN 405 Management of Financial Institution (3 credits)**

Theory of financial intermediation. Sources of money. Money and capital markets. Regulation of financial markets and institutions. Operations of commercial banks, mutual funds, pension funds, investment banking firms, consumer finance companies etc.

Their lending procedures, sources and uses of funds, management of various risks. Operations of multilateral institutions: ADB, WB and the IMF.

*(Prerequisite: FIN 301)*

**FIN/MGT 440 Risk and Insurance Management (3 credits)**

Definition, nature, scope, role and social values of insurance. Risk definition – objectives, peril, hazard. Principles and essentials of insurance contracts. Life assurance contracts – policies, annuities and procedures. Computation of net single premium. Calculation, surplus and distributions of mortality rate reserve. Concept of reinsurance. Claims and settlements of other variants of insurance namely, marine, fire, group, personal, accident, automobile.. Present pattern of insurance industry in Bangladesh.

*(Prerequisite: BUS 360, MGT 201)*

**FIN 460 Investment Management (3 credits)**

Introduction to investment; participating in the securities market; basic stock valuation concepts; investment in special situation; bonds and fixed investment fundamentals; bond valuation and investments; duration and reinvestment concepts; convertibles and warrants; mutual funds; real asset investment; portfolio management.

*(Prerequisite: FIN 302)*

**FIN 461 Financial Derivatives (3 credits)**

Introduction to financial derivatives; mechanics of forward and futures market; hedging strategies using futures; determination of forward and futures prices; interest rate futures; mechanics of option market; swaps; option pricing models: Black-Scholes-Merton model; risk management with options; other important options contract: stock index options and options on futures; derivatives mishaps and lessons learned.

*(Prerequisite: FIN 302)*

**FIN/ECN/MGT 470 International Finance (3 credits)**

Analysis of the impact of international trade and payments on price formation, allocation of resource, economic welfare, and the level of economic activity in trading countries. Political considerations. Full employment, effects and considerations. Price stability. Economic growth. Free trade. Fixed and flexible exchange rates. Capital Mobility. Equilibrium on the balance of international payments.

*(Prerequisite: ECN 201, ECN202)*

**FIN / MGT 480 International Financial Management (3 credits)**

Environment of international financial management, exchange rate determination and the international monetary system; balance of payment and international economic linkages; the foreign exchange market- forward, futures and options; parity conditions and currency forecasting. Multinational working capital management. Foreign investment analysis: Foreign direct investment and corporate strategy; the cost of capital for foreign direct investment. International financing and international financial market.

*(Prerequisite: FIN 201)*

## Human Resources Management Courses

### **HRM 301 Human Resources Management (3 credits)**

Introduction to HRM (Definition, functions, and importance of HRM, How HRM differs from personnel Management?). HRM Model. Human Resource Planning. Job Analysis. Recruiting Sources. The Selection Process and Development. Employee Training and Management Development . Career Development . Motivation Drives and Need based theories. Other models of Motivation. Job Design, Work Scheduling, and Motivation. Performance Appraisal. Compensation Administration . Benefits and Services. Safety and Health. Collective Bargaining.

*(Prerequisite: MGT 201)*

### **HRM 360 Manpower Planning and Forecasting (3 credits)**

The primary objective of this course is to provide an understanding of the essential elements of the manpower planning and forecasting process. It includes a detailed study of environmental trend analysis, manpower planning models, manpower needs and considerations of some indicators of manpower effectiveness. Qualitative and quantitative concepts, approaches, and techniques are emphasized.

*(Prerequisite: MGT 201)*

### **HRM 370 Labor Economics and Compensation Theory (3 credits)**

This course deals with supply and demand for labor. The course examines various wage theories and practice or wage determination as well as causes and effects of wage changes and employment. This course will cover determination of minimum wages, relationship of wages to productivity, inflation, and unemployment in the economy. It will also include introduction to pay systems, including job evaluation, pay surveys, performance appraisals, and benefits. The main objective include the development of a working knowledge of compensation theory, research, and practice and the acquisition of some of the technical skills needed to design and manage a compensation system.

*(Prerequisite: MGT 201, ECN 201)*

### **HRM 380 Industrial law and Relations (3 credits)**

The course deals with law and policy in labor-management and union-member relations, unfair labor practices, and union internal affairs. Emphasis will be given on origin of development of trade union, trade unionism in the subcontinent, theories of union, safety of work premises, process of collective bargaining, industrial dispute, grievance handling, strike and lockout, arbitration and labor laws including factories act, minimum wages act, workmen's compensation etc. Practical case situations will be examined using game theory.

*(Prerequisite: MGT 201, BUS 360)*

### **HRM 390 Strategic Human Resource Management (3 credits)**

The course focuses on the definition and purpose of strategic human resource management and covers the areas of resourcing, reward management, performance management and employee relations by viewing them from a strategic perspective. The course also covers organizational development, a particular philosophy and a set of

techniques that can be applied to the management of change in organizations.  
(*Prerequisite: MGT 201*)

**HRM 410 Contemporary Human Resource Practices in Bangladesh (3 credits)**

The course provides an insight into the development of human resource practices and contemporary issues and challenges of human resource management in Bangladesh. The course also includes a comparative study between traditional and contemporary practices and the practices of local and multinational corporations. The impact of International Labor Organization Policies will be integrated in context of local business environment.

(*Prerequisite: HRM 380, HRM 390*)

**HRM 430 Human Resource Information Systems (3 credits)**

This course covers selected topics related to methodologies for preparing and executing human resource plans at the firm, community, and national levels. Following the completion of the course, students should be conversant about "best practices" and innovative ideas in human resource information systems, able to develop or acquire a human resource information system, able to develop and make decisions using a human resource data-base, and familiar with some highly regarded HR software packages.

(*Prerequisite: MGT 201, MAT 211*)

**HRM 460/INB 404 International Human Resource Management (3 credits)**

The course provides an overview of the field of International Human Resources (HR) practices. Examines key International HR processes including staffing, communication, training, compensation, workflow, employee relations, and change. Emphasizes strategic thinking concepts (e.g. human capital theory, value added, best practices, distinctive competencies, competitive advantages, return on investment) and tools (e.g. vision, values, assessment, design, implementation, evaluation.). Explores the process of Human Resource Management (HRM) from a strategic perspective using case studies.

(*Prerequisite: MGT 201*)

**HRM 480 Principles of Human Resource Accounting (3 credits)**

This course is designed to familiarize the learners with the basics of Human Resource Accounting (HRA). It addresses the Meaning and Importance of Human Resource Accounting (HRA) vis-à-vis Human Resource Management (HRM), Impact of HRA on Decision-making (Internal and External), Measurement of Human Resource Value (HRV) and Scheme of Accounting for Human Resources (HR).

(*Prerequisite: MGT 201, ACN 201*)

**International Business Courses**

**INB 301 International Business**

The main focus for this course is on the analysis of the major business management functions of international business environment, organizational policies and strategies of multi-national companies, industrial relations and control policies. Topics include Trade and Investment theories, various environment of international business, Foreign Exchange, Finance and Accounting, Operations Management, Marketing, Human

Resource Management and Information Technology in the context of international business, WTO and its Operation.

*Prerequisite:* ECN201, ECN 202

### **INB 302 International Trade and Investment Theory**

The relevance of international economics. The role of trade. The role of International Monetary relation. Law of comparative advantages and absolute advantage. Trade under different conditions: opportunity cost, constant cost and increasing cost, the Heckscher-Ohlin model. The main propositions of H-O model. The Factor Price Equalisation theorem The Leontif paradox. Monopolistic competition and international trade. Technological gap and product cycle. Growth and trade: the source of economic growth. Growth in the world economy. Types of tariff. The practical equilibrium analysis of tariff. The general equilibrium of tariff. Measuring the cost of protection. The optimal tariff. Output and market size theory, Market Imperfection Theory, Behavioral Theory, Oligopolistic Theory, Internalization theory and Eclectic Theory, Factors affecting FDI, Merits and Demerits of FDI, FDI in Bangladesh.

*Prerequisite:* ECN201, ECN 202

### **INB 303 International Management**

Develops understanding of how various business principles, particularly those developed in the United States, apply in diverse international settings. Students will learn the role national culture plays in shaping organizational practices.

*Prerequisite:* MGT 201, INB 301

### **INB 304 Bangladesh in International Business**

Examines the foreign trade policy and foreign trade situation of Bangladesh. Topics include theories of foreign trade; historical evolution of the foreign trade policy of Bangladesh; balance of trade and balance of payment; trade surplus and trade deficit; current state of foreign trade; future challenges and issues of foreign trade of Bangladesh. Special emphasis will be given on the recent development of Bangladeshi foreign trade related issues.

*Prerequisite:* INB 301

### **INB / MKT 401 International marketing**

Aspects of International Marketing. Economic Analysis of Multinational Trade and Business. Basic Trade Theory. Regional Market Agreements. Environmental Factors affecting International Marketing. Perspectives of International Markets. Export-Import Management. International Marketing Decisions.

*Prerequisite:* MKT 201, INB 301

### **INB 403 Negotiation and Diplomacy**

Prospecting; oral and written sales communication; objection handling, motivating, compensating, controlling, evaluating, territory, and quota setting; techniques for

bargaining; ways to develop and use personal negotiation strategy; organising a negotiation team; coping with crisis negotiation in international settings; developing international sales personnel, planning foreign assignments; negotiation strategies and tactics for international exchange; processing and negotiating, drafting and enforcing observance of bilateral and multilateral international legal agreements; understand the processing and implementing international arrangements for settlement of disputes through international arbitration and adjudication; negotiating and entering into bilateral and multilateral tariff and trade agreements.

**Prerequisite:** (BUS 360, INB 301)

### **INB 404/HRM 460 International Human Resource Management**

This course provides an opportunity to students to explore international dimensions of the core aspects of human resource management, such as linkage with international business strategy and structure, recruitment, compensation and reward management, training and development, performance management, and industrial relations.

**Prerequisite:** (MGT201)

### **INB 405 Managing and Integrating E-Business**

The course is structured around the management of e-business on a wide variety of topic areas including business to business e-business, consumer e-business, interface and design considerations, technology and security of the Internet from a management perspective, technology mediated customer service and the power of web analytics, the Internet's effect on legal, political and intellectual property issues using text, business cases and class discussions. Students are required to apply their knowledge in a real-world project to evaluate and consult upon how e-business and the Internet can be leveraged for business advantage.

**Prerequisite:** MGT 201, INB 301

### **INB 406 International Law**

Substantial focus on international contracts, specifically laws relating to international sales, commercial transactions, shipping, letters of credit, methods of payment and resolution of international disputes. Lectures include discussion of the General Agreement on Tariffs and Trade, import duties, export restrictions and use of foreign representatives.

**Prerequisites:** BUS 360, INB 301

### **INB 407 WTO and Multilateral trade Arrangement**

WTO- History – From GATT to WTO – Operation – Management \_ Trade Rounds – Trade Related Intellectual Property Rights (TRIPS) – General Agreement on Trade Related Services (GATS) – Dispute Settlement – Technical Barrier to Trade (TBT) – Sanitary and Phytosanitary Measures (SPS) – WTO and developing countries – Economic Integration – EU-SAFTA-NAFTA-ASEAN.

**Prerequisite:** (INB 301, IBN 302)

### **INB / FIN / MGT 480 International Financial Management**

Environment of International financial management: Introduction to Multinational enterprise and multinational financial management; exchange rate determination and international monetary system; balance of payment and international economic linkages; the foreign exchange market----forward, futures and options; parity conditions and currency forecasting. Multinational Working capital management: short-term financing of MNCs; financing foreign trade; current asset management of MNCs; management of multinational financial system. Foreign Investment analysis: Foreign direct investment and corporate strategy; capital budgeting for MNCs; the cost of capital for foreign direct investment. International financing and international financial market: International stock market, Eurodollar market, eurobonds, foreign bonds etc.

*Prerequisite:* (FIN 201)

## **Management Courses**

### **MGT 201 Principles of Management (3 credits)**

Managing and the managers, the management process, managerial levels and skills, development of management thoughts, the environment and culture of organization, ethics and social responsibility, planning process, decision making, the elements of organizing, organizational design and structure, organization change, individuals and organization, motivating employee performance, leadership and influence process, interpersonal relationship, communications, managing conflicts, the control process, managing productivity, management in perspective.

### **MGT 301 Organizational Behaviour (3 credits)**

Basic concepts, historical development of OB, models of organizational behaviour, social systems and organizational culture, communication, motivation, appraising and rewarding performance, employee attitude and job satisfaction, behavioural approaches of leadership, empowerment and participation, managing change, quality of work life, job design and job enrichment, issues between organization and individuals, interpersonal behaviour, group dynamics, informal organizations, stress and counselling, recent trends in organizational behaviour, organizational behaviour in perspective.

*(Prerequisite: BUS 201, MGT 201)*

### **MGT 330 Operations and Production Management (3 credits)**

Introduces applications of quantitative analysis to problems in planning, operating and controlling production function. Problems of distribution and allocation. Concepts of flexibility. Management of inventory systems. Production scheduling. Improvement curves. Service systems. The role of quality in the operator's process. The various functions that support operations and production management. Uses computer and quantitative models.

*(Prerequisite: MAT 211)*



**MGT 340 Management Science (3 credits)**

Design and application of scientific models for managerial decision-making. Linear programming. Decision Theory. Utility and other management science topics. Application in the field of production, logistics inventory policy, advertising, maintenance, financial decision.

*(Prerequisite: BUS 202, MAT 211, MGT 201)*

**MGT 380 Intercultural Aspects of Business (3 credits)**

Prepares students to understand the cultural aspects that are necessary in order to work and/or do business in the major economic nations of the world. The important relationships among the major economies of the world. The important relationships amongst nations. Business and economic institutions that influence the performance of managers. Culture and environments and their impact on business. Looks at both industrialized and developing nation.

*(Prerequisite: MGT 201, ENG 105)*

**MGT 390 Bank Management (3 credits)**

Structure of commercial banking system. Role of commercial banks in the economic development. Banking system in Bangladesh. Organization and management of commercial banks. Deposits of commercial banks. Commercial bank lending and investment portfolio. Earnings, expenses, profitability of commercial banks. Capital structure and safety of commercial banks. Reserves and liquidity requirements of commercial banks. General and customers relationships. Bankers and customers relationships. Central banking. Specialized Banking System: Islamic Bank, BSB, BSRS, Grameen Bank and Others.

*(Prerequisite: MGT 201, ECN 201, FIN 201)*

**MGT 401 Corporate Social Responsibility (3 credits)**

The course focuses on understanding corporate social responsibility and ethics from a range of perspectives including the stakeholder framework. It explores the challenges that expectation of improved social responsibility poses to business and how this challenge is being handled. The course discusses the various reasons why corporations chose to emphasize CSR, varying from morality via reputation management to profit maximization. The course also presents the societal perspective on CSR, where the corporate emphasis on CSR is seen as a new form of “self-regulation” which can be used by society as a supplement to existing legislation and other government intervention. Applicability of CSR to management decision makings and the development of personal and professional skills are key themes. Students will be engaged in a variety of learning activities to build their capacities to pursue responsible management practice.

*(Prerequisite: MGT 201)*

**MGT 405 Entrepreneurship and Small Business Management (3 credits)**

The entrepreneur’s role in economic development. The issues around the concepts of entrepreneurship and enterprise. The issues surrounding the types of people who start their own business and the reasons for doing it. The socio-culture and environment factors that affect the development of entrepreneurship in a society. The main business

growth models and their relevance. The key internal management issues faced by fast growing businesses and some of the ways in which they can be addressed. The ingredients which are important for the success of a new business. The key problems associated with business failure. The importance of entrepreneurship development, the programmes, experience and constraints to entrepreneurship development in Bangladesh. Career in small business. Starting a small business, SWOT analysis, Idea generation, developing business plan. Management of small business, success and failure of small enterprises. Small business support services. Financial support, technical support and other support. Understanding small business support services required at various stages of business growth, government and non-government support services in Bangladesh.

*(Prerequisite: MGT 201, ENG 105)*

**MGT / FIN 440 Risk and Insurance Management (3 credits)**

Definition ,nature, scope, role and social values of insurance. Risk definition – objectives, peril, hazard. Principles and essentials of insurance contracts. Life assurance contracts – policies, annuities and procedures. Computation of net single premium. Calculation, surplus and distributions of mortality rate reserve. Concept of reinsurance. Claims and settlements of other variants of insurance namely, marine, fire, group, personal, accident, automobile.. Present pattern of insurance industry in Bangladesh.

*(Prerequisite: BUS 360, MGT 201)*

**MGT 450 Total Quality Management (TQM) (3 credits)**

Total Quality Management is a guided tour along the road to total quality. It reviews the history of quality and examines the wide variety of philosophies, concepts, and techniques for managing, controlling and improving, quality. Quality management is developed as an integrated system of management for organizational improvement. Other topics covered include the quality management guiding principles of leadership commitment, customer focus, employee involvement/teamwork, continuous process improvement, and the systematic use of measurement data. TQM principles and practices; leadership; customer satisfaction; employee involvement; continuous process improvement; supplier partnership; performance measures; statistical process control; ISO 9000; benchmarking; quality function deployment; concurrent engineering; experimental design; Taguchi's quality engineering; and product liability.

*(Prerequisite: MGT 201)*

**MGT/FIN/ECN/ 470 International Finance (3 credits)**

Analysis of the impact of international trade and payments on price formation, allocation of resource, economic welfare, and the level of economic activity in trading countries. Political considerations. Full employment, effects and considerations. Price stability. Economic growth. Free trade. Fixed and flexible exchange rates. Capital Mobility. Equilibrium on the balance of international payments.

*(Prerequisite: ECN 201, ECN202)*

**MGT / FIN 480 International Financial Management (3 credits)**

Environment of international financial management, exchange rate determination and the international monetary system; balance of payment and international economic linkages; the foreign exchange market- forward, futures and options; parity conditions and currency forecasting. Multinational working capital management. Foreign investment analysis: Foreign direct investment and corporate strategy; the cost of capital for foreign direct investment. International financing and international financial market.

*(Prerequisite: FIN 201, MGT 201)*

**MGT 490 Strategic Management (3 credits)**

The course provides students with a comprehensive review of the concepts and principles of strategic management. Students will finish the course being able to understand and apply the steps required to create and evaluate business from a strategic perspective. Strategy can be viewed as the art and science of continuously developing new advantages for the firm so that it effectively execute and competes within its chosen position in the market place and successfully achieves top management's identified objectives, including that of creating value of all stakeholders in the firm. Other topics covered include industry and competitive analysis; strategy and competitive advantage; strategies for competing global markets; and strategies in global Internet era.

*(Prerequisite: MGT 201, Senior Standing)*

## Marketing Courses

### **MKT 201 Principles of Marketing (3 credits)**

Overview. Environment of marketing. Strategic planning and marketing. Information for marketing decisions. Understanding consumers . Consumer life-circle and decision-making. Organizational consumers. Target-market strategy. Product planning , conceiving , developing and managing products. Branding and packaging. Distribution planning , Wholesaling , Advertising and issues thereof. Price planning; pricing strategy and techniques marketing audit-SWOT analysis and the marketing plan. Promotion planning. International marketing. Service and non-profit marketing. Social marketing.

### **MKT 302 Advanced Marketing Management (3 credits)**

Introduction to advanced marketing management topics through the application of various decision -making models and selected computer routines to such market problems as advertising budget, media planning , sales force allocation and pricing. Marketing requirements of different organizations. Importance of service marketing. Ethical , social and issues that arise from marketing. Success factors in export marketing. Modern trends in promotion.

*(Prerequisite: MKT 201)*

### **MKT 330 Sales Force Management (3 credits)**

Sales force recruitment and selection process. Sales force planning. Management of the sales force. Sales and distribution planning. Motivation and retention of the sales force Method of sales, cost and performance analysis.

*(Prerequisite: MKT 201)*

### **MKT 340 Advertising (3 credits)**

Management of the advertising function and its integration with the other forms of promotion. Advertising mix. Selection process of an advertising agency. Advertising brief. Forms of advertising : Television, radio, press Planning the programme, deciding the most effective approach. Evaluation of media. Advertising budget. Advertising research. Economic and social factors.

*(Prerequisite: MKT 201)*

### **MKT 350 Services Marketing (3 credits)**

Introduction to services. Highlighting the importance of services marketing and how it is different from traditional product marketing. Exploring the gaps model of services. Listening to customer requirements. Aligning strategy, service design, and standards. Delivering and performing service. Managing service promises. A holistic perspective of closing all the gaps.

*(Prerequisite: MKT 201)*

### **MKT 360 Marketing Research (3 credits)**

Marketing research process. Preliminary steps and research design. Questionnaires. Secondary and primary data. Sampling. Processing and interpreting data. Evaluation and

effective presentation of findings. Management use of the information in decision-making. A class research project provides practical application of methods studied.

*(Prerequisite: MKT 201, MAT 211)*

**MKT 380 Distribution Management (3 credits)**

Selection and modification of the institutions in a marketing channel of distribution given their operational and behavioural relationship. Evaluation of the physical flow of goods and service. Location decision and support necessary. Space and time aspects of distribution. Location and distribution decisions of goods and services in both profit and non-profit organization. Relating distribution questions to the marketing mix and organizational objectives.

*(Prerequisite: MKT 201)*

**MKT /INB-401 International Marketing (3 credits)**

Aspects of International Marketing. Economic Analysis of Multinational Trade and Business. Basic Trade Theory. Regional Market Agreements. Environmental Factors affecting International Marketing. Perspectives of International Markets. Export-Import Management. International Marketing Decisions.

*(Prerequisite: MKT 201)*

**MKT 450 Product and Pricing Policies (3 credits)**

Important aspects of product planning and development. Product line decisions. Packaging. Brand policies. Guarantees and service. Price theory. Emphasis on special pricing policies. Problems and legal constraints on pricing activity.

*(Prerequisite: MKT 201)*

**MKT 470 Brand Management (3 credits)**

Introduction to the concept of brands and brand management. Consumer-based brand equity. Brand positioning and value. Designing and building brand equity. Integrating marketing communications to brand equity. Sources of brand equity- its measurement and management. Designing and implementing branding strategies. Brand extensions and the naming of new products. Managing brands over time.

*(Prerequisite: MKT 201)*

**MKT 481 Consumer Behaviour (3 credits)**

Theory and practice pertinent to marketing decisions of individuals and business firms. Utilization of theories from behavioural sciences in marketing research. Theories of fashion. Characteristics of goods. Shopping behaviour. Product differentiation. Theory and practice pertinent to marketing decisions of individuals and business firms. Utilization of theories from behavioural sciences in marketing research.

*(Prerequisite: MKT 201)*

## Management Information Systems (MIS) Courses

### **MIS 102      Advanced Computer Skills      (3 credits)**

Introduction to Microcomputer Components: Hardware, software, infoware and Humanware. Hardware: Basic Microcomputer Components: CPU, Primary Memory, Add-on boards. Output Unit: Monitors, Printers, other output units. Input Units: Keyboard, mouse, other input units. Multimedia, secondary storage units: FDD, HDD, other magnetic media, optical media, Hardware standards : ANSI standards, IEEE standards, other independent standards. Managing Hardware Resources: selecting the Hardware, Maintenance and Upgrade plans, compatibility issues, Data security & workplace safety, Digital Communication and computer Network: Basic Networking standards, network design considerations, Software & Application: Using word processing and spreadsheet software, using web as a business resource, internet services, trends, developing simple web page.

*(Prerequisite: CSC 101)*

### **MIS / CSC 305 Object-oriented Programming      (3 credits)**

Revisiting structured programming: arrays, pointers, functions, structure. Object oriented programming Language: Objects and classes, inheritance, reusability, polymorphism. Class specifies and definition of objects. Constructors and destructors. File manipulation. Introduction to a visual programming language.

*(Prerequisite: MIS 102 )*

### **MIS 341      Computers in Business      (3 credits)**

Introduction to computers and software essential for business; spreadsheets; database management systems; microcomputer application in the context of business applications; computer programming of higher level database management software, text editing, graphics and managerial planning applications.

*(Prerequisite : MIS 102)*

### **MIS / CSC 401 Database Management      (3 credits)**

Basic database concepts, conventional file processing, three-level architecture, communication with database systems, database management systems, distributed database, database machines, database administration, hierarchical network and relational database models and their languages, data description and data manipulation languages, structured query language, storage representations and access methods, database design, functional dependencies and decomposition to normal forms, entry-relationship model, database components, security, data directory, transactions and recovery, concurrent processing, database implementation, physical representation, query optimisation, logic for relational database, first -order logic, relational calculus and algebra, intelligent database, deductive database with natural language interface, specific database system, dBASE, FOXPRO, ORACLE etc.

*(Prerequisite: CSC 311 )*

**MIS / CSC 405 Systems Analysis and Design (3 credits)**

Information attributes. Formal and Informal information. Management Information System: subsystems. Information system components and design factors. People and organization; management and decision making process; systems and model; Systems analysis; systems development life cycle strategy; structured analysis; systems prototyping. Tools for determining system requirements; data flow diagrams; decision table and decision trees; prototyping tools, CASE tools. System implementation; input and output designs, database design, software management, and hardware selection. Review of the MIS subsystems. MIS in functional areas of business; MIS and the new technologies. Case Studies of Information Systems.

*(Prerequisite: CSC 401)*

**MIS / CSC 430 Data Communication and Networking (3 credits)**

Basic concepts of network software and hardware; concept of digital data and data transmission. Strainers for LAN; reference models: OSI and TCP; protocol layers. Transmission. media: broadband, base band, fibre optics, wireless technologies; modems, modulation techniques and command sets; terminal handling and data switching techniques; computer networking: network architecture, network topology,. LAN internetworking: topology, repeaters, bridges and routers. Components of LAN operating systems. Case studies: Novell, NT.

*(Prerequisite: Senior Standing)*

**ACN / MIS / CIS 441 Accounting Information Systems (3 credits)**

Overview of accounting information system; organization and accounting information system; accounting information processing; accounts system development; system analysis and acquisition; computers and AIS; software; data communication; databases and file oriented systems; control of AIS; revenue cycle; personnel cycle; cash receipt and disbursement; capital asset and financial statements.

*(Prerequisite: ACN 201)*

**MIS / CIS 442 Management Information Systems (3 credits)**

Concept of information system; system analysis; computer application in organization; techniques of systems analysis; system design and implementation; information management are studied in the organizational context of management information needs; fundamental concepts of systems, information are studied as integral parts of accounting, financial, marketing and production information systems.

*(Prerequisite: Senior Standing)*

**MIS / CSC 455 Web Applications and Internet (3 credits)**

Worldwide Web: overview of popular browsers; anatomy of web presentation; linear and hierarchical navigation. Designing HTML files: hypertexts and linking; multimedia and web pages. Scripting languages: CGI and ISAPI; dynamic HTML, scripting; cascading style sheet; WWW database. Introduction to Java language: its object-oriented nature and Java environment; Java applets; objects and classes; Interfaces and packages; multithreading. Web servers: security and access controls.

*(Prerequisite: MIS 102/ Senior Standing)*

**MIS/ CSC 465 E-commerce (3 credits)**

WWW database. Introduction to Java language: its object-oriented nature and Java environment; Java applets; objects and classes; Interfaces and packages; multithreading. Web servers: security and access controls. Integrating database with Internet and Intranets, Windows DNA architecture, Dynamic Web pages, working with remote data services, developing data-enabled Internet Applications, Active Server Pages. Issues of e-commerce, evolution from EDI to Internet, introduction to e-commerce technologies, security issues, e-commerce models, virtual economy.

*(Prerequisite: MIS 102 / Senior Standing)*

**MIS 470 Decision Support Systems (3 credits)**

This course introduces students to the concept of Business Information systems in Organizations and how Information systems can assist managers in making better, faster and more analytical approach in Decision Making Process in any given situations to get competitive and strategic advantages. It will also stimulate an understanding of the current state of business information systems in terms of their development, their capability, and their role in corporate strategy. This will necessarily involve examining information systems in different functional and transactional contexts. Beyond current approaches, students will refreshed with basic information on new technologies including artificial intelligence and expert systems, which will play a critical role in future systems for any viable organization.

*(Prerequisite: MIS 102 / Senior Standing)*

**MIS 480 Knowledge Management Systems (3 credits)**

This course is designed to define the role of Knowledge Management Systems (KMS) in organizations, various components needed to manage knowledge in an organization, leadership skills required to lead a KM initiative, evaluation of existing KM tools and systems, the difference between KM and data management, content management, and information retrieval. It gives special attention to management information systems theories in the organizational setting including: transaction processing, operational reporting, decision support systems and executive information systems. It also includes all phases of the systems development life cycle (SDLC) as well as system maintenance strategies and planning. It emphasizes the human aspects of change management, training and implementation. The course includes case analysis from texts and real world examples.

*(Prerequisite: MIS 102 / Senior Standing)*



## B.Sc in Economics

### Total variable requirement for Graduation

**121-122 Credits**

#### 1. Foundation Courses

**40 - 41 Credits**

#### 2. Economics Department Core Courses

**51 credits**

ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
ECN 203	Mathematics for Economics	3
ECN 220	Economy of Bangladesh	3
ECN 301	Intermediate Microeconomics	3
ECN 302	Intermediate Macroeconomics	3
ECN 308	International Trade	3
ECN 310	Money and Banking	3
ECN 320	Econometrics	3
ECN 330	Development Economics	3
ECN 350/ENV 301	Environmental Economics	3
ECN 401	Microeconomic Theory	3
ECN 402	Macroeconomic Theory	3
ECN/FIN 470	International Finance	3
ECN 486	Research Methodology	3
ECN 490	Research Project/ Thesis	6

#### 3. Elective Courses

<b>Elective Courses</b>		
<b>Total 15 Credit Hours</b>		
<b>Any five courses from the following</b>		
ECN 303	Agricultural Economics	3
ECN 335	Political Economy of Development	3
ECN 340	Public Finance	3
ECN 351	Labor Economics	3
ECN 361	History of Economic Thoughts	3
ECN 380	Urban and Regional Economics	3
ECN 382	Health Economics	3
ECN 385	Industrial Organization	3
ECN 420	Applied Econometrics	3
ECN 425	Mathematical Economics	3
ECN 431	Welfare Economics	3
ECN 435	Game Theory	3
ECN 442	Gender and Development	3

ECN 441/ENV 404	Natural Resource Economics	3
ECN 445	Technology and Economic Development	3
ECN 450	Project Analysis	3

**Minor Course Requirement for Economics for Business (BBA) Students:**

<b>Minor Courses</b>		<b>15 Credits</b>
<b>The course requirements for Business Students intending to Minor in BSc Economics:</b>		
<b>Minor in Economics Total 15 Credit Hours</b>		
<b>Group: A (6 Credit Hours)</b>		
ECN 301	Intermediate Microeconomics	3
ECN 302	Intermediate Macroeconomics	3
<b>Group: B (9 Credit Hours)</b>		
<b>Select any three courses from 300 &amp; 400 level; see BSc Economics course list.</b>		

**Minor Course Requirement for Non-Business Students**

The course requirements for non-business students intending to minor in BSc Economics:

<b>Minor in Economics Total 12 Credit Hours</b>		
<b>Group: A (12 Credit Hours)</b>		
ECN 201	Principles of Microeconomics	3
ECN 202	Principles of Macroeconomics	3
ECN 301	Intermediate Microeconomics	3
ECN 302	Intermediate Macroeconomics	3
<b>Group: B (3 Credit Hours)</b>		
<b>Select any one course from 300 &amp; 400 level; see Bsc Economics course list</b>		

## Economics Department Core Courses

### **ECN 201 Principles of Microeconomics (3 credits)**

Basic concepts of Economics. Overview of microeconomics, concepts, tools and techniques. Theory of demand, Elasticity consumer behaviour and market demand. Theory of production: production and cost functions. Price and out put determination in different product markets. Perfect competition, monopoly, oligopoly and monopolistic competition. Factor markets, pricing of factors of production. Markets and economic efficiency: public goods and externalities.

### **ECN 202 Principles of Macroeconomics (3 credits)**

Basic concepts of Economics. Macroeconomics, concepts, tools and techniques are introduced in this course. National income and other related concepts. Measurements and use, aggregate demand and supply, consumption and saving, investment. Demand and supply of money, and demand and supply of labor. Theories of national income determination in a closed economy. Business cycles, unemployment and inflation, fiscal, monetary and income policies. National income determination in an open economy, internal and external balance. Economic growth. Introduction to different schools of macroeconomics with respect to the determination of output, employment, unemployment, interest rates, inflation. Introduces basic models of macroeconomics and illustrates principles with the experience of different economies.

### **ECN 203 Mathematics for Economics (3 credits)**

Why economists use mathematics? Economic variables and their relations. Formalizing decisions as functions. Differential calculus and its uses. Constrained optimization: profit maximization and cost minimization. Preferences and demand function; technologies and cost functions; Systems of linear equations; Matrix algebra and input output models; exchange models; Linear programming; Introduction to integral calculus and differential equations.

*(Prerequisite: MAT 101)*

### **ECN 220 Economy of Bangladesh (3 credits)**

Overview of Bangladesh economy in transition; brief historical background. Resource base: natural and human; capital accumulation and financial growth; Long-term structural transformation; Agrarian transformation: green revolution, structure of agriculture; food production. Rural transformation: growth of off-farm employment; Urbanization; Demographic transition; industrialization; growth of services; financial transformation: money, credit and capital. Infrastructure development: physical and social. Development policy in transition; NGOs and private sector's contribution; international trade, aid and remittances. Growth outlook.

*(Prerequisite: ECN 201, ECN 202)*

### **ECN 301 Intermediate Microeconomics (3 credits)**

More advanced than ECN201, this course studies issues of microeconomic modeling. Modeling of individual decision: optimal choice by consumers, producers, savers and

investors; Modeling social choice; Modeling market interactions: price theory. Modeling bargaining and competition; Modeling choice of technology; modeling fertility choices.  
(*Prerequisite: ECN 201, ECN 202*)

**ECN 302 Intermediate Macroeconomics (3 credits)**

More advanced than ECN202, this course studies issues of macroeconomic modeling and major debates on Say's law, Phillips Curve, neutrality of money and real business cycle. Modeling Say's Law; Why Say's Law fails? Modeling Keynesian AD-AS interaction with inflationary and deflationary gaps; savings-investment equilibrium, IS-LM framework; Closed and open economy models; Modeling Phillips curve and its criticisms; Modeling expectations: Keynesian animal spirit, adaptive and rational expectations; Modeling the role of money; the multiplier model; modeling business cycles; studying the effects of money supply shocks on prices and outputs. Neutrality versus non-neutrality of money. Critical evaluation of classical, Keynesian, monetarist, and new classical macroeconomics.

(*Prerequisite: ECN 201, ECN 202*)

**ECN 308 International Trade (3 credits)**

From autarky to trade: institutional prerequisites for trade. Gains from trade: Ricardian and Mengerian measures of gain. Brief review of classical trade theory: Smith and Ricardo. Neoclassical trade theory of Heckscher, Ohlin, and Samuelson. Factor abundance and factor proportions; Rybczynski Theorem. Stolper- Samuelson theorem. Factor Price Equalisation. Leontief paradox. Role of money in trade: Growth and trade: the source of economic growth. The effects of growth on small country/ immiserisation thesis, Prebisch thesis. terms of trade. Growth in the world trade and its impact on north and south. Tariff. partial and general equilibrium analysis of tariff. The optimal tariff. Protection and its costs; Arguments for and against protection. Export taxes and subsidies. Quantitative restrictions. International cartel, dumping and voluntary restrictions, customs unions and economic integration.

(*Prerequisite: ECN 201, ECN 202*)

**ECN 310 Money and Banking (3 credits)**

Financial markets and institutions; development of contemporary system of money, banking, and financial institutions. Central bank policy, policy goals and tools; operation of the central bank in regulating financial institutions and in controlling inflation and unemployment; Regulation of capital markets, speculative markets, and portfolio theory. Financial instruments: money, bond/debt, stock/equity, and domestic/foreign currency markets; Adverse selection and moral hazard in determining what types of financial instruments exist and how financial markets and institutions are organized: micro-credit movement;; global financial flows and Bangladesh.

(*Prerequisite: ECN 201, ECN 202*)

**ECN 320 Econometrics (3 credits)**

This course provides an introduction to multiple linear regression methods, including the use in estimating and testing the validity of models in economics, finance and business. The topics covered include the classical assumptions underlying the linear model; the

properties of the ordinary least squares estimator; probability distributions and their application to interval estimation and hypothesis testing; the generalized least squares estimator; an introduction to the problems of heteroscedasticity, serial correlation, multicollinearity, structural breaks and stochastic regressors.

*(Prerequisite: MAT 211, ECN203)*

**ECN 330 Development Economics (3 credits)**

This course examines theoretical and empirical issues in economic development, focusing on the nature of development; the role of history and expectations in development process; interconnections between economic inequality and development; population, education and human capital issues; household, family and gender concern; the rural - urban migration; markets in agriculture; credit markets, insurance and savings; political economy of development. The objective of the course is to provide students with the necessary knowledge and skills to interpret academic literature on development and to draw implications for policy.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 350/ENV 301 Environmental Economics (3 credits)**

The course starts with a discussion of growth, environmental restriction and sustainability. The basic economic concepts of government regulations and market failure, externality, public goods and (common) property are explained. This forms a basis for discussing and comparing various policy instruments such as command-and-control regulation, taxes, tradable permits and the criteria by which to judge various policy instruments when they are actually implemented in complex real world situation. Some time is also spent on natural resource accounting, cost-benefit analysis and on discussing the various complex issues of valuing environmental services, the use of shadow prices etc.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 401 Microeconomic Theory (3 credits)**

The course will attempt to develop students' capacity for strategic reasoning via the translation of economic stories into simple models, spelling out every step of each argument in detail. The broad objective of the course is to lay the foundation for empirical applications in microeconomics. In order to accomplish this broad objective, the course discusses theory of the firm, consumer behavior, market structure, theory of public goods and externalities, welfare economics, and information economics.

*(Prerequisite: ECN 301)*

**ECN 402 Macroeconomic Theory (3 credits)**

The course involves discussions on neoclassical and endogenous growth theories, real business cycle and new Keynesian theories of economic fluctuations, monetary theory, macroeconomic policy, and open-economy macroeconomics. Topics also include; consumption theories, theories of prices, output inflation and unemployment. Fiscal and monetary policy.

*(Prerequisite: ECN 302)*

**ECN/FIN 470 International Finance (3 credits)**

Analysis of the impact of international trade and payments on price formation, allocation of resource, economic welfare, and the level of economic activity in trading countries. Political considerations. Full employment, effects and considerations. Price stability. Economic growth. Free trade. Fixed and flexible exchange rates. Capital Mobility. Equilibrium on the balance of international payments.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 486 Research Methodology (3 credits)**

This course provides an introduction to the fundamentals of social research by comparing the approaches of several different research methods. Focusing on research design, data collection, data analysis, and the ethics of research, the students will explore the strengths and weaknesses of the different methods. The ultimate goals of the course are (1) to have developed the ability to critically evaluate various forms of social research from a methodological standpoint and (2) to be able to conceptualize and design a research project at the end of the course.

*(Prerequisite: ECN 320)*

**ECN 490 Research Project/ Thesis (6 credits)**

Students will write a research essay by end of the undergraduate program to demonstrate skills learned in the program. This will be individual supervision by faculty members; student will propose their research title and supervisors name to the department for approval at least three months in advance. The length of the essay should be approximately 50 pages.

*(Prerequisite: ECN 320, ECN 486)*

**Elective Courses****ECN 303 Agricultural Economics (3 credits)**

This course will cover the rationale for government intervention in the agri-food sector, policy objectives and instruments of government intervention, international trade, agricultural protectionism and WTO; and world food safety and food security. Other topics to be covered will include characteristics and determinants of agricultural demand and supply, economic analysis of rural households, government support mechanisms, economics of food safety and security, economics of share-cropping, sustainable resource use and environmental protection.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 335 Political Economy of Development (3 credits)**

Economic development under colonialism, the colonial legacy, population, trade and development, land reform, the Green Revolution, industrialization strategies, distribution of the gains from development and growth. Political economy of institutions and research methodology in political economy is also discussed. Each topic is discussed in the context of a developing country. Comparative analyses of different economies are considered.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 351 Labor Economics (3 credits)**

This course is an introduction to the study of labor economics. It provides an overview of labor supply and labor demand models, with extensions to models of taxes and tax credits, welfare, and social security. The focus then shifts to models of wage determination and extensions such as the effects of minimum wage, performance-based pay, unions, and discrimination. The course will be equally devoted to both theoretical and empirical analysis of these issues. Topics broadly covers; demand for labor, overview of labor market and elasticity, supply of labor, labor unions, human capital theory, labor mobility and wage differentials, international labor mobility

*(Prerequisite: ECN 301)*

**ECN 361 History of Economic Thought (3 credits)**

The purpose of the course is to give the students an overview of the growth and development of the economic thought. Topics covered: Introduction to different schools of thought, Ancient and Medieval Economic Thought, Mercantilism, Harbingers of Adam Smith, Adam Smith: Value Theory, Growth and Income Distribution, Political Economy and Ideology; Malthus and Ricardo: Population and Scarcity, the theory of Value and Distribution, Accumulation and Gluts; Karl Marx: Value Theory, Accumulation, Growth and Crises. Developments and formations of modern economics in light of economic history; recent development is economic thoughts such as rational expectations, experimental economics and role of game theory in economics.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 380 Urban and Regional Economics (3 credits)**

This course is an extension of microeconomic foundations of regional and urban economics to recent advances in economic growth and development, economic structure, land-use, public finance, housing, social welfare, environmental quality, and transportation. It will also analyze the urban growth and development, and regional economic development within the framework of economic theory. The discussion centers on urban and regional growth, urban problem areas and urban-regional policy issues, analysis of the underlying concepts and characteristic features of modern economic systems.

*(Prerequisite: ECN 201)*

**ECN 382 Health Economics (3 credits)**

This course covers the application of economic principles to the study of health. Topics include the demand for health care and its supply; issues in health care finance, including uncertainty, insurance, and the rationale for public and private provision; the extent to which welfare economics can be applied to health, including definitions of inequality and the links between inequalities in income and health; health services for the poor and the role of government and health in the context of a developing country; overview of the national health system and recent development in Bangladesh health system; and

evaluation of health care treatments with focus on cost effectiveness and cost utility analysis.

*(Prerequisite: ECN 201)*

**ECN 385 Industrial Organization (3 credits)**

This course is a relatively advanced undergraduate course in Industrial Organization. In this course we will consider variations in the market structures away from extremes of perfect competition and monopoly. Topics include; overview of course; competition policy: history, welfare measures, competition law; monopoly; static games and Cournot competition; Bertrand competition; Dynamic Games and First and Second Movers; Collusion; product differentiation; limit pricing and entry deterrence; bundling: theory and policy issues; advertising; research and development; mergers.

*(Prerequisite: ECN 301, ECN 302)*

**ECN 420 Applied Econometrics (3 credits)**

Topics covered include applied regression tools, including simple and multivariate regression analysis; linear, non-linear, and qualitative dependent variable models, distributed lags, seemingly unrelated regression, model specification and validation tests.

*(Prerequisite: ECN 320)*

**ECN 425 Mathematical Economics (3 credits)**

The objective of this course in Mathematical Economics is to prepare students for future graduate level course work in the field of economics. Optimization problems: the n-variable case; optimization with equality constraints: the n-variable case; first and second order differential equations; first and second order difference equations. concavity and static optimization. Concave functions; homogeneous functions; constrained optimization and Kuhn-Tucker conditions; closed, convex and compact sets; quasi-concave functions; the envelope theorem; applications to consumer and producer theory; continuous time dynamics and dynamic optimization. Hamiltonians, maximum principle conditions and time dynamic optimization models.

*(Prerequisite: ECN 203)*

**ECN 431 Welfare Economics (3 credits)**

The course covers welfare theory, theory of public goods, cost benefit analysis, budgetary issues and legislation, public choice, taxation theory and practice, tax reform, the welfare state, efficiency, targeting and poverty traps, insurance markets, social insurance, pensions and the economics of the ageing population. The course draws on the rich source of innovative developments in state expenditure, project evaluation, taxation, privatization and accountability that are associated with the public sector and tax reforms from local, regional and international cases.

*(Prerequisite: ECN 301)*

**ECN 435 Game Theory (3 credits)**

In this course, the basic tools of game theoretic analysis will be introduced. Some of the many applications of game theory, primarily in economics and political science will be



introduced. The course discusses the following main themes of models of imperfect competition, evolution of game theory and description of economic behavior, and repeated games and cooperative behavior.

*(Prerequisite: ECN 301)*

**ECN 441/ENV404 Natural Resource Economics (3 credits)**

An Overview of Depletable and Renewable Resource Use. Depletable Energy Resources: Oil, Gas, Coal and Uranium. Recyclable Resources: Solar, Water and Wind. Petroleum and OPEC. Water as a depletable resource. Agriculture as a private resource. The forests as a storable resource. The fisheries as a common- property resource. Generalized Resource Scarcity. Case studies on the economic of energy, environment and development.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 442 Gender and Development (3 credits)**

The course will primarily focus on the main models used in gender and development theory and to compare the strengths and weaknesses of these models. It will discuss the background to the emergence of gender awareness in development theory and practice as well as define 'social development' and identify its origins in development theory and practice. It also touches upon the factors determining the social development agenda and models, such as home production models.

*(Prerequisite: ECN 201, ECN 202)*

**ECN 445 Technology and Economic Development (3 credits)**

The course will begin with an overview of theories of economic growth and role of technology in the models. This course also aims to discuss theoretical technology diffusion models and reasons for unequal access to Information and Communication Technologies (ICTs) within developing countries and between countries. This will cover specific topics related to sources and dynamics of technical innovation in different countries with specific reference to economic development.

*(Prerequisite: ECN 301, ECN 302)*

**ECN 450 Project Analysis (3 credits)**

The topics in the course include; Pareto optimality, actual or potential Pareto improvements, public goods vs private goods and the general principles of valuation of benefits and costs, the concept of net social benefit, specific guidelines, the competitive market, valuation with market prices, valuation without market prices.

*(Prerequisite: ECN 301)*