

## BACHELOR PROGRAM IN COMMERCE

Number of credits required: 120

| Semester                        | Course Code          | Subject                                      | Number of credit |
|---------------------------------|----------------------|--|------------------|
| <b>1</b><br><b>(15 credits)</b> |                      | <b>Core Subjects</b>                         | <b>13</b>        |
|                                 |                      | Fundamental Principles of Marxism-Leninism 1 | 2                |
|                                 |                      | Foreign Language 1                           | 3                |
|                                 |                      | Mathematical Economics 1                     | 4                |
|                                 |                      | Communication Skills                         | 2                |
|                                 |                      | Fundamentals of Legislation                  | 2                |
|                                 |                      | Physical Education 1                         | 2                |
|                                 |                      | <b>Elective Subjects</b>                     | <b>2</b>         |
|                                 |                      | Fundamentals of Psychology                   | 2                |
|                                 |                      | Fundamentals of Logic                        | 2                |
| <b>2</b><br><b>(16 credits)</b> |                      | <b>Core Subjects</b>                         | <b>12</b>        |
|                                 |                      | General Informatics                          | 3                |
|                                 |                      | Fundamental Principles of Marxism-Leninism 2 | 3                |
|                                 |                      | Ho Chi Minh's Ideology                       | 2                |
|                                 |                      | Foreign Language 2                           | 4                |
|                                 |                      | <b>Elective Subjects</b>                     | <b>4</b>         |
|                                 |                      | Problem-solving Skills                       | 2                |
|                                 |                      | Teamwork Skills                              | 2                |
|                                 |                      | Fundamentals of Vietnamese Culture           | 2                |
| <b>3</b><br><b>(17 credits)</b> |                      | <b>Core Subjects</b>                         | <b>15</b>        |
|                                 |                      | Micro-Economics                              | 3                |
|                                 |                      | Fundamentals of Economic Statistics          | 3                |
|                                 |                      | Trade and Environment                        | 3                |
|                                 |                      | Business English                             | 3                |
|                                 |                      | Probability and Mathematical Statistics      | 3                |
|                                 |                      | <b>Elective Subjects</b>                     | <b>2</b>         |
|                                 |                      | Mathematical Economics 2                     | 2                |
|                                 |                      | Applied Informatics in Economics             | 2                |
| <b>4</b><br><b>(15 credits)</b> |                      | <b>Core Subjects</b>                         | <b>14</b>        |
|                                 |                      | Fundamentals of Accounting                   | 3                |
|                                 |                      | Macro-Economics                              | 3                |
|                                 |                      | Econometrics                                 | 3                |
|                                 |                      | Fundamentals of Marketing                    | 3                |
|                                 |                      | <b>Elective Subjects</b>                     | <b>3</b>         |
|                                 |                      | Forecasting in Business and Economics        | 3                |
|                                 |                      | Business Law                                 | 3                |
|                                 | <b>Core Subjects</b> | <b>14</b>                                    |                  |

|                                 |   |           |
|---------------------------------|---|-----------|
| <b>5</b><br><b>(17 credits)</b> | Organizational Behaviour                            | 3         |
|                                 | Management  | 3         |
|                                 | Trade Theory and Policy                             | 3         |
|                                 | E-Commerce  | 3         |
|                                 | The Methodology of Scientific Research              | 2         |
|                                 | <b>Elective Subjects</b>                            | <b>3</b>  |
|                                 | Business Negotiation                                | 3         |
|                                 | Business Ethics                                     | 3         |
| <b>6</b><br><b>(15 credits)</b> | <b>Core Subjects</b>                                | <b>15</b> |
|                                 | Management in Commercial Enterprises                | 3         |
|                                 | Revolutionary strategies of Vietnam Communist Party | 3         |
|                                 | Starting a Business                                 | 3         |
|                                 | Financial Management                                | 3         |
|                                 | Managerial Accounting                               | 3         |
| <b>7</b><br><b>(15 credits)</b> | <b>Core Subjects</b>                                | <b>6</b>  |
|                                 | Impor – Export Buisness                             | 3         |
|                                 | Supply Chain Management                             | 3         |
|                                 | <b>Elective Subjects</b>                            | <b>9</b>  |
|                                 | <b>Group: International Trade</b>                   |           |
|                                 | International Payment                               | 3         |
|                                 | Law in International Commercial Contracts           | 3         |
|                                 | Taxes on International Trade                        | 3         |
|                                 | International Business                              | 3         |
|                                 | <b>Group: Marketing</b>                             |           |
|                                 | Customer Behaviour                                  | 3         |
|                                 | Marketing Management                                | 3         |
|                                 | Brand Management                                    | 3         |
|                                 | Marketing Research                                  | 3         |
|                                 | <b>Group: Enterpirse Management</b>                 |           |
|                                 | Human Resource Managemnt                            | 3         |
|                                 | Risk Management                                     | 3         |
|                                 | Strategic Management                                | 3         |
| Art of Leadership               | 3   |           |
| <b>8</b><br><b>(10 credits)</b> | Professional Internship                             | 4         |
|                                 | Retailing Management                                | 3         |
|                                 | Customer Relationship Management                    | 3         |

Note: Students who have enough conditions and receive a final thesis will not study subjects in the 8<sup>th</sup> semester.