

DESCRIPTION AND LEARNING OUTCOMES OF ALL COURSES/SUBJECTS OF THE MBA PROGRAM

Foundation Courses:

Course Code: BUS 500

Credits : 00

Course Name: Communication Skills for Managers

Course Description: Communication in general is incidental and hardly requires any superior cognitive capital and advanced training. Business communication, however, is intentional given that it happens within the parameters of context, client, and purpose. These parameters (e.g., context, client, and purpose) always shift and expand; as such, business communication presupposes expertise. The ability to speak and write well hardly predicts success in business communication, for communication is no longer linguistic. It is also critically technological. Effective business communication these days presupposes technology literacy. Computers, Internet, and cellphones are inseparably implicated in such genres of communication as emails, video conferencing, and hybrid memos with language and images. Under these circumstances, the challenges and possibilities of business communication abide by multiples restrictions as well as options. This course considers the complex landscape of business communication to provide students with the skills and strategies to draft and transmit messages in an informed and effective fashion. In the course, learners will be introduced to the latest ideas, theories, information, and assumptions, which underpin formal, engaging, and ethical business communication. As the course ends, learners will have linguistic, theoretical, and technological wherewithal so that they understand –and they are understood– in various modes, contexts, and audiences of communication in business.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	learn the various modes and methods of communication across various business contexts
CLO2	critique and compose various documents pertinent to business communication
CLO3	Learn the latest ideas, theories, information, and assumptions, which underpin formal, engaging, and ethical business communication.
CLO4	Students will have linguistic, theoretical, and technological wherewithal so that they understand –and they are understood– in various modes, contexts, and audiences of communication, formal or informal.

Course Code: BUS 501

Credits : 03

Course Name: Business Mathematics

Course Description: This is one of the foundation courses in the MBA program. The course intends to develop quantitative aptitude and basic mathematical skill that is useful in business analysis. It covers a wide range of topics including sequence and series, functions, equations and graphs, system of equations, matrix algebra, linear programming, mathematics of finance, differential calculus, optimization, integral calculus etc. Application of the mathematical tools in business and economics is a central focus of the course. Objective of the course is to develop quantitative aptitude of students and to familiarize them with basic mathematical concepts and techniques that are useful in business decision-making process.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand different types of functions and relations and apply them in formulating and solving problems related to business and economics including cost, revenue, break-even and profit maximization concepts etc.
CLO2	Understand and solve basic problems related to financial decision
CLO3	Formulate and solve business problems using system of linear equations and inequalities
CLO4	Understand the concepts of differential and integral calculus and their use in business and economics
CLO5	Solve optimization problems related to business and economics

Course Code: BUS 505
Course Name: Accounting Principles

Credits : 03

Course Description: Accounting is a fundamental tool for an executive to record, report, analyze and utilize information on all business economic activities to determine the past, present and future performances of the company. Irrespective of an executive's expertise and position; everyone needs a clear understanding of the basic principles of accounting in order to achieve company objectives. Accounting is a data processing and information system. All the data are processed into financial statements, like the income statement, the balance sheet and the cash flow statement. The main objectives of the course include: • developing an understanding of the different accounts that are commonly used in day-to-day business; • teaching how to prepare these statements, and • analyzing them for decision making.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	recognize different components of accounts, i.e., Assets, Liabilities, Income, Expenses and Owners Equity
CLO2	understand the financial statements, i.e., Income Statement, Balance Sheet, Cash Flow Statement etc.
CLO3	use different accounting methods for inventory valuation, depreciation, depletion and amortization of assets etc
CLO4	analyze financial statements for making decisions.
CLO5	describe changing role of the accounting profession.

Course Code: BUS 511
Course Name: Business Statistics

Credits : 03

Course Description: This course provides the statistical foundations needed to make informed decisions, backed up by data. You will learn statistical concepts and tools that enable you to understand topics such as risk analysis, market research and quality management. The course will include many hands-on sessions with statistical software such as Minitab and Microsoft Excel. The material in the course will be taught with an emphasis on applications. The course begins with a review of descriptive statistics, probability, random variables, and discrete and continuous probability distributions. Then the course studies sampling, confidence intervals, hypothesis testing, correlation analysis, analysis of variance, simple and multiple regressions, index numbers, and non-parametric statistics.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	use descriptive statistics to summarize a set of data
CLO2	recognize the characteristics under which a managerial situation could be described by a probability distribution
CLO3	use sample results to make estimates of population parameters • use sample results to test theories (hypotheses) about population parameters • use sample results from two (or more) sets of data to determine if there are differences between two (or more) population parameters
CLO4	use covariance, analysis of variance, and regression to estimate the relationship between two (or more) sets of data
CLO5	use Excel and Minitab for data analysis and interpretation of data analysis output • write a statistical report in the form of research paper

Course Code: BUS 516
Course Name: Computer Information Systems

Credits : 03

Course Description: This course provides an introduction to Management Information Systems and explores how Information Systems (IS) influence various organizational functions such as managerial operations and decision makings, overall strategic initiatives and corporate objectives. It is important to note that this course is designed for general MBA students and hence, will not focus on technical details. Rather, it will emphasize on the managerial perspectives while investigating an IS issue.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Identify how Information Systems influence business at a global scale
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CLO2	Identify the ethical and social issues attached to the use of IS
CLO3	Understand the impacts of new generation personal and organizational technologies on managerial decision makings
CLO4	Learn about IT infrastructure, security and privacy issues

Course Code: BUS 518

Credits : 03

Course Name: Business Law and Ethics

Course Description: The course is designed to provide students with an understanding of the legal and ethical issues of the business. The legal environment and business laws in the local context are covered. The courses specifically focus on laws relating to the formation of the contract, remedies in breach of contract and types of contracts, employment and labor laws, industrial laws, and laws related to corporate formation, governance, and corporate finance. In addition, ethical issues confronting managers in local and global contexts will be discussed through case analysis.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Identify moral questions that business activity specifically creates and re-examine their knowledge of business and economic concepts from an ethical perspective
CLO2	Appreciate the relevance of business law to individuals and businesses and the role of law in an economic, political, and social context
CLO3	Identify the fundamental legal principles behind contractual agreements
CLO4	Explain the legal and fiscal structure of different forms of business organizations and their responsibilities as an employer
CLO5	Conduct effective and targeted research in case law, legislation, and academic legal commentary at both the national and international levels; Acquire problem-solving techniques and be able to present coherent, concise legal argument

Course Code: BUS 520

Credits : 03

Course Name: Management and Organizational Behavior

Course Description: This course integrates the study of management principles and practices with the study of human behavior within organizations. Topics include perception and decision making, conflict, organizational culture, motivation, leadership, communication and interpersonal relationships. The objective of this module is to enhance skill in perceiving different organizational relations, improving decision making ability, and resolving organizational conflicts and politics. Also, it will explain the complexity of motivation and provide its theoretical paradigm.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the theoretical underpinnings of organizational relations and organizational management
CLO2	Analyze perception process in the organizational life and develop appropriate decision-making skill as a manager
CLO3	Conceive appropriate traits of personality to demonstrate performance of a good manager. Recognize positive and negative aspects of conflict and select appropriate conflict resolution strategies in the organizational life
CLO4	Diagnose the impact that different cultural attitudes and values have on organizational behavior
CLO5	Address and use a systematic and comprehensive approach to solve organizational problems as the leader keeping organizational ethics

Course Code: BUS 525

Credits : 03

Course Name: Managerial Economics

Course Description: Managerial Economics is a mixture of intermediate and advanced level theoretical and applied microeconomics. The unit places strong emphasis on developing analytical and theoretical skills as a means of encouraging rigorous and logical thinking about real-world economic questions. Throughout this unit, a framework is developed from the standpoint of individual decision-makers that allows the economic behavior of consumers,

producers, markets and society as a whole to be analyzed. Topics covered include consumer choice and consumer welfare measurement; demand for goods and labor supply; choice in the presence of risk; theory of the firm; production and cost theory; profit maximization; perfect competition; monopoly; oligopoly; game theory; public goods and externality.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	analyze consumer buying decision making process
CLO2	make decision about production in a cost-effective way
CLO3	Understand the basics of market analysis
CLO4	describe the role of government in the economy
CLO5	Understand different market structures with respect to managerial decision-making process

Course Code: BUS 530

Credits

: 03

Course Name: Economic Conditions Analysis

Course Description: Economic Conditions Analysis is an intermediate level theoretical and applied macroeconomics course. Business decisions heavily depend on the changes in the economic factors such as national income growth, inflation rate, employment rate, foreign direct investment, budgeting, etc. Thus, as a future manager, it is important for the MBA students to understand how these factors behave and are inter-linked to each other. Public policy changes such as revision of monetary and fiscal policy impacts are vital for business development. The unit thus places strong emphasis on developing analytical and theoretical skills as a means of encouraging rigorous and logical thinking about real-world macroeconomic issues. Throughout this unit, a framework is developed by which behavior of the overall economy (both internal and external) can be examined. Topics covered include national income accounting, employment and inflation analysis, components of national income, aggregate demand and supply response, monetary and fiscal policies, international trade policies, and exchange rate policies.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	evaluate economic performances of the economy through national income, GDP, GNP, consumer price index, inflation, unemployment, etc.
CLO2	understand aggregate demand and supply (through IS-LM model) for business decision making process
CLO3	Analyze the applications of fiscal and monetary policy in the economy
CLO4	Describe different growth theories applied by world economies.
CLO5	understand the basics of international trade and exchange rate policies

Course Code: BUS 535

Credits

: 03

Course Name: Business Research Methods

Course Description: Business research is the foundation for building knowledge about the market. It's an exciting and critical aspect of business. It covers a wide range of phenomena and it can help to answer many questions and reduce the uncertainty in decision making. This course is taught with a practice orientation. It is hoped that students will gain a practical and sound understanding of how business research is conducted in the real business environment. After completing the course students will be able to write research proposals, identify research problems, design survey questionnaires, analyze data and write a research report.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Discuss and apply different research approaches and methodologies
CLO2	Develop data collection instrument according to the underlying theoretical framework.
CLO3	Explain how to conduct data collection and analyze the data (quantitative and qualitative)
CLO4	Refine research questions to meet research objectives/questions. Construct and document an appropriate research design, including argumentation for data collection and analysis methods/techniques
CLO5	Discuss limitations and potential contribution to theory and practice of research

Advanced Courses:

Course Code: BUS 601

Credits

: 03

Course Name: Human Resource Management

Course Description: This course examines various essential functions, approaches, and the process of HRM through discussions and case studies. Topics include nature and scope of HRM, perspectives of HRM, differences with personnel management, job analysis, HR recruitment and selection, training and development, compensation management, employee safety and security, Employee relations, etc.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate a clear and concise understanding of HRM practice in business enterprises.
CLO2	To solve cases using their rationales based on HRM practices
CLO3	Exhibit critical thinking and problem solving of issues based on project work and case analysis.
CLO4	Be able to determine the actual human resource management needs of an organization
CLO5	Show effective academic report writing and presentation skill

Course Code: BUS 620

Credits

: 03

Course Name: Marketing Management

Course Description: This course is an intermediate level course on Marketing. The unit places strong emphasis on developing analytical and theoretical skills as a means of encouraging rigorous and logical thinking about real-world marketing practices. In this course, emphasis will be given to marketing practices in Bangladesh. Throughout this unit, a framework is developed from the standpoint of individual decision-makers that allows the marketing behavior of consumers, producers, markets and society as a whole to be analyzed. Throughout this unit, students' understanding will be developed in a way that they can formulate marketing strategies considering the evolving marketing practices in the real world. Topics covered include understanding marketing from manager point of view, understanding and selecting markets for operations, marketing mix for goods and services, branding methodologies, distribution management, promotional activities, etc.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the key concepts of marketing along with target market selection process
CLO2	Understand the marketing mix components for both goods and service marketing
CLO3	analyze marketing research in decision making process
CLO4	Understand the basics business-to-consumer and business-to-business marketing
CLO5	to describe the role of ethical practices in marketing

Course Code: BUS 635

Credits

: 03

Course Name: Managerial Finance

Course Description: Managerial Finance is an advanced-level course in the MBA program. Completion of this course is a prerequisite for all other Finance major courses within the program. A key objective of the course is to help students understand the essential concepts of finance required for effective managerial decision-making. The curriculum covers both theory and practical tools across topics such as Financial Statements and Analysis, Time Value of Money, Capital Budgeting Techniques, and Short- and Long-term Financing. The knowledge gained in this course is widely applicable across professions, including roles such as Organizational Financial Analyst, Investment Banker, Corporate Finance Officer/Manager, and Entrepreneur.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Recognize the critical stakeholders, including the shareholders and managers in the financial environment
CLO2	Analyze financial statements, cash flow and tax positions
CLO3	Formulate financial information about forecasting, time value of money, cost of capital and capital

	budgeting
CLO4	Calculate financial information about a firm's risk and return situation and short-term and long-term financing options.
CLO5	Assess a firm's financial situation to inform managerial decisions.

Course Code: BUS 650

Credits

: 03

Course Name: Operations Management

Course Description: This course covers a wide set of topics to enable students to develop skills and concepts required to manage a firm's operations. It provides an overview of the integrated activities and processes that are necessary to provide products and services which improve a firm's competitiveness. Topics include methods and models that assist managers to make better decisions over time, as well as technology and its management to ensure a firm's operations can contribute to its strategic objectives.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Develop an understanding of the strategic importance of manufacturing/service supply chains and how operations can provide a competitive advantage in the marketplace
CLO2	Recognize the relationship between manufacturing and related service providers and other business functions, such as human resources, purchasing, marketing, finance, etc.
CLO3	Emphasize the importance of change, facilitation of learning, cross-functional teamwork, knowledge capture, and analysis in manufacturing organizations
CLO4	Develop knowledge of the issues related to designing and managing manufacturing operations so that prosperity in today's job market is achieved

Course Code: BUS 685

Credits

: 03

Course Name: International Business

Course description: This course aims at providing a comprehensive understanding of the dynamics and challenges of international businesses in this age of *globalization* compounded by unprecedented uncertainties posed by the ongoing **Russia-Ukraine war** and just subsided **Coronavirus Pandemic**. Topics include major business actors (MNCs) and global business environment, drivers of globalization, theories of international trade and foreign direct investment (FDI), formulation of national trade policies, international monetary system and development institutions, impact of socio-cultural forces on business, international competitive strategy, organization design and control.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the dynamics of international business - theory and practice with basic understanding of international trade and FDI
CLO2	demonstrate critical appreciation of dynamic nature of global business: role of major business actors like MNCs and their motivations for entering foreign markets - cognitive ability and ability to relate to real life experiences
CLO3	apply concepts and theories on international trade, trade policies, competitive strategies, organizational design and structures in the context of developing countries like Bangladesh;
CLO4	demonstrate analytical and communication skills on issues relating to International Business (class participation, assignments, group projects)
CLO5	Learn about the tools available to improve management and business decision making in contemporary international setting

Integrative Course:

Course Code: BUS 690

Credits: 03

Course Name: Strategic Management

Course description: The course provides students with a comprehensive review of the concepts and principles of strategic management. This is a capstone subject, viewing the organization and its environment from the perspective

of the Chief Executive and drawing together the management skills already studied to analyse the firm's competitive performance and focus the firm's resources to achieve long-run success. After completion the course students will be 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 marketplace and successfully achieves top management's identified objectives, including that of creating value of all stakeholders in the firm.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Define and perform the key steps in addressing and explaining the ontological and epistemological paradigms, frameworks, and techniques of strategic management; Recognize different forces of industry and analyze industry structure and external environment to determine industry potential and feasibility of a business
CLO2	Identify strengths and weaknesses of the firm and assess the firm's resources and internal capabilities to generate competitive advantage
CLO3	Critically analyze distinctive competencies of the firm from a general management perspective and recommend generic strategies to achieve sustainable competitive advantage
CLO4	Understand positioning a company to reflect and sustain competitive advantage in different industry contexts and recommend strategic renewal to fit industry's changing reality
CLO 5	Exhibit critical thinking and problem solving of issues based on project work and case analysis; Show effective academic report writing and presentation skill

Open Elective:

Course Code: BUS 699

Credits : 03

Course Name: Internship

Course Description: An internship should give students practical skills, workplace experience and greater knowledge of that industry. The student is expected to write weekly journal article and a report on a specific function of the business where the student is interning. Students should pick up a guideline for the report from the MBA office.

Major Courses

Finance Major Courses:

Course Code: FIN 635

Credits : 03

Course Name: Financial Analysis and Control

Course description: Company financial statements are the formal source of information provided by an organization. These statements are not always capable of providing an authentic standing of the firm in reality. Under the umbrella of accounting standard the management enjoys considerable freedom of reporting which is a source of noise. The value of the firm reported in the accounting statements often varies from the true value of the firm. A detailed analysis is needed to arrive at the true valuation of the firm. The present course aims to provide such skills of evaluating the valuation of firms. The course's specific objectives are:

- i. To increase your awareness of the risk and role of financial reporting in the valuation of the firm.
- ii. To identify the source and nature of noise in financial information, and to make the accounts noise free.
- iii. To introduce a comprehensive framework of techniques commonly used in the analysis of financial reports, and to allow students to practice these techniques in a variety of settings using actual accounting data.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	ANALYZE, ADJUST, & INTERPRET financial statement information in order to understand the economic reality underlying the firm examine how the adjusted numbers affect the financial performance of a firm.
CLO2	LEARN & UNDERSTAND IFRS and US GAAP accounting standards & Principles in an extensive manner, in order to understand local and international reporting compliance and the technical aspects of preparing financial statements; mainly: income statement, balance sheet and statement of cash flow.
CLO3	UNDERSTAND AND STUDY the fundamentals of earnings/expense management, cash flow and long-lived assets.
CLO4	UNDERSTAND AND USE basic and advanced financial calculations and valuation techniques to assess performance, position and to determine corporation values, and use Pro-forma financial modelling techniques necessary for valuation. Mainly, Understand and learn ratios, profitability analysis, analysis of the statement of cash flows, pro forma forecasting, (credit and governance) risk analysis, valuation and earnings quality analysis
CLO5	UNDERSTAND & DELIVER communication (both written & verbal) that is clearly and succinctly understandable and that demonstrates understanding of issues in a coherent manner.
CLO6	UNDERSTAND different foreign currency exchange risks and APPLY respective hedging techniques.
CLO7	IDENTIFY the source and nature of financial information, and to make the accounts noise free.

Course Code: FIN 637

Credits : 03

Course Name: Investment Theory

Course description: The main purpose of the course is to provide a thorough understanding of the process that a rational investor in financial assets would follow to make investment decisions under uncertainty. Major topics include estimation of decision parameters, trade-off between risk and return, optimal portfolio construction and equilibrium asset pricing models. Investment decisions in fixed income securities and financial derivatives will also be considered. The emphasis will be on both intellectual stimulation and practical applications of the materials presented in class.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the concepts pertaining to risk and return.
CLO2	Analyze and evaluate portfolio performance, financial markets, security trading, mutual funds, investment companies, and investor behavior.

CLO3	Construct optimal portfolios and illustrate the theory and empirical applications of asset pricing models.
CLO4	Characterize the implications of the market efficiency evidence on active portfolio management and get acquainted with both technical and fundamental analysis.

Course Code: FIN 639
Course Name: Corporate Finance

Credits : 03

Course description: Corporate Finance is a finance-major course in the MBA program that builds on the knowledge of introductory managerial finance (BUS635). A key objective of this course is to equip students with higher order financial analysis skills to support corporate strategies and policy-level decision making. In this fast-paced course, students will be exploring a vast curriculum, on topics such as local and international financial markets' regulation and governance, market efficiency, return, risk, and the CAPM, capital budgeting, projecting cash flow estimation, capital structure theory, and short-term and long-term financing. Students will be expected to participative in the class, engaging in hands on excel-based calculations and discussions of practical implications of theories.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Analyze financial statements and be able to use the analysis to improve performance. Apply techniques to project financial statements for forecasting long-term financial needs
CLO2	Demonstrate proficiency in valuation techniques. Describe what determines the value of a firm's securities and how management can influence these values.
CLO3	Apply the concept of risk, its measurement for single assets and portfolios, various types of risk, the source and use of betas, and the CAPM and SML.
CLO4	Apply techniques for estimating the cost of each component of the cost of capital and understand how to assemble this information into a cost of capital.
CLO5	Use Financial Statements to obtain Free Cash Flows for the firm and equity holders. Identify relevant cash flows, discuss various methods for evaluating capital budgeting projects, how to apply them, and what to do if there are conflicting recommendations.
CLO6	Understand how a firm influences its leverage, and how leverage affects a firm. Apply measures of the cost of capital and financial leverage to form long-term financial policies for business. Describe the common factors influencing dividend policy.

Course Code: FIN 642
Course Name: Financial Markets and Institutions

Credits : 03

Course description: This is one of the elective courses in the MBA with Finance major program that focus on financial markets and institutions. The course intends to introduce financial sector of an economy and describes how financial market works particularly through the operations of financial Institutions. Topics covered include overall role of financial markets and institutions, interest rate determination and interest rate structure, central bank and monetary policy, working of different financial markets such as equity market, debt market etc., functioning of depository institutions and other financial intuitions. Basic understanding of the concepts and their application with analytical exposure is a central focus of the course.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to: At the end of the course, the students will be able to:

CLO1	UNDERSTAND the mechanics and regulation of financial markets and institutions.
CLO2	ANALYZE specific problems or issues related to financial markets and institutions.
CLO3	EVALUATE the value of stocks, bonds and other securities.
CLO4	IDENTIFY the characteristics of derivatives instruments and how they are traded.
CLO5	FOCUS on the basic techniques necessary for hedging, speculation and arbitrage.
CLO6	APPLY concepts relevant to financial markets and institutions to current events or topical issues.

Course Code: FIN 643
Course Name: Capital Investment Decisions

Credits : 03

Course Description: This course examines important issues in finance from the perspective of financial managers who are responsible for making significant investment and financing decisions. The course will develop the basic framework for decision-making and students will learn how to value investment projects and make investment decisions using a rigorous cost/benefit analysis and apply the theory to real life situations. In this context, this course will explore the relationship between the investment and financing decisions with particular emphasis on the objectives of choosing between investment alternatives, capital budgeting, risk and return and the weighted average cost of capital.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the various types capital investment
CLO2	Apply traditional technique for appraising investment
CLO3	Apply probability to compute the (i) expected value (ii) standard deviation and (iii) coefficient of correlation of projects
CLO4	Appraise capital investments based on both the traditional and discounted techniques
CLO5	Evaluate investments under inflationary condition
CLO6	Apply techniques for estimating the cost of each component of the cost of capital and understand how to assemble this information into a cost of capital.

Course Code: FIN 644
Course Name: Commercial Bank Management

Credits : 03

Course description: This course is an advanced course on banking for students, who want to pursue careers in the banking sector as well as in the accounting and finance department of the corporate sector. The aim of this course is to provide overall knowledge on Commercial Bank Management including practices and customs followed by the banking sector in Bangladesh. The course will be helpful for students in (1) knowing financial system of Bangladesh including its regulators, (2) understanding commercial banks' functions and contributions to the economy (3) getting familiarity with risk management techniques of banks; and (4) finally, learning proper management system of banks.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	UNDERSTAND the banking firm in the context of a changing financial services industry.
CLO2	ANALYZE the performance and position of banking firms.
CLO3	EXAMINE bank capital and liquidity structure.
CLO4	EVALUATE bank risks and their appropriate management strategies.
CLO5	COMPREHEND the requirement of adequate regulation in the banking industry

Course Code: FIN 645
Course Name: International Financial Management

Credits : 03

Course description: This is an advanced finance course designed for student who are already familiar with the basic concepts of financial management. As such, the overall goal of this course is to broaden your current understanding of financial management in an international environment. This will be achieved through the coverage of topics from the areas of international financial systems (market and institutions), international financial management (finance and investment), and international investment management (international portfolio diversifications and management). The major topics will include: international financial environment, foreign exchange markets including currency features, options and swaps, international parity relationships, foreign exchange forecasting and FOREX risk management, multinational capital budgeting and financial management, international working capital and tax management, and international portfolio diversifications.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	IDENTIFY the main goal of the MNC & potential conflicts with that goal.
CLO2	DESCRIBE the key theories that justify international business.
CLO3	UNDERSTAND how foreign exchange market operates.

CLO4	EXPLAIN the relationship between interest rates, inflation rates & exchange rates.
CLO5	FOCUS on the techniques that can be used to hedge the foreign exchange risk.
CLO6	HIGHLIGHT the methods of financing international operations.

Course Code: FIN 646
Course Name: Theory of Finance

Credits : 03

Course description: This is a required course for the prospective MBA/EMBA candidate with a major in finance. The three basic tenets of corporate finance – investment decision, financing decision, and dividend decision, are based on a number of theories that were developed in the last three decades. This course will review these theories. The main challenges that the corporate managers face in implementing these decisions will also be discussed with the help of case studies. At the end, the basic principle of maximizing profits will be highlighted with an emphasis on these theories.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the concepts related to capital market, consumption and investment
CLO2	Understand the asset pricing with the emphasis on utility theory and state performance theory
CLO3	Understand the dividend theories with signaling and pecking order
CLO4	Understand the theories related to future contracts and markets
CLO5	Evaluate different theories related to corporate governance, and international finance

Course Code: FIN 647
Course Name: Financial Derivatives

Credits : 03

Course description: This course will introduce a range of derivative contracts including futures, options, swaps and credit derivatives. We will learn how these contracts can be used or different strategies can be formulated for investment and risk management purposes. To provide a complete overview of different types of financial derivatives, including their basic characteristics and valuation methods.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the properties of forward contracts and apply quantitative techniques to value those.
CLO2	Understand the properties of future contracts and apply quantitative techniques to value those.
CLO3	Understand the properties of swap contracts and apply quantitative techniques to value those.
CLO4	Understand the properties of option contracts and apply quantitative techniques to value those.
CLO5	Evaluate different derivatives in the context of financial risk management.

Course Code: FIN 649
Course Name: Special Topics in Finance

Credits : 03

Course Description: As a special topics class, we will jump from topic to topic. We will discuss real market conditions and the roles of derivatives, more exotic options, options strategies, technical analysis and real options. We will also firm up our mathematical background by discussing martingales and more ways to solve Black Scholes equation.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Explain verities of current topic related to finance
CLO2	Demonstrate how as a professional can use the knowledge of finance to formulate better strategies to influence the decision making.

CLO3	Critically evaluate the effectiveness of various tech-driven strategies to influence the behaviors of individuals.
CLO4	Analyze the influence of socio-cultural-political-environmental issues on financial practices.

Course Code: FIN 650
Course Name: Project Appraisal

Credits : 03

Course description: The course examines the art and science of project appraisal. It covers major aspects of project proposal development, proposal appraisal, and post implementation monitoring and evaluation. Proposal inputs such as project definition, preliminary planning and estimation, risk and uncertainty analysis, environmental impact studies, benefit-cost estimation and feasibility studies will be examined. Economic and social cost benefit analysis, traditional and contemporary appraisal techniques, particularly in the light of risk and uncertainty will also be examined.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Analyze the environment in which capital investment decisions are made in the light of the strategic objective of the organization
CLO2	Define and plan projects in the concept phase of the project life cycle
CLO3	Prepare benefit and cost estimates and estimates of capital requirements
CLO4	Apply traditional and contemporary appraisal techniques under different situations
CLO5	Prepare project proposal incorporating relevant considerations

Marketing Major Courses:

Course Code: MKT 621

Credits

: 03

Course Name: Buyer Behavior

Course Description: Consumer Behavior or the Buyer Behavior is referred to the behavior that is displayed by the individual while they are buying, consuming or disposing any product or service. These behaviors can be affected by multiple factors. Moreover, it also involves search for a product, evaluation of product where the consumer evaluates different features, purchase and consumption of product. Later the post purchase behavior of product is studied which shows the consumer satisfaction or dissatisfaction where it involves disposal of product. The customers while buying a product goes through many steps. The study of consumer behavior helps to understand how the buying decision is made and how they look for a product. Moreover, the understanding consumer behavior also helps marketers to know the what, where, when, how and why of the consumption of any product or service. This course provides a conceptual understanding of Consumer Behavior integrating theories from psychology, targeting and then positioning using different communication mixes.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Explain and apply the key concepts used in the study of consumer behavior.
CLO2	Demonstrate how as a marketer one can use the knowledge of consumer behavior to develop better marketing programs and strategies to influence those behaviors.
CLO3	Critically evaluate the effectiveness of various advertisement and promotions and their attempts to influence the behaviors of individuals.
CLO4	Recognize, explain and demonstrate the influence of socio-cultural environment (family, culture, subculture and cross culture) on consumer behavior. Illustrate necessary knowledge and analytical skills in assessing consumer decision-making process.
CLO5	Relate and explain the trends in consumer behavior and apply them to the marketing of an actual product or service.

Course Code: MKT 623

Credits

: 03

Course Name: Promotional Management

Course Description:

This course explores the elements of promotional management theory and integrated marketing communications including advertising, direct marketing, social media, personal branding, personal selling, sales promotion, and publicity. It will be focusing on the blending of the marketing mix elements into a total enterprise marketing communications program. Additionally, this course will develop the ability of critical thinking skills and writing skills. Further skill development in the analysis, synthesis, and evaluation as a part of the higher order of Blooms' Taxonomy.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	COMPREHEND and critically ANALYZE the role of Integrated Marketing Communications tools towards building effective brand communication
CLO2	DEMONSTRATE essential skills to construct creative strategies aimed at generating top of mind awareness
CLO3	REPRODUCE basic framework of an Integrated Marketing Communications plan in local context
CLO4	PRACTICE elementary entrepreneurial and communication skills in a competitive working framework
CLO5	IDENTIFY ethical and socially responsible standards in designing promotional strategies for organizations

Course Code: MKT 624

Credits : 03

Course Name: Brand Management

Course Description:

In the modern world, brands have become invaluable as well as most precious assets determining the success of most companies. In fact, brands have risen to the top in the hierarchy of assets that a firm may hold. One of the most effective tools to hedge against market risk and distance similar products or services from competitors is an organization's underlying brand identity. This course will provide you with the skills needed to successfully

develop, manage and promote the core values of an organization's brand internally and in competitive markets. This course will look for solutions to the following three questions:

- How can brand equity be created?
- How can brand equity be measured?
- How can brand equity be used to expand business opportunities?

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	clearly understand the basic branding concepts, theories, principles, their exposure to contemporary branding applications, and contemporary issues in planning and evaluating brand strategies to make better branding decisions
CLO2	Demonstrate a clear understanding of brand elements and their relation to brand positioning
CLO3	Categorize and arrange brands as part of brand architecture
CLO4	Compare and adapt brands in local and global context
CLO5	Analyze specific problems and challenges in brand management, and design practical solutions to these problems

Course Code: MKT 625

Credits : 03

Course Name: Distribution Management

Course Description: Distribution Management is basically focusing on bridging the gaps between marketer and consumer. For this purpose, marketers are using internet to immediately deliver the product like e-book, real time movie streaming to traditional physical channels like superstore, neighborhood retail outlets. Nowadays it is really difficult for marketer to create a competitive advantage on product, or price or promotion. Organizations are more inclining toward gaining competitive advantage on distribution. Distribution management is dynamic and it is not like that always we will follow what actually happening in big corporations. We will have to focus on our culture, infrastructure, and practices to design distribution channels.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Gaining an overall understanding of marketing distribution functions and objectives
CLO2	Students will be aware of business systems in the local and wider world context and actively committed to recognize and respect the cultural norms, beliefs and values of others, and will apply this knowledge to interact, communicate and work effectively in diverse environments.
CLO3	Ability to critically analyze channel structure in the light of segmentation, positioning and targeting objectives, and environmental constraints
CLO4	Ability to appraise the role of product, pricing, promotion, place and selection strategies to secure cooperation from channel members.
CLO5	Formulate and assess strategic, operational and tactical channel decisions.
CLO6	Analyze the various dimensions of channel design and management issues pertaining to an existing product/service (to be assigned in due course), write a comprehensive term paper and make an oral presentation of the report.
CLO7	Work in a team to design a marketing channel to meet marketing objectives.

Course Code: MKT 626

Credits : 03

Course Name: Retail Management and Merchandising

Course Description: Retailing is a high tech, global, growth industry that provides challenging and rewarding career opportunities for graduates. This course is designed to expose students to the excitement of retailing and prepare them for a career in retailing and related fields. Organizations are more inclining toward gaining competitive advantage on retailing. Retailing management is dynamic and it is not like that always we will follow what actually happening in big corporations. We will have to focus on our culture, infrastructure, and practices to design retail system. This course will provide an operational and strategic managerial understanding about retail management. For this purpose, different concepts, tools, cases will be discussed in the classroom in a participative way. So that student can integrate themselves with the class and learn Retail Management in a collaborative way.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the basics of retailing mix
CLO2	Students will be aware of how the consumers' decision process affects retailers
CLO3	Understand a retail strategy that appeals to a specific target market, which includes Location, layout/design, merchandising, pricing, and promotions
CLO4	Ability to Develop merchandise plan
CLO5	Understand how changes in operational variables (e.g., price, COGS, demand, expenses) affect profit
CLO6	Describe how technology affects retailing

Course Code: MKT 627

Credits : 03

Course Name: Services Marketing

Course Description: *Is it important to study services marketing? The answer is: yes!* Today's business world is getting more dependent on services signifying greater importance of services marketing. The competitive global market finds endless opportunities to offer charismatic services to consumers even with the pure tangible goods that earlier have not been accompanied by any service. Services marketing requires concentration on consumers, particularly about their expectations, perceptions and behavioral patterns regarding services; creation, retention and recovery of customer relationships; strategic, systematic approaches in developing and implementing customer focused services; and financial and economic effectiveness as well. After completing this course students are going to properly understand various interrelated topics of services marketing; and hence will be able to apply the knowledge with expertise.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate an extended understanding of the similarities and differences in service-based and physical product based marketing activities
CLO2	Demonstrate a knowledge of the extended marketing mix for services
CLO3	Recognize the challenges faced in services delivery as outlined in the services gap model, in the theory of zone of tolerance
CLO4	Demonstrate integrative knowledge of marketing issues in teams associated with service productivity, perceived quality, customer satisfaction and loyalty
CLO5	Conduct an investigation of service delivery systems, collecting, analyzing data, and synthesizing information to provide valid recommendations and communicate outcomes employing professional discourse and formats

Course Code: MKT 628
Course Name: Digital Marketing

Credits : 03

Course Description: This course aims to understand trends that may shape the future of digital marketing. This course will provide an opportunity to develop knowledge as to how to apply digital media such as the web, email, mobile and interactive TV in order to effectively market a firm's products and services and explore the realities and implications of e-business from a marketer's perspective.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO 1. Students will comprehend knowledge about internet, information technology and usage of them in marketing by considering the ethical issues to explain how they offer benefits and challenges to consumers and marketers.
CLO 2. Students will be able to demonstrate and show appreciation of successful and unsuccessful web sites from a marketer perspective.
CLO 3. Students will be able to understand online consumer behavior to outline the characteristics and differences of consumers in online exchange.
CLO 4. Practice elementary digital marketing skills in a competitive working framework
CLO 5. Identify ethical and socially responsible standards in designing digital strategies for organizations

Course Code: MKT 629
Course Name: Product Planning and Development

Credits : 03

Course Description: Product is the most significant component of the marketing mix. Marketer's success in product planning mainly depends on efficient identification of customer needs and establishing product specifications. This course examines these topics along with product development process and organizations, concept generation, selection, and testing. After studying this course, students will learn the product development techniques to bring together marketing, product designing and manufacturing functions of an enterprise. Problem solving and decision making will be facilitated through gathered knowledge. Students would be able to understand, compare and apply the theories in practice by studying the product planning and development activities of MNCs and local organizations in Bangladesh.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO 1	Understand the basic theories and principles related to product planning and development
CLO 2	Analyze the new product development process in an industry driven way
CLO 3	Realize the methods of testing the concepts and prototypes
CLO 4	Analyze the new service development process along with service designing
CLO 5	Understand the methods of communicating new product and service ideas with the target customers

Course Code: MKT 630
Course Name: Business to Business Marketing

Credits : 03

Course Description: In many industries an essential part of transaction is done between companies and organizational clients. This course is designed to provide an opportunity for students to develop an understanding of the process by which industrial and other institutional buyers' needs are identified and met. The goal of the course is to provide students with a state-of-the-art view of business marketing theory and practice. This course views interaction as relationship builders. At the end of the semester students will have developed the skills to understand the structure and development processes of business relationships and plan for its successful management. The course covers the most relevant topics in the business marketing area.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Describe the nature of business markets and the related concepts and theories involved in business activities among business organizations.
CLO2	analyze characteristics and uniqueness of B2B Marketing
CLO3	understand Business Attitude
CLO4	Critically analyze the strategic decision-making process in B2B Marketing

Course Code: MKT631
Course Name: Marketing Research

Credits : 03

Course Description: This course provides a solid understanding of the marketing research process, including the skills necessary to undertake both qualitative and quantitative research to gather insights to inform marketing processes. The emphasis is firmly on the practical application of the discipline, using research to solve real marketing problems. This course is designed to introduce students to the basic as well as advanced practices of marketing research. This course will provide an approach and framework so that students can understand how to identify, collect, analyze, and disseminate information for marketing decision making. Students will learn how to prepare and analyze data with the help of software package, such as SPSS. Students will also learn how to prepare and present a marketing research project.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	UNDERSTAND different roles of marketing research in marketing decision making
CLO2	DISTINGUISH between qualitative and quantitative research techniques and applications
CLO3	EXPLAIN the data preparation and collection process and relate different methods of research design, sampling procedure and measurement scales
CLO4	APPLY quantitative techniques to analyze and interpret information generated from secondary data
CLO5	DISPLAY information and findings through collection and analysis of data using quantitative method and analytical models

Course Code: MKT 633
Course Name: Global Marketing

Credits : 03

Course Description: This course is designed to introduce students to the basic as well as advanced practices of global marketing and to gain a practical framework for understanding the trend of globalization. This course will address the global issues and describe international business procedures and concepts relevant to all global marketers, regardless of the extent of their international involvement. This course will also provide an approach and framework for identifying and analyzing the important cultural and environmental uniqueness of any nation or global region. Studying this course will help students understand the cultural and other barriers facing international marketers and prescribe pragmatic solutions to overcome these obstacles to business.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	prepare students for the issues and challenges of working in marketing for an international company
CLO2	be aware of the dynamic environment of international trade and the challenges and opportunities facing the global marketer
CLO3	recognize the cultural difference among countries and whether it is necessary to accommodate them in marketing plans and tactics
CLO4	become familiar with the legal environment of international marketing, including world legal and trade organizations
CLO5	become comfortable presenting on a regular basis to small groups, as you would present to a marketing manager in a real company by developing a comprehensive international marketing plan

Course Code: MKT 634
Course Name: Marketing Strategy

Credits : 03

Course Description: Many people think of marketing only as selling and advertising. Today, marketing must be understood not in the old sense of making a sale but in the new sense of satisfying customer needs. If the marketer does a good job of understanding consumer needs; develops products that provide superior value; and prices, distributes, and promotes them effectively, these products will sell very easily. Therefore, marketing is managing profitable customer relationships. The aim of marketing is to create value for customers and to capture value in return. Furthermore, marketing managers must make major decisions such as what features to design into a new product, what prices to offer customers, where to sell products, and how much to spend on advertising. Thus,

strategic marketing is the process of planning and executing the conception, pricing, promotion, and distribution of ideas, goods, and services to create exchanges that satisfy individual and organizational goal. Thus, the purpose of this course is to provide the students with a usable understanding of the tools used in marketing. More specifically, this course will provide an advanced decision-oriented approach to strategic marketing planning.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	list the major areas in strategic marketing decision making
CLO2	list the key models and tools used for strategic marketing decision making
CLO3	analyze complex marketing situations
CLO4	analyze customers and competitor
CLO5	evaluate the performance of a business and report your evaluation in both written and oral format
CLO6	apply key marketing models and tools to marketing cases and situations

Course Code: MKT 635

Credits : 03

Course Name: Special Topics in Marketing

Course Description: Senior marketing professionals from various industries will talk on current practices in the fields of marketing and sales. The class is interactive and strong student participation is expected. It is intended that the class, at the end of the semester, develops an appreciation of the environment of Bangladesh and recognizes the various challenges marketing executives and managers face for day to day management of the operations.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Explain verities of current topic related to marketing and sales
CLO2	Demonstrate how as a professional one can use the knowledge of marketing to formulate better strategies to influence the target customers.
CLO3	Critically evaluate the effectiveness of various tech-driven strategies to influence the behaviors of individuals.
CLO4	Analyze the influence of socio-cultural-political-environmental issues on consumer behavior.

Course Code: MKT 636

Credits : 03

Course Name: Marketing Analytics

Course Description: Marketing analytics is a practice of measuring, managing and analyzing marketing performance to maximize its effectiveness and optimize the return on investment. This course will enable our students to make data-driven decisions rather than decisions that are intuitive or based on observation alone. The students will, therefore, learn to turn their theoretical knowledge into actions.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Gain an overview of advances in marketing analytics. Choose appropriate data sources and analytical tools to design a sophisticated analytical study.
CLO2	Use advanced analytical tools to analyze a variety of data collected by marketers. Visualize data in easier yet effective ways
CLO3	Build predictive models of various business outcomes using supervised machine learning methods
CLO4	Translate the output from analyses into managerial insights that is understandable to marketing managers
CLO5	Competently and confidently communicate (oral and written) research findings.

Management Major Courses:

Course Code: MGT 601

Credits : 03

Course Name: Management Thought

Course description: There is a growing awareness that the success status of an organization is dependent upon the effective use of Management principle based on Management thought. This course focuses on the disciplinary foundations of management theory, as well as the impact of historical context upon the development of management theory. The course also focuses on the rise of the concept of management as a distinct profession. Topics include Management in Ancient Civilization, Management in Medieval Period, managerial awakening, scientific Management, Management in 20th century and so on.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the theoretical underpinnings of organizational roles and management practices.
CLO2	Analyze perception process in the organizational life and develop appropriate decision-making skill as a manager.
CLO3	Conceive appropriate traits of personality to demonstrate performance of a good manager.
CLO4	Recognize the various forms of skills and roles required for managers.
CLO5	Address and use a systematic and comprehensive approach to solve organizational problems as a manager.

Course Code: MGT 602

Credits : 03

Course Name: Management Science

Course description: Management Science is concerned with developing and applying models and concepts that help to illuminate management issues and solve managerial problems. The models used can often be represented mathematically, but sometimes computer-based, visual or verbal representations are used. In short, Management Science can be termed as applied Operations Research. This course is designed for the MBA/EMBA students in such a way that enables them appreciate the use of various research operations tools in decision making in organizations. At the end of the course, participants are expected to demonstrate a working knowledge of the various Management Science tools in making decisions as well as being able to formulate organizational problems for optimal solutions.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	demonstrate a working knowledge of the various Management Science tools in making decisions
CLO2	appreciate the use of various research operations tools in decision making in organizations
CLO3	use a systematic and comprehensive approach to solve organizational problems as a manager.

Course Code: MGT 603

Credits : 03

Course Name: Course Description

This course builds design thinking, analytical skills, and strategic vision for designing sustainable, high-impact businesses. Students learn to embed sustainability principles and frameworks into decision-making, value chains, and impact management, balancing profitability with social and environmental responsibility for now and future-oriented practices. Core topics include global and local sustainability frameworks, circular economy, data analytics, impact assessment, and stakeholder advocacy. Coursework features real-world cases and projects led by industry experts. The curriculum prepares students for leadership and senior management roles such as Sustainability Consultant, ESG Analyst, Strategy Manager, Supply Chain Director, and Corporate Responsibility Officer.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Evaluate essential sustainability principles, frameworks, and ethics for applicability in strategic management of diverse business contexts.
CLO2	Integrate sustainability with mechanisms of circular economy, resource efficiency, social return of

	investment and impact management to design sustainable and innovative business value chains.
CLO3	Analyze dilemmas (ethical, social and economic perspectives) in sustainability decision-making and lead/advocate responsible managerial choices among various stakeholders.
CLO4	Implement systems for data analytics and reporting, including generating evidence-based inputs, change management and impact assessment that continuously address people, planet and profit concerns while maintaining competitive advantage.
CLO5	Advocate and innovate cases for sustainable business processes and impact, persuading the network of business stakeholders in local and global markets

Course Code: MGT 604

Credits: 03

Course Name: Organizational Development and Change

Course description: Change is an inescapable part of life. To be a good leader or manager, one has to be conscious about organizational development in the midst of change. Student will learn how to be good stewards of change, as in planned change; how to respond to unexpected change; formulas for change; and why most organization change efforts fail. This course will touch upon the social and human factors in organizational development and change.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	To equip student with ab understanding of the power of change and how to cope with, instead of being crushed by, it.
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Course Code: MGT 605

Credits : 03

Course Name: Industrial Relations

Course Description: The course is designed to acquaint students the structure, environment and functions of trade unions, employer associations. Throughout the course, students will be introduced to historical & theoretical dimension of employee employer relations and factors surrounding it. 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.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate a clear and concise understanding of Industrial Relations (IR), Employee Relations (ER), and labor law of Bangladesh.
CLO2	Develop the capability, acceptability and applicability of industrial relations and employee relations with human resources practices.
CLO3	Demonstration critical thinking and problem solving of issues based on project work and case analysis.
CLO4	Able to understand good academic report writing, presentation, and industrial negotiation and bargaining skill

Course Code: MGT 607

Credits: 03

Course Name: Entrepreneurship

Course description: Entrepreneurship is a course fully designed to provide students with a solid foundation in understanding the rewards and risks of owning or operating a business enterprise. The course will give you the confidence to establish your own venture or design, manage and grow an entrepreneurial initiative within an existing company. Emphasis will be placed on the mastery of skills needed to plan, organize, manage, and finance a startup firm or a small business. Entrepreneurs in various forms of business situations will be examined, including building core competencies in achieving sustained competitive advantage, obtaining public sector support or private sector

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Write, critique and refine a business plan;
CLO2	Better weigh the risks and rewards of starting a new business venture;

CLO3	Personally assess their potential for becoming entrepreneurs;
CLO4	Recognize the risks and opportunities in growing a business from an entrepreneur-run business to one with the entrepreneur as a manager.
CLO5	Recognize the public and private support services to promote entrepreneurship.

Course Code: MGT 610

Credits: 03

Course Name: Management of Innovation and Technology

Course description: It is essential for any organization to sustain in business. Life cycle of product is becoming shorter than ever before. This is happening because of rapid development in technology. Almost every moment, a new technology is penetrating the market, and older technology is phasing out. That is why it is essential for the managers to decide about the right timings of introducing new technologies, determine level of use, estimate demand, and prepare plan for new technology. It is also necessary to decide about which technology to adopt, and which not. Companies have to concentrate on developing their own in-house capability to innovate technology. Thus, it is wise to strengthen Research and Development (R&D) capability as well. Without innovation and modern technological adoption, the chances of nation and firm to be competitive in the world arena are increasingly becoming difficult. Any missed chance would mean losing competitiveness, and ultimately going out of business. Thus, a thorough understanding on management of innovation and technology is very important.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate their ability to prepare effective policy and plan
CLO2	Address the issues related to technology life cycle and become capable to pin-point the right time to introduce appropriate technology more effectively.
CLO3	Prepare technology plans in teams through project assignment and case analysis

Course Code: MGT 619

Credits: 03

Course Name: Service Management

Course description: This course examines the development and management of services packages, emphasizing relevant managerial topics such as yield management, queuing, quality measurement, service value and consistency. The course predominately focuses on management and growth of professional services such as health care, tax consulting, travel and tourism, banking and transportation etc. It addresses leading services in the global as well South Asian context, emphasizing the key attributes of managing service excellence across a range of industries. Field surveys of service organizations and empirical project are integral components of the course.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	To learn about the effective design, planning and control mechanism of service operations.
CLO2	To market leaders in service sector in order to understand the operations of successful services firms that can be benchmarks for management practice.
CLO3	To learn the analytical and strategic imperatives to manage a service effectively and efficiently.
CLO4	To learn about imperative service growth and expansion both domestically and internationally.
CLO5	To learn about the opportunities that information technology can have for enhancing service firms' competitiveness.

Course Code: MGT 656

Credits : 03

Course Name: leadership Theory and Practice

Course description: In the age of globalization and competitive business environment appropriate leadership is the pivotal factor which makes the difference. This course examines the theories and models of leadership and followership. Environmental and contextual factors, organizational objectives and strategy, company culture, and individual and group ethical standards will be examined to integrate situational determinants of leadership effectiveness. This course will offer a new framework on what "leadership" entails, along with developing an understanding for the skills and knowledge to how best address leadership opportunities now and in the future. Students' will be able to understand and apply diverse approaches to the leadership in organizations which will be emphasized by readings and case analyses of pertinent management and leadership materials. The emphasis is on

building a sound and effective practice, and on improving the ability to apply such knowledge to actual business problems.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	To introduced with the basic concepts, theories, traits and role of Leadership.
CLO2	To assess the state of current leadership capacity within organizations and suggest how a leadership needs analysis can support and enhance organizational effectiveness.
CLO3	To evaluate personal values, beliefs and ethical standards to increase self-awareness in regard to personal leadership behaviors and reactions to leadership behaviors of others.
CLO4	To determine how leading a team is different from leading a group of individuals. To trace out the special challenges involved in leading geographically dispersed (virtual) teams.
CLO5	To comprehend leadership at the Personal, Interpersonal, Team and Organizational levels (PITO) and the array of leader-follower-situation variables that affect the leadership process.

Course Code: MGT 670
Course Name: Strategic Planning

Credits : 03

Course description: In the competitive financial market in Bangladesh today, it is essential for every organization to have its game plan for growing the business, staking out a market position, attracting and pleasing customers, competing successfully, conducting operations and achieving targeted objectives. An organization must be able to craft its strategy to indicate the choices its managers have made about how to attract and please customers, how to respond to changing market conditions, how to compete, grow and manage its businesses. Managers mainly face three questions: (1) Where are they now? (2) Where do they want to go? (3) How they will get there? Strategic planning course teaches the managers to find answers to all these questions. Against this backdrop, this course is design to train the managers to enable them to devise the strategic plan of an organization.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	To understand the growing role of strategic planning in a rapidly changing global business environment.
CLO2	To learn methodologies, tools and techniques for successful strategy formulation for effective execution.
CLO3	To improve conceptual skills for conducting environmental analysis and improving decision making ability.
CLO4	To demonstrate examples of strategic planning practices by leading business entities.

Course Code: MGT 675
Course Name: Total Quality Management

Credits: 03

Course description: The business world has witnessed “Quality” to become a common norm for success in business. The “Quality revolution” began in Japan after World War II, and has now spread to different parts of the world. “Quality” as a concept has gone through both revolutionary and evolutionary changes over time. The most modern idea of quality says – quality is not the responsibility of a few persons only, rather a responsibility of all in the organization. When the philosophy of ‘Customer satisfaction’ became the definition of quality, the organization-wide quality management got establishment. This is Total Quality Management (TQM), which advocates for end-less continuous improvement. This course intends to distribute knowledge on what and how to manage different aspects of quality management in the whole organization. This course would help the students to have a good view of different tools, techniques and philosophies of TQM, along with implementation approach.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Develop a strong theoretical background regarding quality control of products and services, their methods and techniques.
CLO2	Enhance the skills on analyzing quality management issues with respect to the concepts of TQM, making decisions and planning regarding continuous improvement.
CLO3	Develop the capability to solve real-world decision making problems related to quality management, relating theories with practice through several case studies.

Course Code: MGT 680
Course Name: Supply Chain Management

Credits : 03

Course Description: This course focuses on the network of companies that work together to design, produce, deliver, and service products. Major topics include material, information, and capital flows; challenges to effective supply chain management, including variability, organizational silos, the bullwhip effect, and tradeoffs; product design and metrics for supply chain management; B2B integration; supply chain strategies; and impact of internet on supply chain management. The objectives of this course are to-

- Introduce the fundamental concepts of Supply Chain Management (SCM) to better manage the logistics, demand and supply of goods, services, finance and information.
- Teach various methods to analyze strategic and operational decisions related to SCM such as facility location, inventory management, transportation and so on.
- Equip students with SCM tools to solve real world logistics problems and to take supply chain decisions.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the importance of Supply Chain Management (SCM) to a firm's competitive advantage and sustainability.
CLO2	Align supply chain functions with demand and use proper techniques to evaluate supply chain performance.
CLO3	Identify, analyze, develop, and implement supply chain solution for a firm.
CLO4	Devise procurement, inventory, and distribution strategies within supply chain.
CLO5	Apply the SCM strategies in solving global logistics problems.

Course Code: MGT 682
Course Name: Environmental management

Credits : 03

Course description: Environmental issues are becoming major global concerns in recent years, which have relation to not only the natural system but economy, business and Development processes. A country's Business and Economic processes are directly dependent on the availability of the natural resources, and degradation of nature will ultimately undermine it. On the contrary, a sustainable use of natural resources and conserving them properly can ensure their longevity and effectiveness. Increased environmental awareness and resulting pressure from mass people again putting huge pressure on business enterprises to comply with those environmental rules and regulation and sometimes even customize their products accordingly. Thus, sustainability is more than a threat, an obligation, a set of compliance strategies, or a niche market to be exploited. It is all of these things, but more importantly it represents a critical shift in mindset and a force for change. This course explores business strategy in response to (and anticipation of) the threats and opportunities created by persistent problems of environmental and social degradation and their related economic market failures.

The core classes will approach the topic of sustainability from the unique perspectives of seven core disciplines of business administration: economics, strategy, ethics, organizational behavior, operations, finance and accounting, and marketing. While risk management and compliance strategies will be addressed, emphasis will be placed on innovative business practices and entrepreneurial opportunities created by the sustainability "movement." By profiling cases of "sustainable venturing" in various markets and contexts – small and large, incremental and cutting edge, intrapreneurial (within-company) and new ventures – over the course of the semester we will consider together how sustainable business practices will change the way we work and live. Active class participation along with reading is necessary for a good understanding of the subject. Students are also advised to keep their eyes open on the surrounding environmental issues and try to relate them with their class knowledge.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Be able to rationally discuss the core concepts of environmental management debate various perspectives of the role of business and sustainability.
CLO2	Better recognize the business risks and opportunities created by globalization and the mindset towards more sustainable practices.
CLO3	Have a grounded understanding of their role as sustainability change agents, based on a personal research project and action plan.

Course description: Management is an activity Process composed of some basic functions for getting the objectives of any organization accomplished through the efforts of its human resources whatever objectives are to be achieved though organized and co-operative endeavor, management becomes essential for directing and unifying the group efforts towards a common purpose. Management is the early activating element of any organization for getting things done through its personnel. This job of management is to provide dynamic leadership that combines the productive but passive resources into a fruitful organization. Not only does it adapt itself to existing opportunities, restrictions and pressures, but it exercises a positive influence as well as to make the future events favorable for the organization. With a view to getting the expected results and seeing that things happen as they should, management has to become a creator of the economy. An activity process, management plans the future course of action, organizes peoples and their work directs the operation and controls the performance, and thus ensure the accomplishment of organize objectives. Adaptations and innovations permeate through each of these phases of the management process.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	This course integrates concepts from the advanced theoretical dissertations of management research and contemporary applied management issues and paradigms corporations confront recently
CLO2	This course will acquire advanced applied managerial skills and a grounded understanding of modern management techniques to solve the difficulties in a company/Industry, this course also covered management theory, postmodernism, and critical theory.
CLO3	By end of the course, students will be able to better understand management style, in-depth understanding of co-workers, and a general understanding of the business environment.
CLO4	By end of the course, students will have a solid understanding of the major decision areas under management, the basic inter-relationship of managerial decision areas, and an appreciation of how to apply key frameworks and tools for planning, organizing, leading, and controlling human resources.

Human Resource Management (HRM) Major courses:

Course Code: HRM 602

Credits : 03

Course Name: Human Resource Planning and Staffing

Course Description: Human resources planning is the process of analyzing an organization's human resources needs under changing conditions and developing the activities necessary to meet these needs. Such planning helps entities anticipate the impact of change and respond to such change in a systematic and integrated way. Human resources planning and strategic planning are intimately related. On the one hand, strategic planning provides the basis for the development of all human resources functions. On the other, human resources planning plays a key role in the strategic planning process as the organization defines its entities through it. Because organizations are made up of people and ultimately depend on people to be productive, managers must be adept at bringing together different kinds of people, with different skills, backgrounds, and experiences to successfully achieve a common purpose. This is the essence of human resource planning, and how this is done is the primary focus of this course.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate understanding of fundamental concepts of human resource planning
CLO2	Integrate human resource planning into strategic planning
CLO3	Analyze and integrate social, cultural and organizational factors influencing human resource planning and staffing
CLO4	Conduct appropriate Demand and supply forecasting, job analysis & design, recruitment, selection and performance appraisal
CLO5	Demonstrate understanding of laws, rules, regulation, policies related to Human Resource Management
CLO6	Create a complete Human Resource Plan (Project & Presentation)

Course Code: HRM 603

Credits : 03

Course Name: Training and Development

Course Description: Recognizing the increased competitive advantage of human resource competencies and renewed focus on organizational training all over the world this course integrates basic concepts, fundamentals and importance of training and development of human resource. The course helps students to understand the process of developing human resources, providing a thorough analysis of training as it relates to organizational objectives and strategies. Placing training activities in the context of organizational strategies, the course emphasizes the conceptual and practical value of developing training programs that effectively meet strategic and tactical needs, with practical examples provided for both large and small organizations. Comprehensive topical coverage includes Strategic planning; Training and OD; Learning, Motivation and performance; Training Design; Management Development etc.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate thorough knowledge of the training cycle, beginning with needs analysis through to training evaluation
CLO2	Develop, implement, and evaluate organizational development strategies aimed at promoting organizational effectiveness through training and development
CLO3	Demonstrate understanding of theories, concepts and techniques related to employee training and development
CLO4	Explain different training methods and the advantages and disadvantages of each method
CLO5	Acquire knowledge of the costs and benefits associated with training and development initiatives

Course Code: HRM 604

Credits : 03

Course Name: Performance Appraisal and Compensation Systems

Course Description: This course involves a detail study of various technique of performance appraisal and compensation technique and systems. It includes job analyses, job evaluation, wage surveys, pay structure design, individual and group incentive systems, appraisal methods, and salary and benefits administration. The course reviews economic, legal, and union influences and role of reward systems as a source of work motivation and perception and fairness.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate understanding of the performance appraisal and compensation role and practices in employment relationship
CLO2	Demonstrate understanding of the effect of laws and regulations on performance and compensation management system
CLO3	Demonstrate understanding of the theories underlying job evaluation, incentive programs, and the ways organizations set wages and salaries to align organization's objectives and its pay philosophy
CLO4	Demonstrate understanding of how performance based compensation settlements help the organization achieve competitive advantage
CLO5	Analyze, integrate and apply knowledge to performance and compensation-related problems in an organizational context
CLO6	Exhibit performance evaluation process with comprehension and benefits by constructing a compensation system including: internal consistency, external competitiveness, employee contributions, organizational benefit systems, and administrative issues in organizational context.

Course Code: HRM 605

Credits : 03

Course Name: Industrial Relations

Course Description: The course is designed to acquaint students the structure, environment and functions of trade unions, employer associations. Throughout the course, students will be introduced to historical & theoretical dimension of employee employer relations and factors surrounding it. 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.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate a clear and concise understanding of Industrial Relations (IR), Employee Relations (ER), and labor law of Bangladesh.
CLO2	Develop the capability, acceptability and applicability of industrial relations and employee relations with human resources practices.
CLO3	Demonstration critical thinking and problem solving of issues based on project work and case analysis.
CLO4	Able to understand good academic report writing, presentation, and industrial negotiation and bargaining skill

Course Code: HRM 610

Credits : 03

Course Name: Employment and Labor Laws in Bangladesh

Course Description: This course is designed to provide an understanding of the laws. That relates to employment of workers, relations between workers and employers, determination of minimum rates of wages, payment of wages, compensation for injuries to workers during working hours, formation of trade unions, raising and settlement of industrial disputes, health, safety, welfare and working conditions and environment of workers and apprenticeship and matters related to these issues.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate a clear and concise understanding of labor management relations and labor law of Bangladesh.
CLO2	Understand the acceptability and applicability of labor management relations with HRM practices.
CLO3	Exhibit critical thinking and problem solving of issues based on project work and case analysis.
CLO4	Show good academic report writing, presentation, and conditions of service and employment in Bangladesh.

Course Code: HRM 631

Credits : 03

Course Name: Managerial Skills Development

Course Description: The objective of this course is to move students beyond the theories of contemporary management principles to the practice of management skills in a highly participatory classroom environment. The course will help participants acquire practical management skills that are of immediate use in management or leadership positions. The early part of the course will focus on defining Management Skills and clarifying their importance in the workplace. Early work will also address self-awareness and the assessment of core management skills such as communication and providing effective feedback among the participants. As the course progresses, students will explore more advanced Management Skills such as conflict resolution, empowerment, working with teams and creating a positive environment for change.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate applicable knowledge of the common skills needed for managerial effectiveness within the functions of management
CLO2	Demonstrate applicable knowledge of various human behavior and motivation techniques relating to leading individuals and teams
CLO3	Demonstrate comprehension of values, power, and influence relating to organizational culture, change, and ethical decision-making in global contexts
CLO4	Develop practical, ethically-informed leadership skills that can be applied in a range of situations

Course Code: HRM 645

Credits : 03

Course Name: Interpersonal Relations and Group Dynamics

Course Description: This course focuses on current topics affecting the management of individuals and groups. Studies have shown that the average manager spends about two-thirds of his or her time interacting with others. It should be no surprise that skill in interpersonal relationships is one of the most frequent determinants of managerial success or failure. This course is designed to help students learn some of the skills necessary for successfully navigating and leading in the face of fast-paced, complex human interaction. The central focus is to increase student ability to understand and diagnose interpersonal dynamics as well as to increase personal understanding of how they influence others. While readings and group exercises are used to begin discussion, the core learning material emerges in small group interaction. Major topics include the process of developing, sustaining and strengthening interpersonal relations; techniques of stimulating new insights and behaviors to improve interpersonal effectiveness; exploration of such issues as network building, leadership, impact of positive expectations, agenda setting, power and influence, mentoring, team building, innovation, and group process.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Use interpersonal communication skills to influence and lead the building of more open, effective, and rewarding relationships, even with people whom you may initially experience as difficult.
CLO2	Solve cases using their rationales based on interpersonal relations and group dynamics practices
CLO3	Identify and pursue personal learning goals aimed at improving interpersonal communications.
CLO4	Determine the actual interpersonal relations needs of an organization
CLO5	Show actual academic report writing and presentation skill.

Course Code: HRM 650
Course Name: Managing High Performance

Credits : 03

Course Description: This course examines various advance functions, approaches, and process of HRM through discussions and case studies. Topics include application and technique of managing high performance and transformational management, basic processes of managing effectively human resources, managing organization change and innovation, designing organizations for flexibility and innovation, preventing and managing crisis and leading managerial changes.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate a clear and concise understanding of managing high performance in business enterprises.
CLO2	Analyze business challenges involving managing high performance organization.
CLO3	Exhibit critical thinking and problem solving of managing high performance issues based on project work and case analysis.
CLO4	Gain practical experience in forming, participating in, and leading teams in diverse backgrounds

Course Code: HRM 660
Course Name: Strategic Human Resource Management

Credits : 03

Course Description: This course introduces the strategic role of human resource management (HRM) in attaining competitive advantage of the organizations. HRM as an organizational strategy must have strategic contribution to the organizational achievements. In understanding this strategic role of HRM, this course will facilitate to develop the knowledge base of relating HRM strategies in relation to business strategies of the organization and employing organizational human resources for the success of the organization in a competitive business arena.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate understanding of fundamental concepts of strategic human resource management
CLO2	Integrate strategic HRM functions, operating and relating their impact on organizational strategies, structure, and culture
CLO3	Analyse the cases using their critical thinking and rationales based on strategic HRM practices.
CLO4	Conduct an appropriate strategic human resource management needs of an organization
CLO5	Demonstrate understanding of laws, rules, regulation, policies related to Human Resource Management
CLO6	Demonstrate effective academic writing ability, and presentation skills of the students

Course Code: HRM 675
Course Name: Advanced Wage and Employment Theory

Credits : 03

Course Description: The course is designed to provide the students to first walk through basic labor economic issues like labor demand and supply, various wage theories and nonwage labor cost. After that, various strategic components of compensation management, ranging from the analysis and evaluation of jobs, criteria and procedures for determining wage levels, individual wage determination, Forms of pay, Benefits and Incentive systems would be explored. In addition to theories and models of employee compensation from the sciences of economics, psychology and sociology will be examined, particularly as they relate to certain human resource activities and outcomes including labor force attraction (recruitment), retention, occupational choice, job performance, and job satisfaction.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate a sound understanding of the core concepts and tools related to wages and employment
CLO2	Apply economic principles and reasoning to critically analyze employment phenomena and contemporary issues.
CLO3	Develop an understanding of the future role work and jobs in evolving social and economic environments.
CLO4	Critically evaluate government policies affecting work and jobs
CLO5	Communicate their knowledge and understanding of labor market and related social issues using written, verbal and visual expression.

Course Code: HRM 680
Course Name: Comparative Perspectives on Human Resource Management

Credits : 03

Course Description: The course examines development in international business and globalization and their implications for international and transnational corporations. It explores distinctive contextual issues in different countries with a particular reference to comparisons HRM practices between Asia, North America, and EU. The course explores issues such as working in international teams, international career development, overseas assignments and problems of relation and comparative analyses of HRM practices and values and the role of national culture in comparative perspective on human resources in a global context.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CL01	Demonstrate a clear and concise understanding of comparative HRM practice in business enterprises.
CLO2	Solve cases using their rationales based on comparative HRM practices
CLO3	Exhibit critical thinking and problem solving of issues based on project work and case analysis.
CLO4	Determine the actual comparative human resource management needs of an organization
CLO5	Show actual academic report writing and presentation skill.

Course Code: HRM 690
Course Name: Special Topics in Human Resource Management

Credits : 03

Course Description: This course introduces the research and application of human resource management practices in competitive advantages for firms. The field of human resources is committed to a better understanding of how organizations can perform more efficiently through better management of their people. Many HRM scholars specialize or focus on more specific area of work, such as researching the impact of specific HR practices (e.g., selection or training techniques) on individual-level measures of satisfaction or performance. Alternatively, broader areas of HR (i.e., "strategic HRM") scholars study the effects of systems of HR policies and practices on organizational-level outcomes. Major topics include business strategy, HRM strategy, performance management, compensation, training and development and labor relations.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Demonstrate better understanding of HRM theories, concepts, and functions in an organizational setting through HR seminars.
CLO2	Demonstrate a clear and concise understanding of different HRM functions, operating and relating their impact on organizational performance, financial performance.
CLO3	Analyze the increased awareness of HRM research work, including conceptualizing a study, observations, practical experience from the theoretical and practical perspective
CLO4	Exhibit critical thinking and problem solving of contemporary HRM issues based on empirical research work
CLO5	Demonstrate implementing the course concepts in research through participation in class discussions and presentations and in applying course concepts to class assignments.
CLO6	Show effective seminar report writing and presentation skills

Management Information Systems (MIS) Major Courses:

Course Code: MIS 651

Credits

: 03

Course Name: System Design and Development

Course Description: The systems approach is an organized way of dealing with a problem, Modern businesses need information systems to solve business problems and support their business processes, Whether one selects for custom application development, or off-the-shelf information systems, it is important to understand the particular needs of a business to deliver a solution tailored to its requirements. The systems development involves three major phases. It begins with preliminary and feasibility studies to make the decision to develop a system to solve a particular problem in a cost-effective and timely way. This is followed by a detailed system study, in which every aspect of the current system is analyzed and a new system is designed to meet the needs of the organization, Finally, the system design is brought to life through software engineering techniques including coding, testing, implementation and maintenance of the system, The major goal of this course is to learn the basics of systems analysis, design and development, It is intended to provide students a comprehensive idea of different components of the system & the applications of system approach in different areas, of businesses as well as the development procedure of system for various stakeholders of that system.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Conceptualize system analysis and designing
CLO2	To develop information systems
CLO3	To understand the process modelling procedure and along with fact finding technique
CLO4	To perform feasibility analysis with systems construction and implementations

Course Code: MIS 652

Credits

: 03

Course Name: Management Information Systems

Course Description: Information and Communication Technology (ICT) is continuously transforming the business world. The continuing stream of ICT innovations is enabling entrepreneurs and innovative traditional firms to create a new business model, destroy old business models and transform the day-to-day operations of businesses. Without understanding how IS is changing the organizations and personal life, the students will not be in a position to cope them up with the changes taking around the World. This course aims to introduce the students to the different parts and parcels of MIS with an emphasis on its use in business and management. The students will learn how different IS used in various organizations to enhance productivity and achieve sustainable competitive advantage. In addition to that, they will also learn how to solve practical business problems.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	To identify MIS's needs, objectives, purpose, significance, and challenges.
CLO2	To recognize the current state of information systems, analytics/data science, machine learning, and artificial intelligence.
CLO3	To understand the different types of analytics and review selected applications for prescribing a solution to a particular business problem.
CLO4	To perform business analytics through standard software packages.

Course Code: MIS 653

Credits

: 03

Course Name: E-Business Strategy

Course Description: There is no organization in any industry that has not been affected by the emergence and proliferation of new digital technologies. Today, all businesses should have a plan to carve out their unique places in the digital business domain. E-business strategies can help organizations to understand new market configurations, obtain competitive advantage, and reinvent themselves. Therefore, in this altered business environment, it is important for the students and executives to become familiar with the strategies of e-business and this course aims to

contribute to that necessary mindset transformation. This course will provide knowledge regarding evolution of e-business, critical success factors and risks of e-business, examples of successful e-business transformation and unpleasant failures, and ethical and legal issues in e-business. Special attention will be given to business situation in Bangladesh and possible e-business transformation.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	understand the evolution of e-business and the market need for digital transformation
CLO2	understand and analyze emerging business and revenue models in e-business
CLO3	examine and analyze e-business tools
CLO4	understand the country e-business readiness in relation to the goal of 'Digital Bangladesh'

Course Code: MIS 654

Credits

: 03

Course Name: Database Management

Course Description: The course, Database Management Systems, provides an introduction to the management of database systems. The course emphasizes the understanding of the fundamentals of relational systems including data models, database architectures, and database manipulations. The course also provides an understanding of new developments and trends such as Internet database environment and data warehousing. The course uses a problem-based approach to learning.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand terms related to database design and management. Understand the objectives of data and information management
CLO2	Understand the relational model and relational database management system. Assess data and information requirements
CLO3	Construct conceptual data models. Develop logical data models. Evaluate the normality of a logical data model, and correct any anomalies
CLO4	Develop physical data models for relational database management systems. Implement relational databases using a RDBMS
CLO5	Retrieve data using SQL f Understand database performance issues. Understand the basics of data warehousing

Course Code: MIS 655

Credits

: 03

Course Name: E-Government and Information Ethics

Course Description: Information technology and social policy factors have become intrinsically intertwined in recent times. Course content is divided into two themes, and begins with an overview E-Government and secondly the ethical issues in information activities toward developing e-government. So, one key purpose of this course is to provide students with tools to handle e-government projects and information policies with specific emphasis on the current context in Bangladesh. Interactions of humans, information artifacts and emergent social technologies give rise to ethical dilemmas which directly affects the applications of ICT and information activities in different working paradigm. With special focus on business environment, the second objective of the course is to provide a sound knowledge on the ethical issues of information and ICT usage. Students completing this course will be able to demonstrate increased understanding of how e-government initiatives influence stakeholders at multiple layers such as citizens, businesses and other governments. The topics include e-governance, strategic planning, change management, business process redesign, e-participation, digital divide, information accessibility, relevant technologies and knowledge management activities of government agencies. On the other hand approaching the ethical themes from a business organizational perspective, this course also emphasizes on areas of machine ethics, social media ethics, responsible innovations, intellectual property, privacy rights, confidentiality, authenticity, transparency, diversity, digital inclusion and accessibility, cyber security, accountability etc.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the changes initiated by digital government movement
CLO2	Understand the impact of both internal and citizen facing information systems in managing the government activities

CLO3	Analyze the quality of any e-government website using content analysis. Demonstrate a deep knowledge about how to identify ethical dilemmas raised by emerging technologies
CLO4	Apply an ethically grounded framework while analyzing information risk and its impact on personal and organizational principles
CLO5	Support a workforce which is ethically conscious about the impact of information misuse.

Course Code: MIS 657

Credits

: 03

Course Name: Business Analytics and Data Science

Course Description: Data science can be viewed as a blend of mathematics, business acumen, tools, algorithms and machine learning techniques, all of which help us in finding out the hidden insights or patterns from raw data which can be of major use in the formation of big business decisions. This course aims at providing depth hands on skill on three major components of Data Science: Business Analytics: refers to the skills, technologies, practices for continuous iterative exploration and investigation of past business performance to gain insight and drive business planning; Big Data- Everyday, humans are producing so much of data in the form of clicks, orders, videos, images, comments, articles, RSS Feeds etc. and Machine Learning- involves algorithms and mathematical models, chiefly employed to make machines learn and prepare them to adapt to everyday advancements.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Apply quantitative modeling and data analysis techniques to the solution of real world business problems, communicate findings, and effectively present results using data visualization techniques.
CLO2	Recognize and analyze ethical issues in business related to intellectual property, data security, integrity, and privacy. Apply ethical practices in everyday business activities and make well-reasoned ethical business and data management decisions.
CLO3	Demonstrate knowledge of statistical data analysis techniques utilized in business decision making. Apply principles of Data Science to the analysis of business problems.
CLO4	Use data mining software to solve real-world problems.
CLO5	Employ cutting edge tools and technologies to analyze Big Data. Apply algorithms to build machine intelligence.

Course Code: MIS 660

Credits

: 03

Course Name: IT Entrepreneurship

Course Description: Digital technologies have potential to disrupt established industries and create unique value propositions for the consumers. Digital business models have also proved their worth during Covid-19 pandemic. Consequently, the world is never going back to the pre Covid-19 perception about the value of digital tools. Therefore, a unique opportunity has been opened to the new generation students to rethink what they can contribute to social welfare by introducing new digital products and services. To do that it is imperative to understand the intertwined nature of digital technologies and social environments where those technologies will be deployed. This course aims to provide students with a detail understanding about the IT entrepreneurship process, unique challenges associated with digital business models and new digital tools such as cloud computing, Artificial Intelligence (AI), Internet of Things (IoT) and the factors that contribute to the success of a digital business. The course will focus on the goal of Digital Bangladesh and a close connection with local industry leaders in digital innovation and entrepreneurship will be forged to expose students with practical, experiential knowledge.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	develop a deep understanding about how disruption can occur in industries through sustainable digital innovation process
CLO2	assess critical success factors and challenges of IT entrepreneurship
CLO3	understand IT entrepreneurship opportunities and challenges in Bangladesh and connect those with global situations
CLO4	understand the ethical dimensions involved in digital innovations
CLO5	have a digital business plan ready for pitching that to fund providers

Course Code: MIS 661
Course Name: Decision Support and Expert Systems

Credits : 03

Course Description: This course aims to provide students with the knowledge and skills necessary to successfully work on semi- structure decision supporting information systems. Lectures and practical provide coverage of the concepts, skills, methodologies, techniques, tools and perspectives considered useful for decision making in complex environment' Advanced. software straining on Excel Solver Decision Support Systems and SAS Enterprise Miner is also included in the course.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the basic theories of decision support systems
CLO2	Conceptualize business modelling, analysis, and intelligence
CLO3	Understand data mining and data warehousing
CLO4	Work with predictive modelling and advanced data mining
CLO5	Understand the use of software that are used in the decision support systems

Course Code: MIS 662
Course Name: Advanced Database Management

Credits : 03

Course Description: The advanced database management course focuses on advanced database management. The topic reviewed are basics of database, relational database, file, record, field, primary key, foreign key, E-R diagram, database design for enterprise, basic operations on relational database such as: selection, joining and projection. This course elaborately discusses - database system architecture, physical data modeling, storage organization, RAID, file organization, data dictionary storage, indexing and hashing, information retrieval techniques, transaction processing and concurrency control, introduction to modern databases, object oriented database, parallel and distributed database management, data processing and visualization techniques, introduction to data warehousing, data mining and machine learning, etc. The course will introduce practical tools and data management platform to design and develop individual/group project.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	learn principles of management of data resources to support effective information systems in organizations.
CLO2	understand the internal algorithm of database management system and to design and construct databases for enterprises
CLO3	use recent and advanced database management system in considering transaction processing and concurrency control
CLO4	identify opportunities and applications of object-oriented databases
CLO5	learn the concepts of distributed database, data warehousing, data mining and machine learning algorithm

Course Code: MIS 664
Course Name: Seminar on Advanced MIS

Credits : 03

Course Description: MIS professionals from various industries will talk on current applications and practices in the fields of MIS. The class is interactive and strong student participation is expected. It is intended that the class, at the end of the semester, will recognize the various challenges MIS executives and managers face for day to day management of the operations.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the current topics related to MIS
CLO2	Demonstrate how as a professional one can manage and use information to formulate better strategies to influence the target customers.

CLO3	Critically evaluate the effectiveness of various tech-driven strategies to influence the behaviors of individuals.
CLO4	Analyze the influence of socio-cultural-political-environmental issues on MIS.

Course Code: MIS 665

Credits

: 03

Course Name: Information Security and Policies

Course Description: This course provides students with an introduction to information security and policies. Students will be introduced to a comprehensive study of the principles and practices of computer system security including operating system security, network security, software security and web security. This course includes inspection and protection of information assets, detection of and reaction to threats to information assets, and examination of pre-and post-incident procedures, technical and managerial responses, and an overview of the information security planning and staffing functions. This course also focuses on the entire lifecycle of policy creation and enactment and presents the students with issue specific policies in different domains of security to assist them design and modify the structure of policies.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	understand the information systems security models and tools
CLO2	identify threats to information assets, and skills and requirements for information security positions
CLO3	take decisions about implementation of right security measures to protect intellectual properties as well as personal privacy
CLO4	gain an understanding of how to develop and modify security policies
CLO5	understand the ethical issues associated with managing privacy

Course Code: MIS 666

Credits

: 03

Course Name: IT Project Management

Course Description: Information systems projects are not 'simple' technology implementations. In reality, most IT projects involve entire organizations and often introduce disruptive and transformational change. This course will explore various managerial issues such as evaluation and selection of information systems, project organization, planning and budgeting, principles of control and auditing. The students will also gain understanding about how to identify and manage stakeholders and project scope, project teams and their education, project related risks, and project delivery modes. The course will introduce practical tools and project management software that can be used in managing project activities.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	plan and manage necessary infrastructure for IT projects considering the current technology trends
CLO2	understand the scope and risk of IT project implementation in organizations
CLO3	communicate effectively with different stakeholders about the IT project
CLO4	understand the ethical and sustainability perspectives involved in implementation of IT projects
CLO5	demonstrate the knowledge of utilizing project management software

Course Code: MIS 667

Credits

: 03

Course Name: Networking for Corporate Management

Course Description: This course will cover the theory, design, and installation of networks to connect the computers for corporate level management. The course will prepare students to plan and implement the network with special focus on information resource sharing among business organizations. This course first introduces the fundamental building blocks of a computer network, such as protocols, topologies, hardware, and network operating systems. It then provides in-depth coverage on different aspects of contemporary networking, such as TCP/IP, Ethernet, wireless transmission, security etc.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Define basic concepts related to networking and compare different types of networks
CLO2	Explain network structure and layout and enumerate functionality and select network accessories
CLO3	Explain the logic of different network and internet protocols and illustrate theoretical networking
CLO4	Design LAN and WAN and administer wire and wireless networking
CLO5	Identify potential threats and implement security measures; Design, install and configure network; and diagnose network problems and carry out troubleshooting

Course Code: MIS 668**Credits****: 03****Course Name: Knowledge Management in Business Organization**

Course Description: This course focuses on how knowledge is created, captured, represented, stored and reused so as to fully leverage the intellectual assets of a firm. The tools and techniques for knowledge acquisition, assessment, evaluation, management, organization and dissemination are applied to business situations. Topics include knowledge generation, knowledge coordination and codification, knowledge transfer and reuse, technologies and knowledge management and knowledge management strategies. The goal is to enable you to learn about this practice in the context of managing the design, development and operation of information technologies that can facilitate KM.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Have clear understanding of knowledge management concepts
CLO2	Describe how valuable individual, group and organizational knowledge is managed throughout the knowledge management cycle
CLO3	Define different knowledge types and explain how they are addressed by knowledge management
CLO4	Identify some of the key tools and techniques used in knowledge management applications and understand the major roles and responsibilities in knowledge management implementations
CLO5	Identify and evaluate major KM issues such as ethics, knowledge ownership vs. authorship, copyright, intellectual property and knowledge sharing incentives

Supply Chain Management (SCM) Major Courses:

Course Code: SCM 601

Credits

: 03

Course Name: Supply Chain Management

Course Description: This course focuses on the network of companies that work together to design, produce, deliver, and service products. Major topics include material, information, and capital flows; challenges to effective supply chain management, including variability, organizational silos, the bullwhip effect, and tradeoffs; product design and metrics for supply chain management; B2B integration; supply chain strategies; and impact of internet on supply chain management. The objectives of this course are to-

- Introduce the fundamental concepts of Supply Chain Management (SCM) to better manage the logistics, demand and supply of goods, services, finance and information.
- Teach various methods to analyze strategic and operational decisions related to SCM such as facility location, inventory management, transportation and so on.
- Equip students with SCM tools to solve real world logistics problems and to take supply chain decisions.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the importance of Supply Chain Management (SCM) to a firm's competitive advantage and sustainability.
CLO2	Align supply chain functions with demand and use proper techniques to evaluate supply chain performance.
CLO3	Identify, analyze, develop, and implement supply chain solution for a firm.
CLO4	Devise procurement, inventory, and distribution strategies within supply chain.
CLO5	Apply the SCM strategies in solving global logistics problems.

Course Code: SCM 602

Credits

: 03

Course Name: Managing Global Supply Chain

Course Description: In the increasingly connected global economy, businesses are involved in supply chains that extend across national borders to enhance competitiveness, diversify risk, enable speculation, and create collaborative synergy in their efforts of value-creation. This course prepares students in the basics of global supply chain. Global supply chain management and relation has evolved from a transactional buying activity to a strategic business operation. The course includes knowledge of designing and managing global B2B relations, purchasing, ordering, planning, procurement, distribution, and logistics. The objectives of this course are to-

1. Outline the steps of global business
2. Develop idea about B2B relations
3. Learn composition of global supply chain
4. Learn about the latest thinking and business practices in global supply chain management
5. Get knowledge about supply chain risk, efficiency, and sustainability of global supply network

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Develop an understanding of global business trends and its impact on the supply chain.
CLO2	Recognize principles, concepts, and operational issues underlying the strategic and operational performance of organizations in relation to B2B contract and international supply chain
CLO3	Apply innovations within global supply chain management and global logistics, including analytics and advanced technology usage
CLO4	Synthesize a range of international perspectives from collaboration with global peers
CLO5	Recommend key policies involved in international logistics.

Course Code: SCM 603

Credits

: 03

Course Name: Procurement and Sourcing

Course Description: Procurement management is the systematic approach used for buying all the goods and services needed for a company to run day-to-day business activities, and to stay sustainable in future. Sourcing is an important part of procurement. Managing procurement and sources of inputs well, and running the related activities efficiently is of prime importance to stay competitive in business. Thus, it is important to study the ins and outs of procurement and sourcing functions thoroughly. This course aim to-

1. Develop ideas on integrated value chain, focusing on procurement and sourcing.
2. Explore the functions of procurement policy, needs of the organization, nature of requirements of materials, products and services, and procurement strategies
3. Explore the relations among different stages of procurement across the value chain, and align individual sourcing functions with overall business strategies
4. Relate organizational requirements and balance through appropriate and effective design of buying methods

Table 01: Course Learning Outcomes (CLO): After successful completion of the course, the students will be able to:

CLO1	Create appropriate cohesion among functions, like need identification, supplier identification and selection, negotiation, purchasing impact assessment, post-purchase behavior analysis, etc.
CLO2	Analyze effectiveness of current purchasing practices and identify potential improvement areas
CLO3	Work effectively in teams to solve strategic purchasing problems with multi-disciplinary knowledge teams across the organization, through case studies.

Course Code: SCM 604

Credits

: 03

Course Name: Supply Chain Management Strategies

Course Description: The major functions involved in supply chain management are the procurement of raw materials, product development, management of inventory and storage, operations, distribution, finance, and customer services. Supply chain management operates at strategic, tactical, and operational level. At the strategic level, company management makes high-level strategic supply chain decisions that are relevant to whole organizations. A company should develop their supply chain strategy reflecting the overall corporate strategy.

Supply chains encompass the end-to-end flow of information, products, and money. For that reason, the way they are managed strongly affects an organization's competitiveness in such areas as product cost, working capital requirements, speed to market, and service perception, among others. This course of supply chain will address, conceptualize, and deliver this overall idea of developing strategy of supply chain to gain competitiveness.

The objectives of this course are to-

1. Getting general idea about different drivers of supply chain
2. Understanding competitiveness of supply chain
3. Analyzing different issues of competitive advantages of supply chain
4. Deciding supply chain structure and the activities
5. Choosing the modes of transportation

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the development of corporate and supply chain strategies
CLO2	Apply a value growth strategy for real businesses via quality procurements and efficient distributions.
CLO3	Create competitive advantages for the industry through supply chain strategies
CLO4	Decide on strategic sourcing and make-buy decisions
CLO5	Design capacity utilization and inventory strategies

Course Code: SCM 605

Credits

: 03

Course Name: Supply Chain Analytics

Course Description: Analytics plays a Pivotal role at the supply chain, and this course discusses the fundamentals and application of analytics in supply chain management to sharpen the accuracy of forecasting and planning, track

business activities, and deliver dashboards, scorecards, strategic reporting, operational/real time reporting to enhance supply chain decision making. This course can help students to understand the techniques that are useful in building forecasting models with the help of predictive analytics and the trend of historical data. Students will learn how these models can be applied in SCM issues such as transportation, capacity allocation, network flow, network design, and so on. Case studies are used to highlight how firm manage big data internally for analytic and strategic insights.

The objectives of this course are to-

1. Understanding the information required for demand forecasting and how to deal with them.
2. Understanding the predictive variables in SCM.
3. Be able to use historical SCM data with other business variables and forces
4. Learn about reporting of real time SCM data and information.
5. Get knowledge about decision making based on big data in SCM.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Identify SCM challenges using data analytics
CLO2	Recognize the policies, principles and concepts underlying the big data analysis in supply chain
CLO3	Apply data analytics in complex decision making for local and international businesses
CLO4	Apply ERP modules for procurement & sourcing; AI enabled machine learning for demand planning; and blockchain for SCM financing.
CLO5	Create SCM sustainability and efficiency with the help of data analytics and advanced technology usage.

Course Code: SCM 606

Credits

: 03

Course Name: Distribution and Logistics Management

Course Description: The logistics management part of the module, helps students gain a comprehensive review of Logistics Management, how to drive business agility, scalability, innovation and much more. Upon completion of this module, students will learn the concepts of Logistics management in a workplace. Students will also have a good understanding of how to reduce cost, increase efficiency and enhance productivity in a firm. More specifically, business logistics is the subject that manages efficient, effective flow and storage goods, services, and related information in a supply chain. The key elements of business logistics covered in this course include logistics planning and strategy, customer service, procurement, transport, inventory, warehousing, and handling. This course addresses questions about logistics planning, transport modes selection, vehicle routing, inventory policies, purchasing quantity and timing, and storage selection. Conversely, distribution is a very important function. Experts in this area have a very vital & important key role in meeting customer demands, ordering and managing inventory, controlling inbound and outbound shipments, cutting costs, saving time, and meeting company aims & targets. This Distribution Management tutorial will not only teach students how to create and operate a Distribution function, but it will also teach them how to achieve success through a combination of strategies and tactics. The objectives of this course are to-

1. Develop knowledge about the interconnectedness of business units and organizations (via the flow of products, money, and information) within the supply chain.
2. Develop knowledge about key elements of logistics processes, such as logistics planning and strategy, customer service, procurement, transport, inventory, warehousing, and handling.
3. Enhance analytical skills and capability to synthesize information from several perspectives.
4. Enhance communication, reflection, and teamwork skills.
5. Understand planning for distribution & logistics
6. Provide idea about distribution processes, outsourcing management, and purchasing & supply

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Explore logistics distribution strategies and their applications in corporations
CLO2	Analyze the strengths and weaknesses of various transportation modes and perform cost analysis.
CLO3	Develop strategies that can be taken to find the best paths to route vehicles to deliver and collect goods at multiple stops.
CLO4	Apply the concepts of physical/electronic distribution of products and channel structures such as retailing, wholesaling and other agency relationships into real businesses.
CLO5	Synthesize information from several perspectives to come up with recommendation for managing the firm's channel strategy with regards to product, pricing, and promotional issues.

Course Code: SCM 607

Credits

: 03

Course Name: Demand Planning and Inventory Management

Course Description: This course prepares students in the basics of demand planning and the role of demand planning within an organization's overall supply chain. The course includes presentations of the key elements of demand planning including the interaction between demand and order management, demand planning principles, demand planning tools and techniques, communicating and managing demand and contemporary approaches to demand planning and metrics and roles associated with demand planning. Moreover, inventory management is a critical component of any company's supply chain management process. With the Inventory Management course, student will learn about the importance and value of inventory, the different types of technology used in inventory management, planning and replenishment concepts, and the differences between centralized control of inventory and decentralized control of inventory. Alternative inventory management strategies and the challenges of control will be explored as well.

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Understand the basics of stock management and demand planning process
CLO2	Implement different types of replenishment system in real life.
CLO3	Analyze supply and demand uncertainties.
CLO4	Solve forecasting problems using both qualitative and quantitative techniques
CLO5	Recommend ways of improving the demand planning accuracy and reducing the inventory level.

Course Code: SCM 608

Credits

: 03

Course Name: Green Supply Chain

Course Description: Environmental problems are increasingly affecting the supply chain performance. Increases in environmental problems require companies to be more aware towards the environment and take precautions regarding the problems. As a result, companies have started to embrace the concept of green supply chain, as a measure to ensure sustainable supply chain. A thorough life cycle assessment at various stages of supply chain will become a norm soon. This includes more sustainability issues. Green supply chain (GSC) has emerged as an important component of the environmental and supply chain strategies. In order to make a supply chain green, it is necessary to consider all activities in the supply chain such as raw material procurement, inbound logistics, transformation, outbound logistics, marketing, after-sales and appropriate product disposal. This is a multidisciplinary concept generated by constructing supply chain design framework in the context of environmental management practices, alongside environmental rules. This course aims to review different Green and sustainable SCM dimensions in the framework by explaining green supply chain concept and address the activities/practices that can be used to ensure these dimensions are green. The objectives of this course are to –

1. Getting general idea about different stages of supply chain
2. Assessing the life cycle of products
3. Analyzing different environmental issues affecting the product life cycle
4. Deciding supply chain structure such that all activities in the complete chain are environment-friendly
5. Selecting right materials, right processes, right warehousing infrastructure, etc. to ensure sustainable business operations
6. Assessing procurement system and inventory strategy for environmental compliance
7. Choosing the modes of transportation for environmental compliance

Table 01: Course Learning Outcomes (CLO): At the end of the course, the students will be able to:

CLO1	Recognize the product life cycle assessment across the supply chain
CLO2	Apply environmental compliance at various stages of the supply chain strategy to ensure a sustainable business operation.
CLO3	Assess the procurement, transportation, inventory, operations etc. in the light of environmental rules and regulations.