

UAP EMBA is a 42 credit hour program consisting of 4 components:

Foundation courses: 6 courses

BSN – 501:	Managerial Communication	3
MSC – 501:	Quantitative Methods for Managers	3
ACN – 501:	Accounting for Management	3
MGT – 501:	Management & Organizational Behavior	3
BSN – 502:	Business Ethics & Corporate Social Responsibility	3
ECN – 501:	Managerial Economics	3

Functional area courses: 4 courses

FIN – 601:	Managerial Finance	3
MKT – 601:	Marketing Management	3
HRM – 601:	Human Resources Management	3
POM – 601:	Production Operations Management	3

Capstone course: 1 course

MGT – 602:	Strategic Management	3
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Concentration courses : 3 (Any) courses

BANK MANAGEMENT

BMG	601	Central Banking
BMG	602	Bank Theory & Practice
BMG	603	International Trade Payment and Finance
BMG	604	International Finance and Banking
BMG	605	Invest Theory and Merchant Banking
BMG	606	Financial Institutions and Market
BMG	607	Management of Commercial Banks

FINANCE

FIN	602	Corporate Finance
FIN	603	Capital Budgeting
FIN	604	International Finance
FIN	605	Investment Analysis & Portfolio Management
FIN	606	Financial Markets & Institutions
FIN	607	Real Estate Finance

HUMAN RESOURCE MANAGEMENT

HRM	602	Human Resource Planning
HRM	603	Leadership, Power & Influence
HRM	604	Management Negotiations
HRM	605	Strategic Human Resource Management
HRM	606	Performance Appraisal & Compensation Management
HRM	607	Training & Development
HRM	608	Industrial Law & Labor Relations

MANAGEMENT

MGT	601	Knowledge Manage
MGT	602	Organizational Development & Change
MGT	603	Leadership, Power & Influence
MGT	604	Entrepreneurship
MGT	605	Total Quality Management
MGT	606	Strategic Planning
MGT	607	Negotiation, Mediation and Conflict Resolution
MGT	608	Technology Management

MANAGEMENT INFORMATION SYSTEM

MIS	601	System Analysis & Design
MIS	602	Computer Programming
MIS	603	Database Management & Development
MIS	604	Business Data Communication
MIS	605	Networking & Operating Systems
MIS	606	E-Commerce

MARKETING

MKT	602	Consumer Behavior
MKT	603	Marketing Research for Managers
MKT	604	Advertising & Promotion Management
MKT	605	Services Marketing
MKT	606	Brand Management
MKT	607	International Marketing
MKT	608	Strategic Marketing
MKT	609	Supply Chain Management
MKT	610	Integrated Marketing Communication

PHARMACEUTICALS MARKETING

PM	601	Pharmaceutical Sales Management
PM	602	International Pharmaceutical Marketing
PM	603	Pharmaceutical Product Management
PM	604	Pharmaceutical Promotion & Pricing
PM	605	Pharmaceutical Market Research
PM	606	Pharmaceutical Policy and Regulations
PM	607	Pharmaceutical Economics

PRODUCTION OPERATIONS MANAGEMENT

POM	602	Production Planning and Control
POM	603	Technology Management
POM	604	Total Quality Management
POM	605	Operations Research
POM	606	Project Management
POM	607	Maintenance & Safety Management

SUPPLY CHAIN MANAGEMENT

SCM	601	Fundamental of Supply Chain Management
SCM	602	Physical Distribution and Logistics Management
SCM	603	Procurement Management & Operations Planning
SCM	604	IT Application in Supply Chain Management
SCM	605	International Supply Chain Management

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