MERDEKA BELAJAR CURRICULUM

MANAGEMENT PROGRAM STUDIES

FACULTY OF ECONOMICS

UNIVERSITAS NEGERI YOGYAKARTA

YEAR 2020

CHAPTER I
PRELIMINARY

A. Base Thinking

Management Program Studies stand up since date 6 May 1999 in accordance SK Diktinumber 202/DIKTI/Kep/1999 which is at in lower Major Management. FacultySocial and Economic Sciences (FISE) Yogyakarta State University. along withdevelopment of the Faculty of Social and Economic Sciences into the Faculty of Social Sciences (FIS) and the Faculty of Economics (FE) on June 22, 2011 with the ratification Organization and System Work (OTK) UNY by Minister Education National based on the Regulation of the Minister of National Education of the Republic of Indonesia No. 23 of 2011, thenexistence Management Study Program is located under Faculty of Economics.

Management Program Studies have vision for maximizing processlearning in field management and business which in accordance with demands global.The Vision of the Management Study Program is based on (1) educational objectives National University, (2) Yogyakarta State University Vision, and (3) Faculty of Economics VisionYogyakarta State University. The goals of national education contained in RI Law Number 20 of 2003 concerning the National Education System, on Chapter II chapter 3, state that education national working develop capabilities and shape **the character and civilization of the nation dignified** in the context of educating the nation's life, aiming at to **develop the potential of students to become good human beings believe and fear God Almighty, have noble character, healthy, knowledgeable, capable, creative, independent, and become a good citizen democratic as well as responsible** . Compilation vision Management Program Studies considers the situation and conditions as well as the expected achievementsprogram studies for reach superiority process education in Universitas Negeri Yogyakarta that is *leading in character education* for face demands of the Industrial Revolution 4.0, Society 5.0, and Education 5.0 and Penta-Helix Education Tall.

In skeleton achievement vision, Management Program Studies has implement the curriculum that has been determined by the government. In the year of 2014, Management Program Studies has develop and apply Curriculum 2014 which oriented on Framework Qualification National Indonesia (KKNI). The curriculum is implemented in the new batch of students 2014 and has produced graduates with an average GPA of 3.49 and length of study 4.61 year. Whereas force 2015 has pass with average GPA 3.58 and long 3.77 years of study. However, in order to adjust to the Changes in Vision and Mission state University Yogyakarta, Revolution Industry 4.0, Society 5.0, Education 5.0 / Education Century 21, Penta-Helix Education Tall, *Technological and Pedagogical Content Knowledge* (TPACK), and *World Class University* (WCU), Management Program Studies doing evaluation and revision curriculum 2014.

The development of an independent curriculum for studying management study program 2020 is fixed refers to the Indonesian National Qualifications Framework (KKNI) which contains 9(nine) levels of competency qualification. This can be compared to equalize, and integrate Among field education and field training work as well as experience work. Every graduate of college tall, including UNY must reach level certain from KKNI. Graduate of program Bachelor Applied (D-IV) and program Bachelor (S-1) Required reach KKNI level 6; professional programs are required to reach KKNI level 7; master program (S-2) mandatory reach KKNI level 8, and program doctor (S-3) Required reach KKNI level 9.The development of higher education curriculum is also competency-based (KBK), as poured in Ministry of National Education No. 232/U/2000 and No. 045/U/2002. outside education tall which beginning in the form of mastery knowledge, skills, and attitudes, expanded with competence to do a set of intelligent actions, full of responsibility for carrying out tasks Duty in certain areas of work.

Besides base on KKNI, development **Curriculum IndependentStudying** in Management Study Program is based on the Regulation of the Minister of Education and Culture Number 3 of 2020 concerning National Education Standards Tall and translated through Regulation Rector Universitas Negeri Yogyakarta Number 7 Year 2020 About Guide Implementation Curriculum
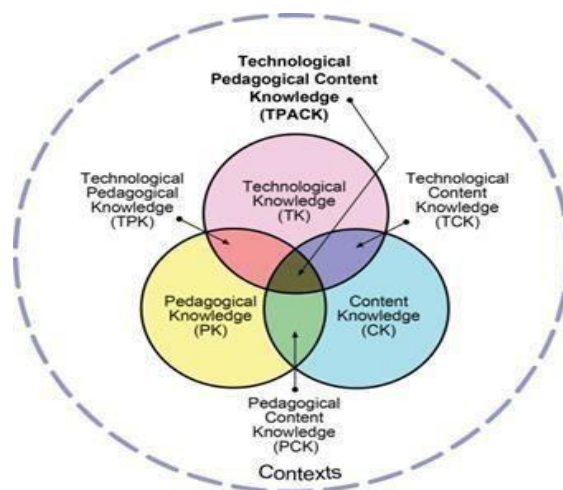
Independent Study – Campus Independent Program Bachelor and Bachelor AppliedUniversity Yogyakarta State.

Development curriculum study program management year 2020 adapt with Vision Universitas Negeri Yogyakarta that is "Become university education class world which superior, creative, and innovative based on piety, independence and scholarly on year 2025" as well as accommodate the development of science, technology, and art in era The Industrial Revolution 4.0 which was marked by the *Internet of Things* (IOT), *Critical Thinking, Communication, Collaboration, and Creativity (4C), Problem Solving,Big Data Analysis* , *Digitalization* and learning in the network (online). Adjustment with demands Industrial Revolution 4.0 also be marked with orientation learning which produce products innovative, like *artificial intelligence, robotics, autonomous transportation, 3-D printing, nanotechnology, biotechnology, new materials science, energy storage, and quantum computing.* Curriculum and learning need to accommodate *blended learning* , certification competence, *higher Order Thinking Skills (HOTS),* and *Outcome-Based Education (OBE)* . together with Thing thedevelopment curriculum year 2019 also adapts to the *Society 5.0 era* which is marked by demands competence of graduates who have *leadership skills, language skills, IT literacy,* and *writing skills.*

demands society 5.0 or Public 5.0 which is draft Public which centered on man (human-centered) and based on technology(technology based). Society 5.0, artificial intelligence (artificial intelligence) will transform big data collected over the internet at all levels field life (*the Internet of things*) Becomes something wisdom new, which willdedicated for increase ability man open opportunity-opportunity for humanity. Society 5.0 or Society 5.0 is also referred to assuper smart society. demands competence in Society 5.0 of them isleadership, Language skills, IT literacy, and Writing skills. So that curriculum2019 management study program must meet the demands of Education 5.0 / Education 21st Century so that graduates are able to compete in the national and international job markets international. Based on deal UNESCO, Education Century 21 no

only teaches scientific material, but also various skills (*skills*) which are called 21st Century Skills (*skills toward the 21st century*) include *life and career skills* (skill life and skills work), *learning and innovation skills* (4C's) (learning and innovation skills), and *information, media, and technology skills* (skills related to information, media, and technology).By because that role Institution Education tall must capable synergize with government (Government), Business world, Academic world, Social entrepreneurs and Society (Penta-Helix Higher Education).

Development curriculum Management Program Studies 2020 oriented on *Technological Pedagogical and Content Knowledge* (TPACK). TPACK composed on three elements, namely *Technological Knowledge* (TK), *Pedagogical Knowledge* (PK), and *Content Knowledge* (CK). Element the shape interaction Becomes *Technological Pedagogical Knowledge* (TPK), *Pedagogical ContentKnowledge* (PCK), and *Technological Content Knowledge* (TCK), so that shape TPACK (Picture 1). Development curriculum 2019 notice various government policies and global education issues such as conservation biodiversity, change climate, Millennium Development Goals (MDGs), Sustainable Development Goals (SDGs) and etc. Development curriculum 2019 follow axiom "curriculum" development is more effective ifit is a comprehensive process". Curriculum development must be comprehensive, covers all aspect like aspect purpose, content, process and evaluation.

Picture 1. TPACK Element (Source: mkoehler, 2011)

Temporary demands *World class University* (WCU) Management Program Studies develop curriculum independent study 2020 in skeleton enhancement Teaching (Teaching – the learning environment), Study (Research – volume, income and reputation), Quote (Citations – research influence), International Outlook, and Innovation (Industry Income – innovation). Therefore this curriculum must ensure the quality of learning Reputation, Number of undergraduate students accepted, Income (Income per academic), S1 graduates, Research reputation, research income scale, number of articles per lecturer, Income research/total income research, Citation & impact creation which published, comparison amount lecturer and student local and international, Amount income research from industry (Research income from industry). So that orientation program curriculum studies management must capable:

1. Building a conducive learning environment (THES: TEACHING) in process education and learning with optimizing Support knowledge knowledge and technology to improve quality graduate of.
2. Expanding international cooperation (THES: INTERNATIONAL outlook) with various parties to improve the quality of lecturer involvement and student.
3. Networking and increasing the amount of research (THES: RESEARCH) for lecturers and students.
4. Increase income (THES: INNOVATION and INCOME GENERATE) from job research same with industry.
5. Increasing the number of publications (THES: RESEARCH) of lecturers' scientific works and student.
6. Increase amount citation (THES: CITATION) publication creation scientific lecturer and students.
7. Increase work same with industry in activity devotion to Public which produce innovation for enhancement well-being Public (THES: INNOVATION and INCOME GENERATE).

B. Base and Principle

a. Base Juridical

i. Law Number 20 of 2003 concerning the Education System National

ii. Law Number 14 Year 2005 about Teacher and Lecturer

iii. Constitution Number 12 in 2012 about Education Tall

iv. Presidential Regulation of the Republic of Indonesia Number 8 of 2012 concerning the FrameworkQualification National Indonesia (KKNI)

v. Regulation Government Number 19 Year 2005 about Standard NationalEducation

vi. Regulation Government Number 17 year 2010 about Management andmaintenance Education

vii. Regulation of the Minister of National Education Number 16 of 2007 concerningStandard Academic Qualifications and Lecturer Competence

viii. Regulation of the Minister of National Education Number 27 of 2008 concerningStandard Academic Qualification and Competency of Counselors

ix. Regulation of the State Minister for the Empowerment of State Apparatus and Bureaucratic Reform Number 16 of 2009 concerning Functional PositionsLecturer and Number The credit.

x. Regulation Minister Research and Technology Number 44 Year 2015 about StandardNational higher education (SNPT)

xi. Regulation Minister Research and Technology Number 35 Year 2017 about StatuteUNY

xii. Regulation Permendikbud No. 3 year 2020 about Standard National education Tall

xiii. Rector's Regulation No. 7 of 2020 on Implementation Guidelines Independent Learning Curriculum-Independent Campus Undergraduate Program andBachelor Applied state University Yogyakarta.

xiv. Letter Circular Dikti Number 255/B/SE/VIII/2016 about Guide Compilation Education curriculum Tall

xv.   Regulation Rector UNY Number 1 Year 2019 about RegulationAcademic UNY

xvi.   Decree of the Chancellor of UNY Number 682 concerning Revision of Study Program CurriculumS-1 UNY

b.   Base Philosophical

Development curriculum study program management UNY based on various philosophy like humanism, essentialism, parenialism, idealism, and Reconstructivism social with thoughts as follows.

i.   Man Indonesia is creature Lord and have natureGood God with the ability to learn and train so that get knowledge, Skills, and form an intelligent, intellectual, independent, creative and innovative attitude so that Becomes member Public which understand and practice values teachings Lord which by active develop potency herself for have strength spiritualreligious, control self, personality, intelligence, moralsnoble, as well as the skills needed by himself, society, nation and country.

ii.   Education on the truth build man Indonesiawholly superior to the Pancasilais, namely fear of Allah Lord Which great One, humane, dignified, fair, democratic, and honor tall values social

iii.   Education can equip students through knowledge, Skills, and attitude which progressive so that could exist and successfulin life in this world and hereafter.

iv.   Education notice characteristics, superiority, and the unique needs of students, needs Public, progress science and technology, and culture culture nation Indonesia, as well as demands global.

v.   Educators have competence professional yang coverscompetence personality, social, pedagogical, and expertise yang in accordance with his field of science and work professionally with principle worship, *at ngarso sung for example* , *at madya*

mangun karsa , son *tut wuri handayani* .

vi. Institution education is a system yang mandiri, authoritative, dignified and full responsibility for enlighten life nation yang produce human Indonesia who believes and fears God Almighty Esa as well as virtuous and able to keep the peace and harmony of inter and inter -component relationships of society, as well understand, appreciate, and practice his religious values yang reconcile his mastery in science knowledge, technology and you, until can show his obedience in carrying out his religious teachings in daily life and make religion the foundation of ethics and morals in life personally, have a family, socialize, nationality, and state (Government Regulation No. 55 of 2007)

c. **Base Theoretical**

Management study program curriculum development follows some principles or axioms that have been agreed upon by the experts curriculum. Principle development curriculum Among other as following.

i. based on curriculum which exists. Development curriculum started from the current curriculum, namely from the 2014 Curriculum. Curriculum 2014 has been implemented for 4 years and the hope is in 2019 have produced graduates. Evaluation of the 2014 Curriculum is necessary conducted for see advantages and the drawbacks. Advantages the need to be continued in the next curriculum; while the lack repaired; so that 2019 curriculum will be more good.

ii. Comprehensive. Development curriculum conducted by comprehensive (comprehensive) covering all aspects of the curriculum, such as goals, profiles, learning outcomes, teaching materials, subjects studying (burden credits, semester, and the order), process learning, assessment process, internship, practicum, and goal attainment.

iii.   Continuous. Development curriculum conductedby sustainable. Team developer curriculum study program stage evaluation curriculum which currently walk and result used for further curriculum improvement.

iv.   Systematic. Development curriculum conducted by systematically, through clear stages and in accordance with science curriculum development. These stages are explained in more detail detail on curriculum development process.

v.   based on needs. Development curriculum based onlabor market needs and development needs science. Therefore, a survey of market needs work, needs Public on generally, and analysis future needs are needed in development curriculum

vi.   Continously. Every lecturer could evaluate the lecture and propose repair to team developer curriculum study program. Repair minor couldconducted when just, whereas repair major must done through team work. Thus the development curriculum can take place simultaneously continously.

C.   Policy Development Curriculum at UNY

Management study program curriculum development is based on on various existing policies as follows.

1. UNY's Vision-Mission-Objective is to become a *World Class University* inyear 2025 which capable produce graduate of which superior, creative, innovative, pious, independent and intellectual. This vision must accommodated in the curriculum development process at each study program in UNY.

2. Regulation Minister Research and Technology Number 44 Year 2015 about Standard National Higher Education.

3. Regulation President RI Number 8 Year 2012 about Framework

Qualification National Indonesia (KKNI). Management Program Studiesimprove the curriculum in accordance with the spirit of the KBK, KKNI, and refers to guidebook.

4. Update curriculum study program. Management Program Studies reviewing the curriculum simultaneously starting from curriculum the used until September 2018. Update curriculum refers to guidebook.

5. Use curriculum new. Curriculum new will used for lectures for new students in the management study program at month September school year 2019.

6. Regulation Permendikbud No. 3 year 2020 about Standard National Higher Education

7. Rector's Regulation No. 7 of 2020 on Implementation Guidelines Independent Learning Curriculum-Independent Campus Undergraduate Program and Bachelor Applied Yogyakarta State University.

8. Preparation fund upgrade curriculum. UNY provide fund help to every study program for develop and doing new curriculum the.

D.   Destination

The purpose of the curriculum development guide in UNY is to:to provide a reference in set:

a. Vision-mission-goal

b. Profile Graduate of

c. Achievements Learning

d. Ingredient Study

e. Course and Load credits

f. Structure Curriculum and Eye Distribution Studying

g. System Learning

h. System Assessment and Criteria Approval

E.   Curriculum Merdeka Study

As a form of adaptation to changes in social, cultural, work world and progress technology which fast, competence student must prepared so that could adapt with change era. Development Innovative curriculum is one of the efforts to answer the forms of adaptation the. Update curriculum college tall Becomes Curriculum Independent Study (KMB) Becomes wrong form answer change environment the. Curriculum independent study consist from Main Course Groups, Additional Course Groups, Subjects Lectures outside the Study Program. The scope of the KMB consists of the pattern of mass study, Study load, distribution of courses, forms and activities of the eye learning, learning participant requirements, implementation mechanism learning and partnership. The pattern of the learning period in this KMB is different from In the previous curriculum, KMB learning patterns were divided into 3 patterns, namely:5-1-2, 6-1-1 and 6-0-2. Pattern 5-1-2 student take 5 semester in study program origin uni, 1 semester in outside study program origin in in UNY and 2 semester outside original study program, outside UNY. Pattern 6-1-1 students take 6 semesters in study program origin uni, 1 semester in outside study program origin in in UNY and 1 semester outside study program origin, in outside UNY. Pattern 6-0-2 student take 6 semester in the original study program of UNY, and 2 semesters outside the original study program, outside of UNY. Burden student study at least 146 credits and a maximum of 156 credits must solved in period time maximum 6 academic year.

Based on Article 17 of the Rector's Regulation Number of 2020 concerning Curriculum Independent Study-Campus Independent Program Bachelor and Bachelor Applied Yogyakarta State University the mechanism for implementing learning in outside the study program is an integral part of the study completion process student. Mechanism implementation study there is two allotment, that is for dad students in the original study program leaving the original study program which same and/or which different (could in program studies and/or institution society) and student and outside the program studies origin into the different and/or different study programs. Study outside the program studies origin as form shopping competence this could in the form of activity which

character academic nor Non-Academic, good in form apprenticeship, research, service, student exchange, real work lectures, and form other.

Partnership is part important in implementation Independent Learning Curriculum-Learning Campus. The partnership is between UNY with Partner or Party other (College Tall other, World Effort andIndustrial World (DUDI) or business and industrial actors. Government agencies or Private, and Organization society). Guarantee Quality implementation Curriculum Independent Study-Campus Independent conducted in an integrated manner refers to the Internal Quality Assurance System which contained in the Rector's Regulation Number 41 of 2019 concerning the Guarantee Quality Internal Universitas Negeri Yogyakarta. Guarantee Quality implementation Curriculum Independent Study-Campus Independent carried out with a quality assurance mechanism with a cycle of determination, implementation, evaluation, control, and enhancement standard (PPEPP) in accordance with the SOP issued by LPMPP UNY.

CHAPTER II
VISION AND MISSION OF UNIVERSITY, FACULTY AND PROGRAM STUDIES

Curriculum Major / Program Studies must arranged based on on vision and mission of the University and the Faculty. Based on this thought, it is very important describe vision mission university, Faculty, Department/Prodi so that Becomes media reminder and aligner step in development curriculum and its implementation.

A. UNIVERSITAS NEGERI YOGYAKARTA

1. Vision

Become university education superior, creative, and innovative based on piety, independence and scholarship in 2025.

2. Mission

Universitas Negeri Yogyakarta aim for educate man and Public Indonesia with :

1. Organize education academic and profession field education which superior, creative, and innovative for produce man pious, independent, and intelligent.

2. Organize education academic, profession, and vocation field non-educational excellence, creative, and innovative to produce man pious, independent, and intelligent.

3. Conducting research to discover, develop, and spread knowledge knowledge, technology, and art which prosper individual, and Public, and support regional and national development, as well as contributing to solving problem global by creative and innovative based on piety, independence, and scholarship.

4. Organizing community service and empowerment creative and innovative which push development potency man,

Public, and natural for realize well-being Public based on piety, independence, and scholarly.

5. Organize system manage and service which good, clean, and authoritative in implementation autonomy college tall for create a superior, creative, and innovative university based on piety, independence, and scholarship.

6. Create process and environment learning which capable empower students creatively and innovatively to dolifelong learning based on piety, independence, andscholarly.

7. Develop work same with institution other, good national norinternational, by creative and innovative for increase quality implementation tridharma with principle equality and each other profitable based on piety, independence, and scholarly.

3. **Destination maintenance Activity**

   1. Implementation of academic and professional education in the field of educationwhich superior, creative, and innovative for produce graduate of bachelor andpostgraduate masters science, technology, and art along with development based on piety, independence, and scholarly.

   2. Implementation education academic, profession, and vocation field non-education superior, creative, and innovative which support development field education for shape man whichhave skill in accordance field work based on piety,independence, and scholarship.

   3. The implementation of superior, creative, and innovative research activities for find, develop, and spread knowledge knowledge, technology and art, which support regional development and national, well-being Public, as well as contribute on global problem solving, based on piety, independence, and scholarly.

4. The implementation of superior, creative, and innovative research activities that realize findings which support formulation and implementation policy new in field education, as well as could support repair various model and practice education based on piety,independence, and scholarship.

5. The implementation of excellent community service activities, creative, and innovative to develop the potential of human resources and source power natural based on piety, independence, andscholarly.

6. The realization of good, clean, and authoritative governance and services in implementation autonomy college tall based on piety, independence, and scholarship

7. creation process and environment learning which superior, creative, and innovative which capable empower student for To do lifelong learning based on piety, independence, and scholarly.

8. The realization of cooperation with other institutions, both national and international international, by creative and innovative for increase quality implementation tridharma with principle equality and each other profitable based on piety, independence, and scholarship.

B. Faculty Economic UNY

1. Vision

FE UNY's vision is: "By 2025 to become a superior, creative and innovative in field education and non education based on piety, independence, and scholarly as well as economy populistinsightful global". Vision FE UNY the actualized through step-step big written in the form of FE Mission UNY.

2. Mission

For reach vision in on, so formulated mission FE UNY as following:

 a. Implement learning in field education, economy and business, for improving community welfare;

b. Carry out research in the context of discovery and development science and technology and community service in the field of education, economy and business'

c. Organizing good, clean, transparent and effective faculty governance accountable;

d. Establish domestic and foreign cooperation in the field of education and teaching, study and development, as well as devotion to Public.

3. **Destination Faculty Economy University Yogyakarta State**

Based on the vision and mission above, the implementation of FE UNY is directedon achievement of objectives:

1. Improving the quality of education and learning to producegraduate of in field education, economy and business which superior, creative and innovative as well as insightful people's economy global;

2. Increase quality study in skeleton invention anddevelopment science and technology as well as devotion to Public in fieldeducation, economics and business;

3. Increase lecturer competence and energy education;

4. Increase service institutional and cooperation in and outsidecountry;

5. Increase management and implementation technical task other.

4. **Motto Faculty Economy Universitas Negeri Yogyakarta**

"BRIGHT" :moral, Rational, Integrity, Persistent, Humanist and Taqwa

C. **Study program Management FE UNY**

1. **Vision**

Vision Management Program Studies FE UNIVERSITY are:

 "In 2025, it will become a Management Study Program that is Excellent, Creative,and Innovative based on the values of piety and entrepreneurial spirit in accordance with demands Global".

2. **Mission Study program Management FE UNY**

a. Organizing a quality learning process according to demands Education 5.0 and Penta-Helix Education Tall for preparegraduate of which Superior, Creative, and Innovative which have values piety, soulful entrepreneurship and scholarship.

b. Develop research and publication of scientific papers for lecturers and students who are able to make theoretical, empirical, and practical in field knowledge management and business in accordance demands Revolution Industry 4.0, Society 5.0, and Education 5.0 and Penta-Helix Education Tall.

c. Organizing community service to practice knowledge and Skills management and business which in accordance demands Society 5.0, Education 5.0 and Penta-Helix Higher education.

d. Organize system manage program studies which in accordance demands revolutioneducation 5.0 and revolution Industry 4.0 which good and clean as well as weave cooperation with institution business, government, institution academic, social entrepreneurs, and Public leveled national nor international for support implementation process learning, research and publication of scientific works, as well as community service to management community.

3. **Destination Study program Management FE UNY**

a. Producing Excellent, Creative, and Innovative graduates who have values piety, soulful entrepreneurship and scholarly in field knowledge management and business in accordance demands Revolution Industry 4.0,
Society 5.0, and Education 5.0

b. Produce study scientific which capable give contribution theoretical, empirical, and practical in the field of management and business science in accordance demands Revolution Industry 4.0, Society 5.0, and Education 5.0 as well asPenta-Helix Education Tall.

c. Produce publication creation scientific in journal national nor international management in the field of science and business

d. Produce community service activities with valuespiety, entrepreneurial spirit and scholarship that is beneficial forenhancement public welfare.

a. Realization system manage program studies which in accordance demands Education 5.0and revolution Industry 4.0 which good and clean as well as could weave cooperation with institution business, government, Institution academic, social entrepreneurs, and Public leveled national nor international for support implementation process learning study and publication creation scientific, and devotion to Publicin management field.

4. Competence of graduates

In accordance with destination the every graduate of expected have competence as follows.

a. Have integrity as scientist and professional in the field knowledge Superior, Creative and Innovative management and business with values score piety, entrepreneurial spirit and scholarly

b. Dominate substance knowledge and study management and business by deep and capable communicate it in accordance demands Revolution Industry 4.0, Society 5.0, and Education 5.0 to business institutions, government, academic world, Social entrepreneurs, and Public.

c. Have ability in develop knowledge and technology in the field of management and business according to the demands of Education 5.0 and Industrial revolution 4.0 to contribute to the development knowledge and practice management and business in increase well-being in sector education, business, government, and Public.

d. Having the ability as a management and business expert provide benefits in the world of work in the education, business, government, and society.

e. Have ability analyze by critical various problem management and business, and skilled communicate or

publish   it   scientifically   at   the
national and international levelinternational

5. **Profile Graduate of**

In accordance with destination the every graduate of will prepared Becomes:

a. Manager/Assistant manager field Finance, Marketing, and ResourceMan

b. Entrepreneur

c. Scientist in field Finance, field Marketing, and ResourceMan

CHAPTER III

STRUCTURE CURRICULUM

AND SPREAD SUBJECT

1. **Program Studies in Faculty Economy UNY**

The Faculty of Economics of UNY has eight Study Programs (Prodi) consisting of: on education (Kp) and non-education (NKp), one in in between holding a flagship program, namely the Accounting Education Study Program. From Of the eight study programs, which are strata one (S1), there are five study programs and three study program tiered diploma four (D4). Eighth study program the could seen ontable 1.

Table 1

Name of Study Program at the

Faculty of EconomicsUniversitas

Negeri Yogyakarta

No	Study program	tier and Type Program	
		Kp	NKp
1.	Education Administration office	S1	
2.	Education Accountancy	S1	
3.	Education Economy	S1	
4.	Accountancy		S1
5.	Management		S1
6.	Administration office		D4
7.	Accountancy		D4
8.	Management Marketing		D4

Information:

Kp   = Education NKp

       = Non Education

2. Structure Curriculum and Burden Studies

The curriculum consists of three patterns, namely 512, 611, 602. Each pattern contains university courses, study programs and courses outside of UNY. Each pattern explained on the following sub-chapters:

a. 512 . pattern

1) Course university

To develop character and Indonesianness and to achieve the vision and mission UNY, then held University Courses (MKU). MKU consists of MKU Required and MKU choice.

No	Code	Course	credits
1	MKU6208	Pancasila	2
2	MKU6209	Language Indonesia	2
3	MKU6211	Language English	2
4	MKU6201	Education Islam	2
	MKU6202	Education Religion catholic	
	MKU6203	Education Religion Christian Protestant	
	MKU6204	Education Religion Hindu	
	MKU6205	Education Religion Buddha	
	MKU6206	Education Religion Confucianism	
5	MKU6207	Education Citizenship	2
6	MKU6212	Application Transformation Digital	2
7	MKU6217	Social Literacy and Humanity*	2
8	MKU6213	Creativity, Innovation and Entrepreneurship	2
AMOUNT			16

Student Required take 14 total credits from 16 credits Course university

* Subject university Choice

2) Course Common ground Study program

No	Code	Course	credits
1	MNJ6201	Statistics	2
2	MNJ6301	Management MSME	3
3	MNJ6302	Introduction Business	3
4	MNJ6202	Application Computer Technology 4.0	2
5	MNJ6303	Mathematics Business	3
6	MNJ6304	Introduction Management	3

No	Code	Course	credits
7	MNJ6305	Internet of Things (IoT)	3
8	MNJ6306	Management Marketing	3
9	MNJ6307	Management Finance Business	3
10	MNJ6308	Management Operational	3
11	MNJ6309	Basics Entrepreneurship	3
12	MNJ6310	Management Source Power Man	3
13	MNJ6311	Behavior Organization	3
14	MNJ6312	Management Institution Finance	3
15	MNJ6313	Methodology Study Business	3
16	MNJ6314	Ethics Business	3
17	MNJ6315	Management Risk	3
18	MNJ6316	Studies Appropriateness Business	3
19	MNJ6317	Language English Business	3
20	MNJ6203	Big Data	2
21	MNJ6318	Communication & Business Negotiation	3
22	MNJ6319	Management strategic	3
23	MNJ6320	System Information Management Business	3
24	MNJ6321	Research Management Finance(*W)	3
25	MNJ6322	Investment Management (*W)	3
26	MNJ6323	Management Treasury (*W)	3
27	MNJ6324	Research Marketing(**W)	3
28	MNJ6325	Behavior Consumer (**W)	3
29	MNJ6326	Marketing Global(**W)	3
30	MNJ6327	Research HR(***W)	3
31	MNJ6328	HRM strategic (***W)	3
32	MNJ6329	Management Performance(***W)	3
33	MNJ6330	Growth Strategy Entrepreneurship(****W)	3
34	MNJ6331	Accompaniment Entrepreneurship(****W)	3
35	MNJ6332	Startup Business(****W)	3
36	MNJ6333	Corporate Budgeting	3
37	MNJ6204	Quantitative Method of RetrievalDecision	2
38	MNJ6345	E-Commerce	3
39	MNJ6367	Aspect Economic Law and Business	3
40	MNJ6368	Economy managerial	3
		AMOUNT	116

On curiculum 2020, student minimum must take 86 until 90 credits from116 Credit commond ground management study program.

3) Course Competence Addition (Outside of Inner Study Program) university)

No	Code	Course	credits
1	FEK	Accountancy Introduction	2
2		Practice Effort food I	3
3	TIN6288	Base Application Mobile	2
4	TIN6289	Practice Base Application Mobile	2
5	FEK	Basics Economy	2
6	MUS6250	management Show	2
7		Management Administrative	2
8	MED6306	Production Media On line	3
		AMOUNT	18

Eye study outside of internal study program UNY students should take 18-20 credits.

4) Course outside UNY

No	Code	Course	credits
1	MNJ6205	Management Science	2
2	MNJ6206	Business And Indonesian Economy	2
3	MNJ6335	Econometrics Finance(*P)	3
4	MNJ6336	Behavioral Finance(*P)	3
5	MNJ6337	Merger Dan Acquisition (*P)	3
6	MNJ6338	Finance International (*P)	3
7	MNJ6339	Finance Sharia (*P)	3
8	MNJ6340	Technology Finance(*P)	3
9	MNJ6341	Seminar Finance(*P)	3
10	MNJ6342	Finance Non Professional (*P)	3
11	MNJ6343	Marketing Strategic(**P)	3
12	MNJ6344	E-Service (**P)	3
13	MNJ6369	Marketing Retail (**P)	3
14	MNJ6346	Marketing Environment(**P)	3
15	MNJ6347	Management Connection Customer(**P)	3
16	MNJ6348	Seminar Management Marketing (**P)	3
17	MNJ6349	Management Marketing Social(**P)	3

No	Code	Course	credits
18	MNJ6350	Marketing Sharia (**P)	3
19	MNJ6351	HRM International(***P)	3
20	MNJ6352	Psychology Industry (***P)	3
21	MNJ6353	Management Conflict(***P)	3
22	MNJ6354	Development Organization(***P)	3
23	MNJ6355	Management Change (***P)	3
24	MNJ6356	Training and Development HR (***P)	3
25	MNJ6357	HRM Sustainable (***P)	3
26	MNJ6358	Seminar HR (***P)	3
27	MNJ6359	Entrepreneurship Social(****P)	3
28	MNJ6360	Business Model and DesignSystem(****P)	3
29	MNJ6361	Business Digital(****P)	3
30	MNJ6362	Management Technology(****P)	3
31	MNJ6363	Plan Business(****P)	3
32	MNJ6364	Business Tourism(****P)	3
33	MNJ6365	Plan Action Business(****P)	3
34	MNJ6366	Seminar Entrepreneurship(****P)	3
35	MKU6614	KKN	6
36	PKL6601	PI, Apprenticeship, Project Village, Entrepreneurship	6
37	MNJ6878	Thesis	8
		AMOUNT	120

Student can take Course in University which other in outside UNY (in accordance work same which already conducted by UNY that is with 12 University) as much minimum 28 credits up to 32 credits from 120 credits of external options UNY.

b. **Pattern 611**

1) **Course university**

For develop character and Indonesianness as well as for reach UNY's vision and mission, then held University Courses (MKU). MKU consists of MKU mandatory and MKU choice.

No	Code	Course	credits
1	MKU6208	Pancasila	2
2	MKU6209	Language Indonesia	2

No	Code	Course	credits
3	MKU6211	Language English	2
4	MKU6201	Education Islam	2
	MKU6202	Education Religion catholic	
	MKU6203	Education Religion Christian Protestant	
	MKU6204	Education Religion Hindu	
	MKU6205	Education Religion Buddha	
	MKU6206	Education Religion Confucianism	
5	MKU6207	Education Citizenship	2
6	MKU6212	Application Transformation Digital	2
7	MKU6217	Social Literacy and Humanity*	2
8	MKU6213	Creativity, Innovation and Entrepreneurship	2
	AMOUNT		16

Student must take a total of 14 credits from 16 credits university course

* Eye University Course Choice

2)   Course Common ground Study program

No	Code	Course	credits
1	MNJ6201	Statistics	2
2	MNJ6301	Management MSME	3
3	MNJ6302	Introduction Business	3
4	MNJ6202	Application Computer Technology 4.0	2
5	MNJ6303	Mathematics Business	3
6	MNJ6304	Introduction Management	3
7	MNJ6305	Internet of Things (IoT)	3
8	MNJ6306	Management Marketing	3
9	MNJ6307	Management Finance Business	3
10	MNJ6308	Management Operational	3
11	MNJ6309	Basics Entrepreneurship	3
12	MNJ6310	Management Source Power Man	3
13	MNJ6311	Behavior Organization	3
14	MNJ6312	Management Institution Finance	3
15	MNJ6313	Methodology Study Business	3
16	MNJ6314	Ethics Business	3
17	MNJ6315	Management Risk	3
18	MNJ6316	Studies Appropriateness Business	3

No	Code	Course	credits
19	MNJ6317	Language English Business	3
20	MNJ6203	Big data	2
21	MNJ6318	Communication & Business Negotiation	3
22	MNJ6319	E-Commerce	3
23	MNJ6320	System Information Management Business	3
24	MNJ6321	Research Management Finance(*W)	3
25	MNJ6322	Investment Management (*W)	3
26	MNJ6323	Management Treasury (*W)	3
27	MNJ6324	Research Marketing(**W)	3
28	MNJ6325	Behavior Consumer (**W)	3
29	MNJ6326	Marketing Global(**W)	3
30	MNJ6327	Research HR(***W)	3
31	MNJ6328	HRM strategic (***W)	3
32	MNJ6329	Management Performance(***W)	3
33	MNJ6330	Growth Strategy Entrepreneurship(****W)	3
34	MNJ6331	Accompaniment Entrepreneurship(****W)	3
35	MNJ6332	Startup Business(****W)	3
36	MNJ6333	Corporate Budgeting	3
37	MNJ6204	Quantitative Method of RetrievalDecision	2
38	MNJ6205	Management Science	2
39	MNJ6206	Business And Economy Indonesia	2
40	MNJ6335	Econometrics Finance(*P)	3
41	MNJ6336	Behavioral Finance(*P)	3
42	MNJ6337	Merger Dan Acquisition (*P)	3
43	MNJ6338	Finance International (*P)	3
44	MNJ6339	Finance Sharia (*P)	3
45	MNJ6340	Technology Finance(*P)	3
46	MNJ6341	Seminar Finance(*P)	3
47	MNJ6342	Finance Non Professional (*P)	3
48	MNJ6343	Marketing Strategic(**P)	3
49	MNJ6344	E-Service (**P)	3
50	MNJ6369	Marketing Retail (**P)	3
51	MNJ6346	Marketing Environment(**P)	3
52	MNJ6347	Management Connection Customer(**P)	3
53	MNJ6348	Seminar Management Marketing (**P)	3
54	MNJ6349	Management Marketing Social(**P)	3
55	MNJ6350	Marketing Sharia (**P)	3

No	Code	Course	credits
56	MNJ6351	HRM International(***P)	3
57	MNJ6352	Psychology Industry (***P)	3
58	MNJ6353	Management Conflict(***P)	3
59	MNJ6354	Development Organization(***P)	3
60	MNJ6355	Management Change (***P)	3
61	MNJ6356	Training and Development HR (***P)	3
62	MNJ6357	HRM Sustainable (***P)	3
63	MNJ6358	Seminar HR (***P)	3
64	MNJ6359	Entrepreneurship Social(****P)	3
65	MNJ6360	Business Model and DesignSystem(****P)	3
66	MNJ6361	Business Digital(****P)	3
67	MNJ6362	Management Technology(****P)	3
68	MNJ6363	Plan Business(****P)	3
69	MNJ6364	Business Tourism(****P)	3
70	MNJ6365	Plan Action Business(****P)	3
71	MNJ6366	Seminar Entrepreneurship(****P)	3
72	MNJ6207	Artificial Intelligence	2
73	MNJ6334	Leadership	3
74	MNJ6367	Aspect Economic Law and Business	3
75	MNJ6368	Management strategic	3
76	MNJ6321	Economy managerial	3
AMOUNT			221

On curriculum 2020 with pattern 611, student minimum must take 104up to 110 credits of 221 credits of commond ground management study program that provided.

3) Course Competence Addition (Outside of Inner Study Program) university)

No	Code	Course	credits
1	FEK	Accountancy Introduction	2
2		Practice Effort food I	3
3	TIN6288	Base Application Mobile	2
4	FEK	Basics Economy	2
AMOUNT			9

On curriculum 2020 with pattern 611, student take Course as much 8-12 credits Course outside study program in UNY which provided.

4) **Course outside UNY**

No	Code	Course	credits
1	MKU6614	KKN	6
2	PKL61001	PI, Apprenticeship, Project Village, Entrepreneurship, ETC	6
3	MNJ6878	Thesis	8
		AMOUNT	20

Student can take Course in University which other in outside UNY (in accordance work UNY has done the same thing with 12 universities) as many as 20 credits in the form of activity field KKN, PI, Apprenticeship, Project Village, Entrepreneurship and Thesis.

5) **Pattern 602**
   1) **Course university**
      To develop character and Indonesianness and to achieve the vision and mission UNY, then held University Courses (MKU). MKU consists of MKU Required and MKU choice.

No	Code	Course	credits
1	MKU6208	Pancasila	2
2	MKU6209	Language Indonesia	2
3	MKU6211	Language English	2
4	MKU6201	Education Islam	2
	MKU6202	Education Religion catholic	
	MKU6203	Education Religion Christian Protestant	
	MKU6204	Education Religion Hindu	
	MKU6205	Education Religion Buddha	
	MKU6206	Education Religion Confucianism	
5	MKU6207	Education Citizenship	2
6	MKU6212	Application Transformation Digital	2
7	MKU6217	Literacy Social and Humanity*	2
8	MKU6213	Creativity, Innovation and Entrepreneurship	2
		AMOUNT	16

(4)

No	Code	Course	credits

Student required to take a total of 14 credits of 16 eye credit university study
* Eye University Course Choice

2) **Course Common ground Study program**

No	Code	Course	credits
1	MNJ6201	Statistics	2
2	MNJ6301	Management MSME	3
3	MNJ6302	Introduction Business	3
4	MNJ6202	Application Computer Technology 4.0	2
5	MNJ6303	Mathematics Business	3
6	MNJ6304	Introduction Management	3
7	MNJ6305	Internet of Things (IoT)	3
8	MNJ6306	Management Marketing	3
9	MNJ6307	Management Finance Business	3
10	MNJ6308	Management Operational	3
11	MNJ6309	Basics Entrepreneurship	3
12	MNJ6310	Management Source Power Man	3
13	FEK	Accountancy Introduction	2
14	MNJ6311	Behavior Organization	3
15	MNJ6312	Management Institution Finance	3
16	MNJ6313	Methodology Study Business	3
17	MNJ6314	Ethics Business	3
18	MNJ6315	Management Risk	3
19	MNJ6316	Studies Appropriateness Business	3
20	MNJ6317	Language English Business	3
21	MNJ6203	Big data	2
22	MNJ6318	Communication & Business Negotiation	3
23	MNJ6319	E-Commerce	3
24	MNJ6320	System Information Management Business	3
25	MNJ6321	Research Management Finance(*W)	3
26	MNJ6322	Investment Management (*W)	3
27	MNJ6323	Management Treasury (*W)	3
28	MNJ6324	Research Marketing(**W)	3
29	MNJ6325	Behavior Consumer (**W)	3
30	MNJ6326	Marketing Global(**W)	3
31	MNJ6327	Research HR(***W)	3

No	Code	Course	credits
32	MNJ6328	HRM strategic (***W)	3
33	MNJ6329	Management Performance(***W)	3
34	MNJ6330	Growth Strategy Entrepreneurship(****W)	3
35	MNJ6331	Accompaniment Entrepreneurship(****W)	3
36	MNJ6332	Startup Business(****W)	3
37	MNJ6333	Corporate Budgeting	3
38	MNJ6204	Quantitative Method of RetrievalDecision	2
39	MNJ6334	Leadership	3
40	MNJ6205	Management Science	2
41	MNJ6333	Corporate Budgeting	3
42	MNJ6367	Aspect Economic Law and Business	3
43	MNJ6319	Management strategic	3
44	MNJ6370	Accountancy MSME	3
45	MNJ6204	Quantitative Method of RetrievalDecision	2
46	MNJ6321	Economy managerial	3
47	FEK	Basics Economy	2
		AMOUNT	133

On curriculum 2020 with pattern 602, student minimum must take 106 to 112 credits of the 133 credits commond ground Management Program Studies provided.

3) **Course outside UNY**

No	Code	Course	credits
1	MNJ6205	Management Science	2
2	MNJ6206	Business And Economy Indonesia	2
3	MNJ6335	Econometrics Finance(*P)	3
	MNJ6336	Behavioral Finance(*P)	3
	MNJ6337	Merger Dan Acquisition (*P)	3
	MNJ6338	Finance International (*P)	3
	MNJ6339	Finance Sharia (*P)	3
	MNJ6340	Technology Finance(*P)	3
	MNJ6341	Seminar Finance(*P)	3
	MNJ6342	Finance Non Professional (*P)	3

No	Code	Course	credits
	MNJ6343	Marketing Strategic(**P)	3
	MNJ6344	E-Service (**P)	3
	MNJ6369	Marketing retail	3
	MNJ6346	Marketing Environment(**P)	3
	MNJ6347	Management Connection Customer(**P)	3
	MNJ6348	Seminar Management Marketing (**P)	3
	MNJ6349	Management Social Marketing(**P)	3
	MNJ6350	Marketing Sharia (**P)	3
	MNJ6351	HRM International(***P)	3
	MNJ6352	Psychology Industry (***P)	3
	MNJ6353	Management Conflict(***P)	3
	MNJ6354	Development Organization(***P)	3
	MNJ6355	Management Change (***P)	3
	MNJ6356	Training and Development HR (***P)	3
	MNJ6357	HRM Sustainable (***P)	3
	MNJ6358	Seminar HR (***P)	3
	MNJ6359	Entrepreneurship Social(****P)	3
	MNJ6360	Business Model and DesignSystem(****P)	3
	MNJ6361	Business Digital(****P)	3
	MNJ6362	Management Technology(****P)	3
	MNJ6363	Plan Business(****P)	3
	MNJ6364	Business Tourism(****P)	3
	MNJ6365	Plan Action Business(****P)	3
	MNJ6366	Seminar Entrepreneurship(****P)	3
	MKU6614	KKN	6
	PKL61001	PI, Apprenticeship, Project Village, Entrepreneurship, ETC	6
	MNJ6878	Thesis	8
		AMOUNT	120

Student can take Course in University which other in outside UNY (in accordancethe cooperation that has been carried out by UNY is with 12 universities) as many as 26 to 30 credits of the 120 credits of electives outside of UNY. The courses that arranged in the curriculum can be categorized into theoretical activities (T), practical activities (P), or Field (L). Besides that, eye course-Course the could grouped according to nature, that is Required (W) and choice (PLH). Determination type

The activities and the nature of the courses are adjusted to the characteristics of the program studies. The number of credits for the Management study program ranges from 146-156 credits what to go through maximum in 12 semesters.

3. **Curriculum Characteristics**

Management Study Program Curriculum FE-Yogyakarta State University developed with the following characteristics.

a. Build intelligence spiritual and Noble character

In skeleton develop graduate of so that personality which good, have emotional and spiritual intelligence and have noble character, already should also be reflected in the curriculum. Curriculum development based on perspective value/glory morals and spiritualism. For example amount Course which related with education score and development personality which morals glorious added amount nor weight the credits. Existence Course Education Religion, Education Pancasila, Education Citizenship, Ethics Business, expected by gradually could give color in effort development intelligence emotional and spiritual as well as a noble character of students and graduates.

b. Produce graduates who are responsive and have ability anticipation to every change social, development knowledge knowledge, and technology.

To produce graduates who have the knowledge and skills and have ability anticipation of any social change, development knowledge, and technology with offer a number of Course supporter like Transformation digital, Leadership, Marketing strategic,HRM International and Finance International.

4. **Model Compilation Curriculum**

In accordance with the directions in the Curriculum Preparation Guidebook Program Studies, formulation curriculum based to amount considerations that are internal and external environmental analysis inform analysis SWOT and *tracer study* . Following this depicted model

composing curriculum Management Program Studies FE UNY based on KKNI:

```
                        ┌──────────────────────────────┐
                        │      Deskripsi Generik         │
                        │ Kerangka Kualifikasi Nasional  │
                        │         Indonesia              │
                        └──────────────────────────────┘
                                     ⬇

        ┌──────────────────┐   Tracer Study &   ┌──────────────────┐
        │ Kebutuhan Pengguna│⬅  SWOT Analysis  ⬅│ Lembaga Profesi   │
        │     Lulusan       │                    │                   │
        └──────────────────┘                    └──────────────────┘

                        ┌──────────────────┐
                        │ Visi, Misi, Tujuan│
                        │       Prodi        │
                        └──────────────────┘
                                     ⬇

                        ┌──────────────────┐
                        │ Deskripsi Spesifik │
                        └──────────────────┘
                                     ⬇

        ┌──────────────┐   ┌──────────────────────┐   ┌──────────────┐
        │   Strategi    │⬅ │ Capaian Pembelajaran  │⬆ │   Evaluasi    │
        │ Pembelajaran  │   │ (Learning Outcomes)   │   │ Pembelajaran  │
        └──────────────┘   └──────────────────────┘   └──────────────┘
                                     ⬇

                        ┌──────────────┐
                        │   Struktur    │
                        │   Kurikulum   │
                        └──────────────┘
```
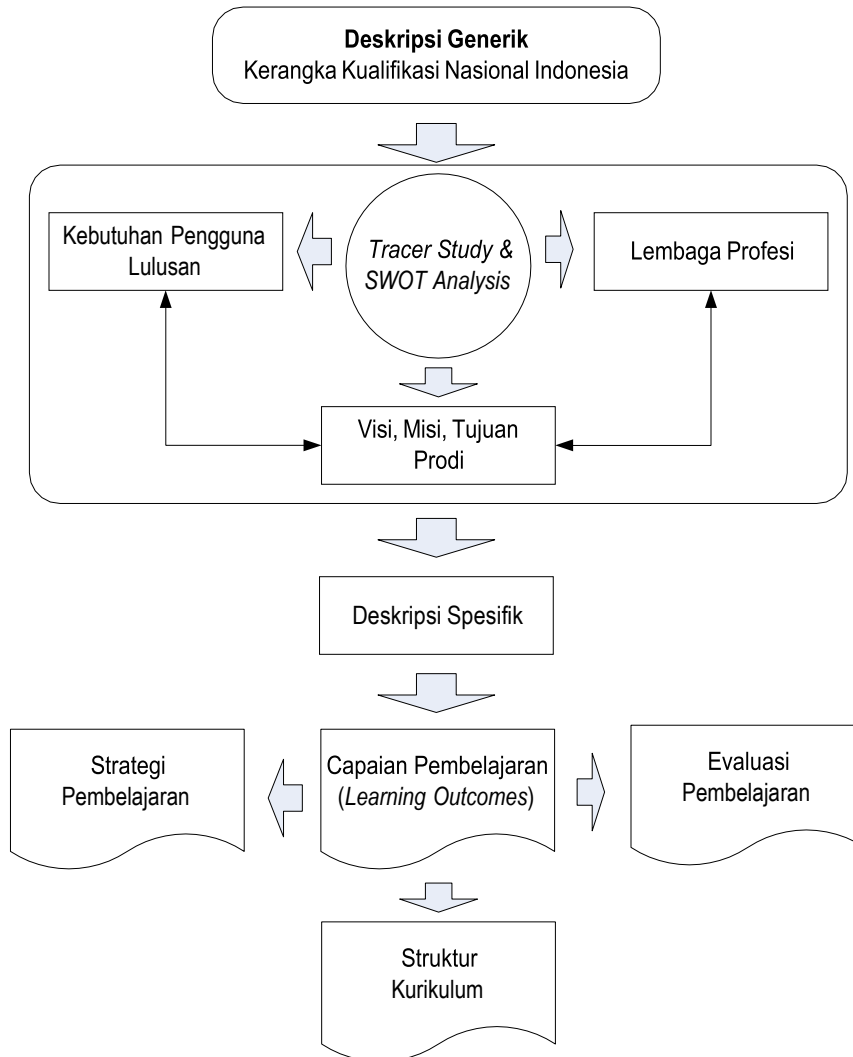
Picture 1 – Model Formulation Curriculum based on KKNI

5. Description KKNI

There are a number of generic descriptions of qualifications that must be achieved by Strata 1 graduates as stated in the Appendix of Regulations President Republic Indonesia Number 8 Year 2012 about Qualification Framework

National Indonesia, which consists of a description of the competencies that must be possessed by all levels and a description of the competencies associated with the level/level education carried by a bachelor's degree graduate.

Description description general which must there is on all level in KKNIis as follows:

a. devout to Lord The Almighty One,

b. Have moral, ethics and personality which good in in completetask,

c. role as inhabitant country which proud and love soil water as well as support peace world,

d. Capable work same and have sensitivity social and concern which tallto community and environment,

e. Value diversity culture, view, trust, and religionas well as other people's original opinions/findings,

f. Uphold tall enforcement law as well as have spirit forput first national interest as well as wide community.

Graduate of Level 1 in perspective KKNI is at on level 6 which expected reach qualification as following:

a. Capable apply management expertise and utilize science and technology in the field of management in progressproblem as well as capable adapt to the situation faced

b. Mastering the theoretical concepts of a particular field of knowledge in general and draft theoretical part special in field knowledge the bydeep, as well as capable formulate solution problem procedural.

c. Able to make the right decisions based on analysis of information and data, and able to provide guidance in choosing various alternatives solution by independent and group.

d. Responsible for own work and can be given responsibility on achievement of organizational work.

6. **Description Study Program Management**

There are a number of considerations in the formulation of the Program-specific description Management Study of FE UNY, namely the description of the KKNI generic description for level 6, analysis SWOT, and *tracer studies* . Based on the input on these three things, the Study Program Management set Description program studies which showed on table 6.

table 6. Description Matrix specific Study Program management

code	Description	aspect	code	Description
A	Capable apply management expertise andtake advantage of knowledge knowledge and technology onthe field is in progress problem and able adapt to the situation which faced	**Aspect Work**	A1	Capable manage profession and leadership
			A2	Able to take advantage of technology on professionmanagerial and business
			A3	Capable adapt toglobal challenge (Revolution Industry 4.0, Society 5.0, Education 5.0, Penta-Helix Education Tall)
B	Mastering theoretical concepts specific field of knowledge in general and concept theoretical special section in the field of knowledge deeply, and able formulate solutionproblem procedural	**Aspect science**	B1	Mastering theory and practiceknowledge Management and business
			B2	Dominate theory and practiceHR Management Science, Finance, Marketing and operation
			B3	Able to innovate policy HR, Finance,Marketing, operation accordingly challenge global
C	Able to make decisions the right one based on the analysis information and data, and be able toprovide instructions in choose various alternatives solution by independent andgroup	**Aspect managerial**	C1	Capable make decisions the right one based on analysis information and data
			C2	able to give directionsin choosing various alternative solutions independent
D	Responsible for own work and cangiven responsibility for achievement of work organization	**Aspect attitude and Character**	D1	Responsible for Moral and professional to results work individual
			D2	Responsible forMoral and professional to results work team

7. Achievements Learning (*Learning Outcome* , LO) Study program Management

Achievements Learning (*Learning Outcome* , LO) Management Program Studies considering generic and specific descriptions and individual profiles of graduates Management Studies Program FE UNY as a manager, scientist, and entrepreneur. The Management Study Program determines the learning outcomes of the Study Program graduates management, that is:

1) Aspect Work
2) Aspect science
3) Aspect managerial
4) Aspect Attitude and Character

Table 7. Matrix *Learning* Program *Outcomes* Management Studies

Description	Aspect	Code	Description	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
Capable apply areas of expertise management and utilise science and technology on the field in problem solvingand able adapt to situation faced	Aspect Work	A1	Able to manage work and leadership	Seize the opportunity development knowledge management	Make planning andwork goal	Prepare opportunity analysisbusiness in various field
				Designing program development knowledge management	Allocating resourcesand setting priorities	Making plans business by professional
				To do *transfer knowledge*	Coordinate various resource for operatework program	Manage business by professional
				Write scientific work	To do briefing and supervision	Evaluating the programbusiness
		A2	Capable utilise technology 4.0 on managerial joband business	Identify science development knowledge and technology in field management	Identify and take advantage of technology information in increaseeffectiveness his job	Identify and take advantage of technology inside information increase effectiveness process business
				Optimizing usagerequired technology for the development of science management	Using technology information as a means case sharing analysis managerial	Using technology information as a means process business
				Synergize development knowledge knowledge and technology	present the benefitsvarious information technology in increasing effectiveness profession managerial	present various benefits technology information in do business

Description	Aspect	Code	Description	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
		A3	Able to adaptto challenges global (Revolution Industry 4.0, Society 5.0, Education 5.0, Penta-Helix Education Tall)	understand the concepts and demandsrelated global challenges development knowledge management	Understanding various cases managerial in dealing with challenge global	Understanding various dynamics case business global
				Analyze indicators, cause and effect challengesglobal	Identify various resources needed to get a solution managerial in faceglobal challenge	Identify various demands stakeholders importantin business in face challenges global
				Identify the role of science management and technology information as a solution to challenges global	Operate various technology information in face work managerial in era global	Operate various information technology in do business
				present the challenge global (Industrial Revolution 4.0, Society 5.0, Education 5.0 / 21st Century Education, penta- Helix Education Tall) onmanagerial work as well the solution	represent optimization resources and use information technology in face global challenge	Presenting business strategy adjustmentwith demands global
Mastering the concept field theory certain knowledge in general and draft theoretical part specialized in that knowledge by deep, and able formulate	Aspect science	B1	Dominate theory andpractice science Management and business	Understanding the philosophy and methodology in science management and business for finish various demandsproblem solving managerial	Understand and demonstrate management science in solve various cases managerial	Understanding and practice science management and business insolve various casesbusiness
				Writing scientific papers management	Compile analysis reports case and solution managerial	compose REPORTS analysiscase AND solutions business

Description	aspect	code	Description	Scientist / researcher (70% draft: 30% case)	Manager /Practitioner (40% concept: 60%of cases)	entrepreneurial (40% concept: 60%of cases)
problem solving procedural		B2	Dominate theory andmanagement practice HR, Finance, Marketing, and operation	Understanding and analyzing management science in solve various cases Management HR, Finance,Marketing, and operation	Understand and demonstrate management science in solve various cases HR management, Finance, Marketing, and operation	Understanding and practice managementHR, Finance, Marketing and operations in business
				Writing scientific papers HR management, Finance, Marketing, and operation	Compile analysis reports case and solution in fieldHR management, Finance, Marketing, and operation	Compile business reports in the case of Management HR, Finance, Marketing, and operation
		B3	Formulate problem solvingprocedurally managerial	Understand methodology study in development management science	*root* analysis *problems* in world work	Understanding science and mechanism negotiation andconflict in business
					Understanding drafting settlement mechanism conflict work	Understand the rules government in development business
					Understanding the mechanismnegotiation in this world work	
Able to take the right decision based on analysis information and data,	Aspect managerial	C1	Able to make policy innovation HR, Finance, Marketing, operation	Identify various HR management concept, Finance, Marketing, and operation in era global	Identifying the problem managerial in field HR, Finance, Marketing and operation in era global	Identifying the problem HR business, Finance, Marketing, andoperation in era global

Description	Aspect	Code	Description	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
and able give directionsin choosing various alternatives independent solution and group			according to the challenge global	Identifying impact various draft management inHR field, Finance, Marketing, and operations in the era global	Using various information which relevant informulate various solutions managerial problems	Using various relevant information in formulating solutions various problem business
				Choose various references relevant perspectives in formulate various solutions problem in knowledge management	Formulate various alternative solutions for solve cases HR management, Finance, Marketing, and operations in the eraglobal simultaneously	Formulate various alternative solutions for solve cases HR management, Finance, Marketing andoperations in the global era simultaneous
				Writing scientific papers management	Arrange report analysis case managerial	Compile reports and analysis business
Responsible on work alone and can given responsibilityon the achievement of results work organization	Aspect Attitude and Character	D1	Responsible morally and professional to results work individual	Compile work reports scientific by periodically	Compile work reports managerial by periodically	Explain the decisionhis business to stakeholders
				Increase capacity skill specifically in management science	Increase person fit withwork, institution, environment work	Have spirit forshare information business development with stakeholders

Description	Aspect	Code	Description	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
		D2	Responsible morally and professional to results team work	Increase quality and quantity of scientific work and writing in various form publication scientific	Have orientation self development forsupport profession	
				Expand the discussion network science with various circles	Increase capacity leadership and communicationself and group	Increase program CSRin his business
				Increase socialization results research collaboration with various party	Optimizing *goals congruence* with institutions and environment work	Improve quality compensation balance internal, opportunity career employees, as well as *profit share* with employees in developingthe business
				Explain difference draftand views that are believed to theories management	Increase level adaptationto *cultural diversity* in in the work environment	
					Increase capacity *teamwork* in the environmentwork	
					Expand work network	
					Strengthening the synergy withinorientation work	

Description and Achievements Learning (*Learning Outcome* **, LO) Management Program Studies**

A. Determination Subject

The selected courses according to the contents of the description of learning outcomes are grouped based on provision which poured in Decision Minister Education National Republic Indonesia Number 232/U/2000 concerning Guidelines for the Preparation of Higher Education Curriculum and Evaluation Learning outcomes Student.

In Chapter 7 Ministry of National Education Number 232/U/2000 mentioned that curriculum core isgroup ingredient study and lesson which must covered in something program studies which formulated in a curriculum that applies nationally, which consists of groups of lectures development personality, group Course which characterize destination education in form marker knowledge knowledge and skills, skill work, attitude behave in work. andway of living in society, as a minimum requirement that must be achieved by students in a solution study program.

The institutional curriculum is a number of study materials and lessons which are the part from curriculum education tall, consist on addition and group knowledge in curriculumcore which arranged with notice state and needs environment as well as characteristic typical college relevant height.

In accordance with the grouping of these courses, the determination of core courses and subjects institutional lectures based on the contents of the description of the learning outcomes of the FE Management Study Program uni, as shown in the table 8.

Table 8. Matrix *Learning Outcomes* Management Program Studies

Description	Learning Outcome: Scientist / researcher (70% concept:30% of cases)	Learning Outcome: Manager /Practitioner (40% concept: 60% of cases)	Learning Outcome: Businessman (40% concept: 60% of cases)	Course
Capable manage work and leadership	Catch opportunity development management science	Make planning andwork goal	Arrange analysis opportunity businessin various fields	
	designing program development management science	Allocate resource and determinepriority	Develop a business planby professional	
	To do *transfer of knowledge*	Coordinate various resource foroperate program work	Manage business by professional	
	Write scientific work	To do briefing and supervision	Evaluate program business	
Capable utilise technology 4.0 on work managerial andbusiness	Identify developmentsscience and technology in field management	Identify and take advantage of technology inside information increase effectivenesshis job	Identify and take advantage of technology information in increaseeffectiveness process business	
	Optimizing usage technology which needed fordevelopment knowledge management	Using technology information as a means case sharing analysis managerial	Using technology information as means processbusiness	
	Synergize development knowledge knowledge and technology	present various benefits technology information in increase effectiveness his managerial job	present the benefitsvarious information technology in business	
Capable adapt to challenge global	understand the concepts and demandsrelated global challenges development knowledge management	Understanding various casesmanagerial in face challenges global	Understand various dynamics case business global	

Description	Learning Outcome: Scientist / researcher (70% concept:30% of cases)	Learning Outcome: Manager /Practitioner (40% concept: 60% of cases)	Learning Outcome: Businessman (40% concept: 60% of cases)	Course
(Industrial Revolution4.0, Society 5.0, Education 5.0, Penta-Helix Education Tall)	Analyze indicator, reason and challenge effect global	Identify variousresources that needed for get a solution managerial in face challenge global	Identify various demands important stakeholders in business in the face of challenges global	
	Identify the role of science management and technology informationas a solution to challenges global	Operate various technology information in face work managerial in era global	Operate various information technology in do business	
	present global challenges (Revolution Industry 4.0, Society 5.0, Education 5.0 / 21st Century Education, Penta-Helix Higher Education) onprofession managerial as well as the solution	present resource optimization andtechnology use information in dealing withchallenge global	Presenting customization business strategy with demands global	
Mastering theory and practice science Management and business	Understand philosophy and methodology in management and business science for finish various demandsmanagerial problem solving	Understanding and practice science internal management solve various cases managerial	Understanding and practicing knowledge management and business insolve various cases business	
	Writing scientific papers management	Compile analysis reports case and solution managerial	Arrange report analysis caseand solutions business	

Mastering theory and practice HR management, Finance, Marketing, and operation	Understanding and analyzing sciencemanagement in completing various HR Management cases, Finance, Marketing, and operation	Understanding and practice science internal management solve various casesHR management, Finance, Marketing and operation	Understand and demonstrateHR management, Finance, Marketing, and operations in business	

Description	Learning Outcome: Scientist / researcher (70% concept:30% of cases)	Learning Outcome: Manager /Practitioner (40% concept: 60% of cases)	Learning Outcome: Businessman (40% concept: 60% of cases)	Course
	Writing scientific papers HR management, Finance, Marketing, and operation	Compile analysis reports cases and solutions in HR management field, Finance, Marketing, and operation	Arrange report business onHR Management case, Finance, Marketing and operation	
Formulate solution problem procedurally managerial	Understand methodology study in the development of sciencemanagement	*root* analysis *problems* in world work	Understand knowledge and mechanismnegotiations and conflicts within business	
		Understanding drafting settlement mechanism conflict work	Understand regulation governmentin development business	
		Understanding the mechanismnegotiation in this world work		
Able to make policy innovation HR, Finance, Marketing,	Identify various concepts HR management, Finance, Marketing, and operation in era global	Identifying the problem managerial in field HR, Finance, Marketing and operation in era global	Identify problem business inHR field, Finance, Marketing, and operations in the era global	
	Identify the impact of various the concept of management in the field of HR, Finance, Marketing, and operation inglobal era	Using various relevant information in formulating solutions various problem managerial	Use various information relevant in formulating solution various problem business	

suitable operation challenge global	Choose various reference perspective relevant in formulating solutions to various problems in science management	Formulate various alternative solutions for solve cases HR management, Finance, Marketing andoperations in the global era simultaneous	Formulate various alternatives solution for complete caseHR management, Finance, Marketing, and operations in the era global simultaneously

Description	Learning Outcome: Scientist / researcher (70% concept:30% of cases)	Learning Outcome: Manager /Practitioner (40% concept: 60% of cases)	Learning Outcome: Businessman (40% concept: 60% of cases)	Course
	Writing scientific papers management	Arrange report analysis case managerial	Arrange report and analysis business	
Responsible answer directly Morals and professional to the results work individual	Arrange report work scientificby periodically	Compile work reports managerial by periodically	Explain decision the businessto stakeholders	
	Increase capacity skillespecially in science management	Improve personal fit with profession, institution, environment work	Have spirit for sharedevelopment information his business with stakeholders	
	Improve quality and quantity scientific works and writings in various form publication scientific	Have orientation self development forsupport profession		
Responsible answer directly Morals and professional to the results work team	Expand network discussion sciencewith various circles	Increase capacity leadership and self communication and group	Increase program CSRin his business	
	Improve socialization of results cooperation study with variousparty	Optimizing *goals congruence* with institution and work environment	Improve quality compensation balance internal, opportunity career employees, as well as *profit share*with employees in grow your business	

Description	Learning Outcome: Scientist / researcher (70% concept:30% of cases)	Learning Outcome: Manager /Practitioner (40% concept: 60% of cases)	Learning Outcome: Businessman (40% concept: 60% of cases)	Course
	Explain difference draft andbeliefs about theories management	Increase level adaptation to *culturaldiversity* inside environment work		
		Increase capacity *teamwork* in environment work		
		Expand network work		
		Strengthening the synergy withinorientation work		

B. Structure Curriculum Study program Management

Based on table determination Course like which outlined in on, next outlined structure curriculum Study Program Management which grouped as follows:

[1] scatter Subject

Table 9. Distribution of Courses in the Management Study Program of the Faculty of

Economics, UNY512 . pattern

NO	CODE	COURSE SEMESTER 1	ACTIVITY			JML	SEM	NATURE			MKU	Study Program Origin	Outside Study Program in UNY	Outside Study Program Outside UNY
			T	P	L			WL	WT	PLH				
1	MKU6208	Pancasila	2			2	1	2			V			
2	MKU6211	Language English	2			2		2			V			
3	MKU6209	Indonesian	2			2		2			V			
4	MNJ6201	Statistics	2			2		2				V		
5	MNJ6301	Management MSME	2	1		3		3				V		
6	MNJ6302	Business Introduction	2	1		3		3				V		
7	MNJ6202	Application Technology Computer 4.0	2			2		2				V		
8	MNJ6303	Mathematics Business	2	1		3		3				V		
9	MNJ6304	Introduction Management				3		3				V		
		Amount credits	**16**	**3**	**0**	**22**		**22**						

NO	CODE	COURSE SEMESTER 2	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
10	MKU6201	Education Religion Islam									V			
11	MKU6202	Education Religion catholic									V			
12	MKU6203	Education Religion Christian	2			2		2			V			
13	MKU6204	Education Religion Hindu									V			
14	MKU6205	Education Religion Buddha									V			
15	MKU6206	Education Religion Confucianism					**2**				V			
16	MKU6207	Education Citizenship	2			2		2				V		
17	MNJ6305	Internet of Things (IoT)	2	1		3		3				V		
18	MNJ6306	Management Marketing	2	1		3		3				V		
19	MNJ6307	Management Finance Business	2	1		3		3				V		
20	MNJ6308	Management Operational	2	1		3		3				V		
21	MNJ6309	Basics Entrepreneurship	2	1		3		3				V		
22	MNJ6310	Management Source Power Man	2	1		3		3				V		
		Amount credits	**16**	**6**	**0**	**22**		**22**						

NO	CODE	COURSE SEMESTER 3	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
23	**FEK**	Accountancy Introduction	2			2		2					V	
24	MNJ6311	Organizational Behavior	2	1		3		3				V		
25	MNJ6312	Institutional Management Finance	2	1		3		3				V		
26	MNJ6313	Methodology Study Business	2	1		3		3				V		
27	MNJ6314	Ethics Business	2	1		3	**3**	3				V		
28	MNJ6315	Risk Management	2	1		3		3				V		
29	MNJ6316	Studies Appropriateness Business	2	1		3		3				V		
30	MNJ6317	Language English Business	2	1		3		3				V		
		Amount credits	**16**	**7**	**0**	**23**		**23**						

NO	CODE	COURSE SEMESTER 4	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
31	MKU6213	Creativity, Innovation and Entrepreneurship	2			**2**		2			V			
32	MKU6216 *	Literacy Social And Humanity	2			**2**		2			V			
33	MNJ6203	Big Data	2			**2**		2				V		
34	MNJ6318	Communication & Negotiation Business	2	1		**3**		3				V		
35	MNJ6319	Management strategic	2	1		**3**		3				V		
36	MNJ6320	System Information Management Business	2	1		**3**		3				V		
37	MNJ6321	Research Management Finance(*W)	2	1		**3**		3				V		
38	MNJ6322	Management Investation (*W)	2	1		**3**		3				V		
39	MNJ6323	Management Treasury (*W)	2	1		**3**		3				V		
40	MNJ6324	Research Marketing(**W)					4					V		
41	MNJ6325	Behavior Consumer (**W)										V		
42	MNJ6326	Marketing Global(**W)										V		
43	MNJ6327	Research HR(***W)										V		
44	MNJ6328	HRM strategic (***W)										V		
45	MNJ6329	Management Performance(***W)										V		
46	MNJ6330	Strategy Growth Entrepreneurship(****W)										V		
47	MNJ6331	Accompaniment Entrepreneurship(****W)										V		
48	MNJ6332	Startup Business(****W)										V		
		Amount credits	**18**	**6**	**0**	**24**		**24**						

NO	CODE	COURSE SEMESTER 5	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
49	MNJ6333	Budgeting Company	2	1		3		3				V		
50	MNJ6204	Method quantitative Taking Decision	2			2		2				V		
51	MNJ6345	E-Commerce	2	1		3		3				V		
52	MNJ6205	Management Science	2			2		2						V
53	MNJ6206	Business And Economy Indonesia	2			2		2						V
54	MNJ6335	Econometrics Finance(*P)	2	1		3		3						V
55	MNJ6336	Finance Behavior(*P)	2	1		3		3						V
56	MNJ6337	Merger And Acquisition (*P)												V
57	MNJ6338	Finance International (*P)												V
58	MNJ6339	Finance Sharia (*P)												V
59	MNJ6340	Technology Finance(*P)												V
60	MNJ6341	Seminar Finance(*P)												V
61	MNJ6342	Finance Non Professional (*P)												V
62	MNJ6343	Marketing Strategic(**P)												V
63	MNJ6344	E-Service (**P)												V
64	MNJ6369	Marketing Retail (**P)												V
65	MNJ6346	Marketing Environment(**P)												V
66	MNJ6347	Management Connection Customer(**P)												V
67	MNJ6348	Seminar Management Marketing (**P)												V
68	MNJ6349	Management Marketing Social(**P)					5							V
69	MNJ6350	Marketing Sharia (**P)												V
70	MNJ6351	HRM International(***P)												V
71	MNJ6352	Psychology Industry (***P)												V
72	MNJ6353	Management Conflict(***P)												V
73	MNJ6354	Development Organization(***P)												V
74	MNJ6355	Management Change (***P)												V
75	MNJ6356	Training and Development HR (***P)												V
76	MNJ6357	HRM Sustainable (***P)												V
77	MNJ6358	Seminar HRM (***P)												V
78	MNJ6359	Entrepreneurship Social(****P)												V
79	MNJ6360	Business Model and Design System(****P)												V
80	MNJ6361	Digital Business(****P)												V
81	MNJ6362	Management Technology(****P)												V
82	MNJ6363	Plan Business(****P)												V
83	MNJ6364	Business Tourism(****P)												V
84	MNJ6365	Plan Action Business(****P)												V
85	MNJ6366	Seminar Entrepreneurship(****P)												V
		Amount	14	4	0	18		18						

		credits											

NO	CODE	COURSE SEMESTER 6	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
86	MKU6212	Transformation Digital	2			2		2			V			
87	MNJ6367	Aspect Law Economy and Business	2	1		3		3					V	
88	MNJ6368	Economy managerial	2	1		3		3					V	
89		Practice Effort food I	2	1		3		3						V
90	TIN6288	Base Application Mobile	2			2		2						V
91	TIN6289	Practice Base Application Mobile	2			2	6	2						V
92	FEK6201	Basics Economy	1	1		2		2						V
93	MUS6250	management Show	2			2		2						V
94	FEK 6205	Management Administrative	2			2		2						V
95	MED6306	Production Media On line	2	1		3		3						V
		Amount credits	**19**	**5**	**0**	**24**		**24**						

NO	CODE	COURSE SEMESTER 7	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
96	MKU6614	KKN			6	6								V
97	PKL6601	PI, Apprenticeship, Project Village, Entrepreneurship, ETC			6	6	7							V
		Amount credits	**0**	**0**	**12**	**12**		**12**						

NO	CODE	COURSE SEMESTER 8	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				

98	MNJ6878	Thesis			8	8	8								V
		Amount credits	0	0	8	8		8							

Total credits			99	31	20	153		153		

*W: Course Required Concentration Finance
**W: Course Required Concentration Marketing
***W: Course Concentration required HR
****W: Course Concentration required KWU
*P: Course Concentration option Finance
**P: Course choice Concentration Marketing
***P: Course Concentration option HR
****P: Course choice Concentration KWU
MKU6216 *: MKU Choice

Pattern 611

NO	CODE	COURSE SEMESTER 2	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
10	MKU6201	Education Religion Islam	2			2	2	2			V			
11	MKU6202	Education Religion catholic									V			
12	MKU6203	Education Religion Christian									V			
13	MKU6204	Education Religion Hindu									V			
14	MKU6205	Education Religion Buddha									V			
15	MKU6206	Education Religion Confucianism									V			
16	MKU6207	Education Citizenship	2			2	2	2				V		
17	MNJ6305	Internet of Things (IoT)	2	1		3		3				V		
18	MNJ6306	Management Marketing	2	1		3		3				V		
19	MNJ6307	Management Finance Business	2	1		3		3				V		
20	MNJ6308	Management Operational	2	1		3		3				V		
21	MNJ6309	Basics Entrepreneurship	2	1		3		3				V		
22	MNJ6310	Management Source Power Man	2	1		3		3				V		
		Amount credits	**16**	**6**	**0**	**22**		**22**						

NO	KODE	MATA KULIAH SEMESTER 3	KEGIATAN			JML	SEM	SIFAT			MKU	MK Prodi	MK Lintas Prodi	
			T	P	L			WL	WT	PLH				
23	**FEK**	Akuntansi Pengantar	2			2		2						
24	MNJ6311	Perilaku Keorganisasian	2	1		3		3						
25	MNJ6312	Manajemen Lembaga Keuangan	2	1		3		3						
26	MNJ6313	Metodologi Penelitian Bisnis	2	1		3								
27	MNJ6314	Etika Bisnis	2	1										
28	MNJ6315	Manajemen Risiko												
29	MNJ6316	Studi Kelayakan Bisnis												
30	MNJ6317	Bahasa												

NO	CODE	COURSE SEMESTER 4	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
31	MKU6213	Creativity, Innovation and Entrepreneurship	2			2		2			V			
32	MKU6216 *	Literacy Social And Humanity	2			2		2			V			
33	MNJ6203	Big data	2			2		2				V		
34	MNJ6318	Communication & Negotiation Business	2	1		3		3				V		
35	MNJ6319	E-Commerce	2	1		3		3				V		
36	MNJ6320	System Information Management Business	2	1		3		3				V		
37	MNJ6321	Research Management Finance(*W)	2	1		3		3				V		
38	MNJ6322	Management Investation (*W)	2	1		3		3				V		
39	MNJ6323	Management Treasury (*W)	2	1		3		3				V		
40	MNJ6324	Riset Pemasaran(**W)					4					V		
41	MNJ6325	Perilaku Konsumen (**W)										V		
42	MNJ6326	Pemasaran Global(**W)										V		
43	MNJ6327	Riset SDM(***W)										V		
44	MNJ6328	MSDM Strategic (***W)										V		
45	MNJ6329	Management Performance(***W)										V		
46	MNJ6330	Strategy Growth Entrepreneurship(****W)										V		
47	MNJ6331	Accompaniment Entrepreneurship(****W)										V		
48	MNJ6332	Startup Business(****W)										V		
		Amount credits	18	6	0	24		24						

NO	CODE	COURSE 5TH SEMESTER	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
49	MNJ6333	Budgeting Company	2	1		3		3				V		
50	MNJ6204	Method quantitative Taking Decision	2			2		2				V		
51	MNJ6205	Management Science	2			2		2				V		
52	MNJ6206	Business And Economy Indonesia	2			2		2				V		
53	MNJ6335	Econometrics Finance(*P)	2	1		3		3				V		
54	MNJ6336	Finance Behavior(*P)	2	1		3		3				V		
55	MNJ6337	Merger And Acquisition (*P)	2	1		3		3				V		
56	MNJ6338	Finance International (*P)										V		
57	MNJ6339	Finance Sharia (*P)										V		
58	MNJ6340	Technology Finance(*P)										V		
59	MNJ6341	Seminar Finance(*P)										V		
60	MNJ6342	Finance Non Professional (*P)										V		
61	MNJ6343	Marketing Strategic(**P)										V		
62	MNJ6344	E-Service (**P)										V		
63	MNJ6369	Marketing Retail (**P)										V		
64	MNJ6346	Marketing Environment(**P)										V		
65	MNJ6347	Management Connection Customer(**P)										V		
66	MNJ6348	Seminar Management Marketing (**P)										V		
67	MNJ6349	Management Marketing Social(**P)					5					V		
68	MNJ6350	Marketing Sharia (**P)										V		
69	MNJ6351	International HR(***P)										V		
70	MNJ6352	Psychology Industry (***P)										V		
71	MNJ6353	Management Conflict(***P)										V		
72	MNJ6354	Development Organization(***P)										V		
73	MNJ6355	Management Change (***P)										V		
74	MNJ6356	Training and Development HR (***P)										V		
75	MNJ6357	HRM Sustainable (***P)										V		
76	MNJ6358	Seminar HRM (***P)										V		
77	MNJ6359	Entrepreneurship Social(****P)										V		
78	MNJ6360	Business Model and Design System(****P)										V		
79	MNJ6361	Business Digital(****P)										V		
80	MNJ6362	Management Technology(****P)										V		
81	MNJ6363	Plan Business(****P)										V		
82	MNJ6364	Tourism Business(****P)										V		
83	MNJ6365	Plan Action Business(****P)										V		
84	MNJ6366	Seminar Entrepreneurship(****P)										V		
		Amount	14	4	0	18		18						

		credits										

NO	KODE	MATA KULIAH SEMESTER 6	KEGIATAN			JML	SEM	SIFAT			MKU	MK Prodi	MK Lintas Prodi	M
			T	P	L			WL	WT	PLH				
85	MKU6212	Transformasi Digital	2			2		2			v			
86	MNJ6207	Artificial Intelligence	2			2		2						
87	MNJ6334	Kepemimpinan	2	1		3		3						
88	MNJ6367	Aspek Hukum Ekonomi dan Bisnis	2	1		3								
89	MNJ6368	Manajemen Strategik	2	1										
90	MNJ6321	Ekonomi Manajerial	2											
91		Praktik Usaha Boga I												
92	TIN6288	Dasar Aplikasi Mobile												
93	FEK	Dasa												

NO	CODE	COURSE SEMESTER 8	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
96	MNJ6878	Thesis			8	8	8							v
		Amount credits	0	0	8	8		8						

| Total credits | | | 98 | 31 | 20 | 152 | | 152 | | | | | | |

*W: Course Required Concentration Finance

**W: Course Required Concentration Marketing

***W: Course Concentration required HR

****W: Course Concentration required KWU

*P: Course Concentration option Finance
**P: Course choice Concentration Marketing
***P: Course Concentration option HR
****P: Course choice Concentration KWU
MKU6216 *: MKU Choice

Pattern 602

NO	CODE	COURSE SEMESTER 1	ACTIVITY			JML	SEM	WL	NATURE WT	PLH	MKU	MK Study Program	Outside Prosi In UNY	Outside Study Program Outside UNY
			T	P	L									
1	MKU6208	Pancasila	2			2	1	2			V			
2	MKU6211	Language English	2			2		2			V			
3	MKU6209	Language Indonesia	2			2		2			V			
4	MNJ6201	Statistics	2			2		2				V		
5	MNJ6301	Management MSME	2	1		3		3				V		
6	MNJ6302	Introduction Business	2	1		3		3				V		
7	MNJ6202	Technology Application Computer 4.0	2			2		2				V		
8	MNJ6303	Mathematics Business	2	1		3		3				V		
9	MNJ6304	Introduction Management				3		3				V		
		Amount credits	**16**	**3**	**0**	**22**		**22**						

NO	CODE	COURSE SEMESTER 2	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Lintas Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
10	MKU6201	Religious education Islam									V			
11	MKU6202	Religious education catholic									V			
12	MKU6203	Religious education Christian	2			2		2			V			
13	MKU6204	Religious education Hindu									V			
14	MKU6205	Education Religion Buddha									V			
15	MKU6206	Education Religion Confucianism									V			
16	MKU6207	Education Citizenship	2			2	2	2				V		
17	MNJ6305	Internet of Things (IoT)	2	1		3		3				V		
18	MNJ6306	Management Marketing	2	1		3		3				V		
19	MNJ6307	Management Finance Business	2	1		3		3				V		
20	MNJ6308	Management Operational	2	1		3		3				V		
21	MNJ6309	Basics Entrepreneurship	2	1		3		3				V		
22	MNJ6310	Management Source Power Man	2	1		3		3				V		
		Amount credits	**16**	**6**	**0**	**22**		**22**						

NO	CODE	COURSE SEMESTER 3	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
24	**FEK**	Accountancy Introduction	2			2		2					V	
25	MNJ6311	Organizational Behavior	2	1		3		3				V		
26	MNJ6312	Management Institution Finance	2	1		3		3				V		
27	MNJ6313	Methodology Study Business	2	1		3		3				V		
28	MNJ6314	Ethics Business	2	1		3	3	3				V		
29	MNJ6315	Management Risk	2	1		3		3				V		
30	MNJ6316	Studies Business worthed	2	1		3		3				V		
31	MNJ6317	Language Business English	2	1		3		3				V		
		Amount credits	**16**	**7**	**0**	**23**		**23**						

NO	KODE	MATA KULIAH SEMESTER 4	KEGIATAN			JML	SEM	SIFAT			MKU	MK Prodi	MK Lintas Prodi	MK Luar UNY
			T	P	L		WL	WT	PLH					
32	MKU6213	Kreativitas, Inovasi dan Kewirausahaan	2			2	2				V			
33	MKU6216 *	Literasi Sosial Dan Kemanusiaan	2			2	2				V			
34	MNJ6203	Big Data	2			2	2					V		
35	MNJ6318	Komunikasi & Negosiasi Bisnis	2	1		3	3					V		
36	MNJ6319	Manajemen Strategik	2	1		3	3					V		
37	MNJ6320	Sistem Informasi Manajemen Bisnis	2	1		3	3					V		
38	MNJ6321	Riset Manajemen Keuangan(*W)	2	1		3	3					V		
39	MNJ6322	Manajemen Investasi (*W)	2	1		3	3					V		
40	MNJ6323	Manajemen Treasury (*W)	2	1		3	3					V		
41	MNJ6324	Riset Pemasaran(**W)					4					V		
42	MNJ6325	Perilaku Konsumen (**W)										V		
43	MNJ6326	Pemasaran Global(**W)										V		
44	MNJ6327	Riset SDM(***W)										V		
45	MNJ6328	MSDM Strategik (***W)										V		
46	MNJ6329	Manajemen Kinerja(***W)										V		
47	MNJ6330	Strategi Pertumbuhan Kewirausahaan(****W)										V		
48	MNJ6331	Pendampingan Kewirausahaan(****W)										V		
49	MNJ6332	Startup Business(****W)										V		
		Credit AMount	**18**	**6**	**0**	**24**	**24**							

NO	CODE	COURSE SEMESTER 5	ACTIVITY			JML	SEM	NATURE			MKU	MK Study Program	MK Cross Study Program	MK Outside UNY
			T	P	L			WL	WT	PLH				
50	MNJ6333	Budgeting Company	2	1		3		3				V		
51	MNJ6204	Method quantitative Taking Decision	2			2		2				V		
52	MNJ6334	Leadership	2	1		3		3				V		
53	MNJ6205	Management Science	2			2		2						V
54	MNJ6206	Business Dan Economy Indonesia	2			2		2						V
55	MNJ6335	Financial Econometrics(*P)	2	1		3		3						V
56	MNJ6336	Finance Behavior(*P)	2	1		3		3						V
57	MNJ6337	Merger And Acquisition (*P)												V
58	MNJ6338	International Finance (*P)												V
59	MNJ6339	Finance Sharia (*P)												V
60	MNJ6340	Technology Finance(*P)												V
61	MNJ6341	Seminar Finance(*P)												V
62	MNJ6342	-Professional Finance (*P)												V
63	MNJ6343	Marketing Strategic(**P)												V
64	MNJ6344	E-Service (**P)												V
65	MNJ6369	Retail marketing												V
66	MNJ6346	Marketing Environment(**P)												V
67	MNJ6347	Management Connection Customer(**P)												V
68	MNJ6348	Seminar Management Marketing (**P)					5							V
69	MNJ6349	Management Marketing Social(**P)												V
70	MNJ6350	Marketing Sharia (**P)												V
71	MNJ6351	HRM International(***P)												V
72	MNJ6352	Psychology Industry (***P)												V
73	MNJ6353	Management Conflict(***P)												V
74	MNJ6354	Development Organization(***P)												V
75	MNJ6355	Change Management (***P)												V
76	MNJ6356	Training and Development HR (***P)												V
77	MNJ6357	HRM Sustainable (***P)												V
78	MNJ6358	HR Seminar (***P)												V
79	MNJ6359	Entrepreneurship Social(****P)												V
80	MNJ6360	Business Model and Design System(****P)												V
81	MNJ6361	Business Digital(****P)												V
82	MNJ6362	Management Technology(****P)												V
83	MNJ6363	Plan Business(****P)												V
84	MNJ6364	Business Tourism(****P)												V
85	MNJ6365	Plan Action Business(****P)												V
86	MNJ6366	Seminar Entrepreneurship(****P)												V
		Amount credits	14	4	0	18		18						

NO	KODE	MATA KULIAH SEMESTER 7	KEGIATAN			JML	SEM	SIFAT			MKU	MK Prodi	MK Lintas Prodi	MK Luar UNY
			T	P	L			WL	WT	PLH				
96	MKU6614	KKN			6	6								V
97	PKL6601	PI, Apprenticeship, Project Village, Entrepreneurship, ETC			6	6	7							V
		Amount Credits	0	0	12	12		12						

Total credits			98	31	20	152		152						

*W: Course Required Concentration Finance
**W: Course Required Concentration Marketing
***W: Course Concentration required HR
****W: Course Concentration required KWU
*P: Course Concentration option Finance
**P: Course choice Marketing Concentration
***P: Course Concentration option HR
****P: KWU Concentration elective courses

MKU6216 *: MKU Choice

Picture 2. Map Course Program Studies S1 Management
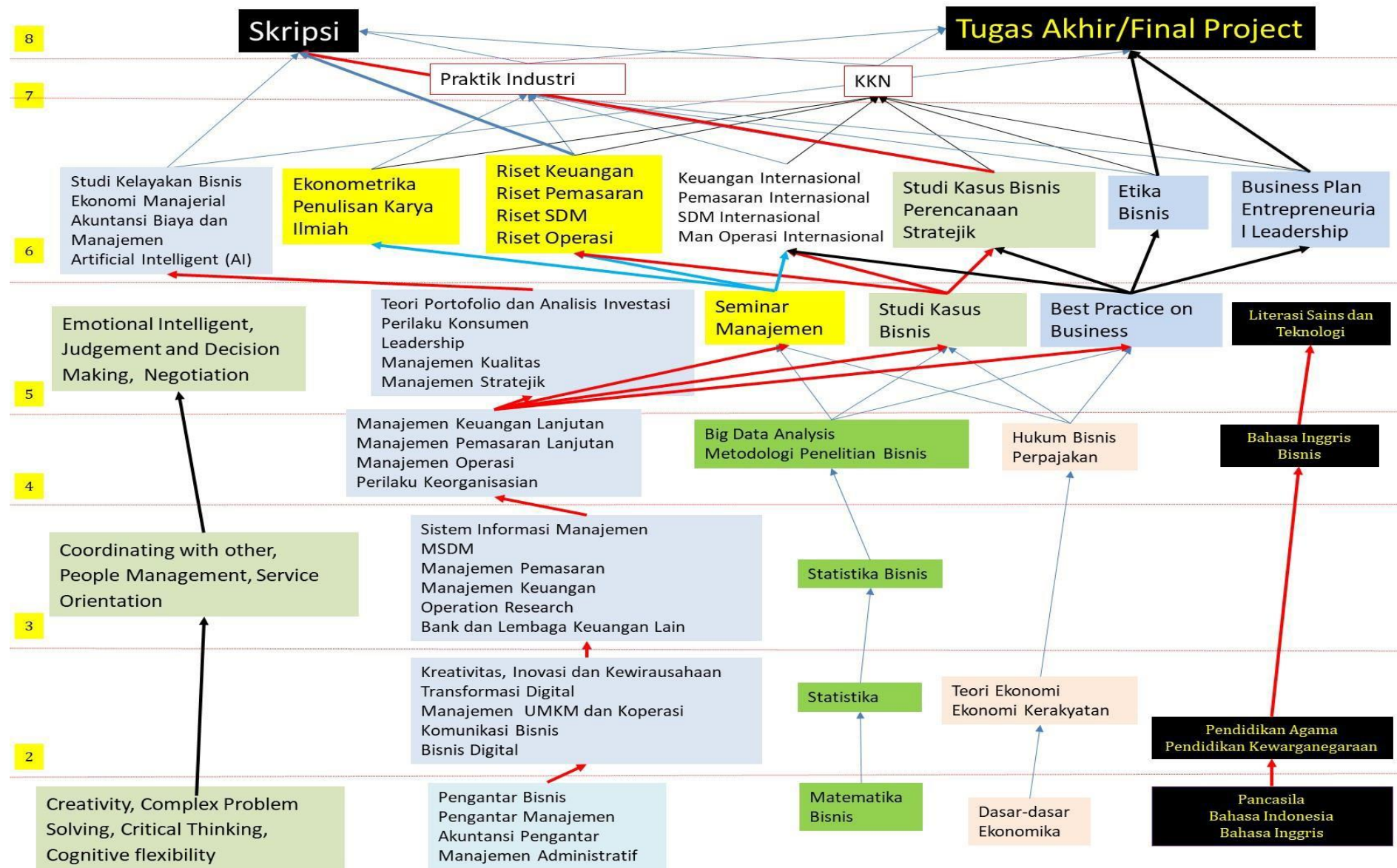
DESCRIPTION EYE LECTURE MANAGEMENT PROGRAM STUDIES (S1)

No.	Course	
1	Name Course	: **Education Religion Islam**
	Code Course	: MKU6201
	Amount credits	: 2 credits
	Major	: Management
	Description Course	: This course aim develop personality students so that they become citizens who religious, hold firm base country and have awareness defend country. Course this talk about introduction which show importance religion for man, definition Islam and characteristics, source-source teachings Islam, and study islam which is an expression from Islamic civilization.
	Name Course	: **Education Religion catholic**
	Code Course	: MKU6202
	Amount credits	: 2 credits
	Major	: Management
	Description Course	: This course aims to contribute formation personality man which intact for people christian which at a time Inhabitant Country Indonesia. With source and base Book Holy, student deepen their faith and realizes his call to develop personal as person believe in Indonesia.
	Name Course	: **Education Religion Christian**
	Code Course	: MKU6203
	Amount credits	: 2 credits
	Major	: Management

| | | : | |

No.	Course	
	Description Course	Subject this explore definition religion, worship,God's statement, man, God's image, marriage, sin and the reaction of God, the person and work of Jesus, the Holy Spirit, Old and New Testament, church, gospel, faith eschatologyand creed.
	Name Course Course Code Number of Credits Major Description Course	: **Education Religion Hindu** : MKU6204 : 2 credits : Management : This course studies the history of the emergence of religion Hindu and the spread to five continent, Street spiritual,citizen chess as a way of life. Citizen chess as four bond and Duty ethics/chilakrama Yadnya samkra steady.
	Name Course Course Code Number of Credits Major Description Course	: **Education Religion Buddha** : MKU6205 : 2 credits : Management : This course understands the meaning of Buddhism, Hanayana, and Mahayana, History of Gautama Buddha, Follower religion buddhist, worship, service Liturgy, Canon and religion Buddha.
	Name Course Course Code Number of Credits Major Description Course	: **Education Religion Kong Hu Chu** : MKU6206 : 2 credits : Management :Subject Education Religion Confucius character compulsory pass, weighs 3 credits. This course is designed for strengthen faith and taqwa to Lord YME,and broaden the horizons of religious life, so that formed student which virtuous character sublime, think philosophical, rational, and dynamic as well as

No.	Course	
		look at large. Activity study conducted with lecture models, dialogues, and paper presentations.Evaluation is carried out through written tests, assignments, and report, as well as presentation.
2	Name Course Course Code Number of Credits Major Description Course	: **Basics economics** : FEK6210 : 2 credits : Management :Subject this aim so that student could understand the nature of Economics and the teaching of Science Economics and can apply in society. Course this discuss about draft base Knowledge Economy, destination, function and role Economics.
3	Name Course Course Code Number of Credits Major Description Course	: **Pancasila** : MKU6208 : 2 credits : Management : The Pancasila subject is mandatory for all students to pass S1 and D4 students, with a weight of 2 credits. This course equips students to have understanding of Pancasila as a basic value and base country, system state administration Republic Indonesia,with study historical, juridical and philosophical as well as understand Pancasila as a paradigm and actualization in life socialize, nation and patriotic. Course this study : 1). History birth Pancasila; 2). System state administration RI based on Pancasila and the 1945 Constitution; 3). dynamics and Amendments to the 1945 Constitution; 4). Pancasila as a system philosophy; 5). Pancasila as system ethics; 6). Pancasila as ideology, as well as; 7). Implementation Pancasila

No.	Course	
		in the life of society, nation and patriotic.
4	Name Course Course Code Number of Credits Major Description Course	: **Pend. Citizenship** : MKU6207 : 2 credits : Management : Course Education Citizenship (Manliness)is mandatory for all undergraduate students and D3, with weight 2 credits. Course this equip participant educate with knowledge and basic skills regarding the relationship between inhabitant country with country, as well as education preliminary defend country so that Becomes inhabitant countrywhich reliable by the nation and his country. Course this study: 1). Right and obligation citizen; 2). Preliminary education to defend the country; 3). Democracy Indonesia; 4). Rights man; 5). Archipelago Insights; 6). National Resilience as well as; 7). Political and National Strategy. Lecture activities include lectures, discussions, and assignments make paper. Evaluation conducted with test written, making paper as well as presentation.
5	Name Course Course Code Number of Credits Major Description Course	: **Indonesian** : MKU6209 : 2 : Management : Subject it equips students with skills in Thing read/understand books text speak Indonesia, write creation scientific, and communicate by oral and writing. Besides that, student also developed riches vocabulary he said

No.	Course	
		in accordance with development language Indonesia whichraw especially widely used in business
6	Name Course Course Code Number of Credits Major Description Course	: **English** : MKU6211 : 2 credits : Management : This course aims to help students in understand book text in accordance with field studies and able to communicate verbally and written. To achieve the above objectives, the material coverage study covers structures, four sklill learning English/ understanding speaking, reading and writing and vocabulary that relevant to his field of study.
7	Name Course Course Code Number of Credits Major Description Course	: **Literacy Science and Technology** : MKU6214 : 2 credits : Management :Subject this discuss development in fieldscience and technology and the ability to apply science and technology in lifesocialize.
8	Name Course Course Code Number of Credits Major Description Course	: **Entrepreneurship** : MKU6212 : 2 credits : Management : This course equips students with the concept of general entrepreneurship, opportunity effort new, motivation to achievement, self-knowledge and environment, togetherness and ethics business, franchise and marketing direct and development entrepreneurship.

No.	Course	
9	Name Course	: **Studying Work Real**
	Course Code	: MKU6313
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	:-
10	Name Course	: **Economy democracy**
	Course Code	: FEK6204
	Number of Credits	: 2 credits
	Major	: Management
	Description Course	: Populist Economics course is mandatory go for student program S1 Management Program Studies. Course this discuss about draft-draft base policy economy Indonesia with donate system Economy democracy and strategy its application. System Economy democracy model learning conducted with studying, discussion and affirmation.
11	Name Course	: **Introduction Business**
	Course Code	: MNJ6301
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: This course is designed to introduce holistic approach to understanding business. Especially for new students, approach This thorough analysis is necessary before delving into thethe specialized operational aspects of a business business. Because that's the point of view of this lecture approach is understand business as something unity effort (systems). In this connection, it is described how understand and control influence environment business, how form organizational ownership business,

No.	Course	
		how is the management and organization of the business in terms of whole. Discussion of operational functions such as HRM, operations, marketing, finance, as well as management various source power will outlinedin framework understand business as a unity effort intact.
12	Name Course Course Code Number of Credits Major Description Course	: **Business Math** : MNJ6305 : 3 credits : Management : Course this aim to give technique certain mathematics that is used as a tool in analyze various problem business and economy.Technique mathematics which used main focused on: a. Functions and derivatives of functions (by limiting function two variable just), as well as use function in business and economy. b. Functions that use more than two variables, which covers algebra linear (matrix algebra). Derivative function and derivative part as well as the app in the fields of business and economics are used well in country forward and in a country currently develop.
13	Name Course Course Code Number of Credits Major Description Course	: **Theory Economy** : MNJ6305 : 3 credits : Management : The main topics of this course are: concepts and prices, consumer and producer behavior, structure market and strategy competitive as well as balance general and failure market. acn discussed also use theory for explain various symptom nor

No.	Course	
		microeconomic policy in the context of the economy Indonesia. The approach used is the method quantitative, graphics, and empirical.
14	Name Course Course Code Number of Credits Major Description Course	: **Introduction Management** : MNJ6302 : 3 credits : Management : Subject this discuss basics knowledge about management organization on generally as well as thinking in management. Course focus this is process management organization on generally, which covers process planning, organizing, briefing, dam control (evaluation), as well as efficient use of organizational resources and effective. In addition, this course aims to provide framework of thinking to student for capable interact in follow studying advanced on fields management.
15	Name Course Course Code Number of Credits Major Description Course	: **Introductory Accounting** : MNJ6303 : 3 credits : Management : Subject this aim so that student: a. Know and understand technique recording accountancy and composing report finance company trade, service, and manufacturing b. understand meaning from report finance which generated of the accounting process c. Understand problem accountancy which related with organization ownership company and structure funding

No.	Course	
16	Name Course	: **Statistics**
	Course Code	: MKU6210
	Number of Credits	: 2 credits
	Major	: Management
	Description Course	: Course this aim for provide the basis skill to student about techniques descriptive statistical analysis and inductive statistics. On statistics descriptive, student learn technique- technique gather data, present data with table and chart as well as count values summary data which covers size tendency central and spread size. Meanwhile, in statistical studies inductively, students learn the basics of probability theory, Normal distribution theory, parameter estimation techniques, and technique test hypothesis. For complete skill analysis data, also studied data processing techniques and methods read the output of the SPSS application program.
17	Name Course	: **English Business**
	Course Code	: MNJ6251
	Number of Credits	: 2 credits
	Major	: Management
	Description Course	: Course this given for equip studentwith knowledge and skills in English in business world and able to practice it.
18	Name Course	: **Communication Business**
	Course Code	: MNJ6314
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: This course aims to introduce students on various technique communication, which relatewith the world good effort individual to the company (example letter application work) nor as employee

No.	Course	
		or leadership, both within the company (internal memo) nor go out on party third (letter offer).This course also discusses how to do business presentations, and interviews and practice makingletter application and CV. Activity learning done with lectures, discussions and practice. Evaluation subject this with test written, Duty, makingreport and presentation.
19	Name Course Course Code Number of Credits Major Description Course	: **Management MSMEK** : EIF6205 : 2 credits : Management : This kulah eye explains various important aspects relating to the management of micro, small, and medium and cooperative in environment which compete. Topics which studied include: definition UMKMK, characteristics of small and medium business operations, types business, technique management MSMEK and strategy service to customer UMKMK.
20	Name Course Course Code Number of Credits Major Description Course	: **Management Finance** : MNJ6312 : 3 credits : Management : Topics discussion Course this include: (1) Introduction terminology, jargon, and draft in management finance, (2) function planning, organizing, and control in scope work manager finance (3) function finance something company nor relation with environment company. Course this character analysis, good qualitative nor quantitative-mathematical.

No.	Course	
21	Name Course	: **Management Marketing**
	Code Course	: MNJ6311
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: Subject this explain about various Thing which
		related to the basic understanding of management
		marketing including progress in century 21,
		market opportunity analysis , strategy development
		marketing, taking decision marketing, and
		how manage program marketing by effective
		and efficient. Besides that also give understanding
		about the basic concepts of marketing and
		management marketing as well as knowing activity core
		from process marketing, marketplace and customer,
		design strategy marketing customer-driven and
		mix marketing, as well as expansion marketing, good
		in environment macro nor environment micro
		marketing. With learn concepts and
		theory in accordance with description basics management
		marketing, students are expected could explain
		practice marketing which simple and made base
		study advanced marketing management as well as
		strategy marketing comprehensive.
22	Name Course	: **Management Source Power Man**
	Code Course	: MNJ6310
	Amount credits	: 3 credits
	Major	: Management

Description Course	: This kulah eye aims to give understanding for student how role/function HRM and Manager HR as strategic partner in effort organization for create score, so that

No.	Course	
		organizations can achieve competitive advantage. InThis course discusses the activities that must be done carried out by the HR Department so that organizations can have capable and committed human resources in build infrastructure organization so that achievementsuccess strategy organization. Theory other which discussed covers Development Employee, Manage turnover, Compensation, Connection industrial,Safety and Health Work, Management HR by Global, Manage Function HR by strategic.
23	Name Course Course Code Number of Credits Major Description Course	: ***Operations Research*** : MNJ6313 : 3 credits : Management : Today the role of operations research (OR) is felt especially important because OR is one of the tools basis for decision making, planningand strategy, good period short nor periodlong. Besides that, OR also play a role in solve problems from daily activitiesin field business, government, military, nor individual. Discussion subject this will restricted on some important Operations Research topics just and which relecan with needs and use in taking decision managerial as well as in application knowledge knowledge.
24	Name Course Course Code Number of Credits Major	: **Accountancy Cost and Management** : MNJ6331 : 3 credits : Management

No.	Course	
	Description Course	: Course this given with destination so that students understand the meaning of costs, objectives, and the scope of cost management, some concepts cost, as well as methods calculation cost. Discussion especially dotted weight on method management and techniques as well as cost calculation analysis which includes determining the cost of goods using the method ordering and processing costs, and costing for product side (by products), and product combined in industry manufacture. .
25	Name Course Course Code Number of Credits Major Description Course	: **Management Operational** : MNJ6315 : 3 credits : Management :Subject this discuss draft management activity-activity production/operations in something organization/company, good company manufacture nor company service. Topics main discussion courses include: operations function within the organization, type and characteristics system manufacture and system service, management supply, management project, and management production.
26	Name Course Course Code Number of Credits Major Description Course	: **Behavior Organization** : MNJ6317 : 3 credits : Management : In Course this will discussed about how manage something organization which concerned couldwalk by effective and efficient. As for scope Theory Course this covers behavior in level individual, group, structure as well as change organization.

No.	Course	
27	Name Course Course Code Number of Credits Major Description Course	: **Information Systems Management** : MNJ6316 : 3 credits : Management : This course is intended to provideknowledge System Information Management. Discussion started with draft base about source power information, technology information, and superiority strategic, model, approach system, knowledge of data processing, databases, and communication data.
28	Name Course Course Code Number of Credits Major Description Course	: **Management Banking** : MNJ6318 : 3 credits : Management : Course this aim give base knowledge and implementation about management institution banking with emphasis on bank commercial as something body effort. Coverage refer to on Constitution banking, that is bankcommercial based on interest system and system for results. Topics important which will discussed isrole institution finance, evaluation performance bank,health bank, management fund party third, credit management, credit analysis, liquidity management and gap management.
29	Course Name Course Code Amount credits Major	: **Research methodology Business** : MNJ6319 : 3 credits : Management

No.	Course	
	Description Course	: Development world business the more dynamic, Meanwhile, demands for work professionalism also the more tall. Lots problem complicated will faced by manager in take decision right business. Methodology business research can defined as effort which systematic and organized to investigate specific problems that faced in context world work, which need solution. Business research consists of a series of steps which planned and conducted, with destination find answer to issues which Becomes manager's attention in the work environment. Based on the description, the research methodology course business in this case will learn about the topics topics of scientific investigation, technology and business research, process study, design experiment, measurement variable: definition operational and scale, measurement: scaling, reliability, and validity, method data collection, sampling, data analysis and interpretation, report study and taking decision managerial and study. Discussion Theory the accompanied with gift cases research taken from good articles from in as well as abroad.
30	Name Course Course Code Number of Credits Major Description Course	: **Business Ethics** : MNJ6221 : 2 credits : Management : Subject this designed for give description and reflection on morality in business activities and economy. In business context, search profit is component which reasonable from

No.	Course	
		every business venture, so that often ignoreand bypass all moral signs. Material that provided covers ethical issues of the company to whole stakeholders company, goodinternal stakeholders (employees and employees) shareholders) nor stakeholders external (consumer, supplier, government, and the environment) companies. Study of ethics business expected could give impact on student behavior as business cadres in future, so that it can give birth to businessmen which hold on to moral.
31	Name Course Course Code Number of Credits Major Description Course	: **Law Business** : MNJ6207 : 2 credits : Management : Course this discuss about development economy in a stable community life is good domestically and between countries that require arrangements based on legal provisions. Discussion emphasized on Introduction to Law Civil, Law Commerce, Limited Liability Company Law, Engagement Law,planting Capital in country and planting capital foreign, law labor and right of ownership intellectual
32	Name Course Course Code Number of Credits Major Description Course	: **Management strategic** : MNJ6323 : 3 credits : Management : Strategic Management course is mandatory to pass for student major management. Subject this aim sharpen ability student for think by strategic and integrative

No.	Course	
		(consider all something from perspective whole company), as well as make decision strategic which have superiority competitive which sustainable. This course discusses about strategy concept, strategy determination process, implementation strategy and evaluation to strategy. Activity learning conducted with studying, discussion and analysis case. Evaluation subject this with test written, task, making report and presentation.
33	Name Course Course Code Number of Credits Major Description Course	: **Management Risk** : MNJ6324 : 3 credits : Management : This course provides basic technical knowledge and theoretical about risk analysis and insurance as institution guarantor risk. Discussion covers identification and measurement of property risks, liabilities (debt), resource man, management, organization and decision making in dealing with crises in company. Besides that also discussed about contract insurance, basics of life insurance, loss insurance and reinsurance.
34	Name Course Course Code Number of Credits Major Description Course	: **Management Finance Advanced** : MNJ6326 : 3 credits : Management : This course is a continuation of the course financial management. This course discusses theory, draft and models analysis which related with

No.	Course	
		taking decision investation assets permanent, good under conditions of certainty or uncertainty. Besides that also discussed topics decision financing,policy dividend and decision finance other, as well asinternational financial management topics and development new in field management finance.
35	Name Course Course Code Number of Credits Major Description Course	: **Management Investation** : MNJ6327 : 3 credits : Management : Course this discuss about various aspectsecurities and their valuations, especially those that occur in the market capital. Topics which studied covers : instrument capital markets, common stock, bonds, options and futures, marketable secharities, and portfolio management.
36	Name Course Course Code Number of Credits Major Description Course	: **Bank and Institution Finance Other** : MNJ6329 : 3 credits : Management : Subject this discuss existence, activity,instrument dan financial market development and market capital. Topics studied include: the role of markets money/capital in the economy, the underlying theory importance market money/capital, method work and instrument which used, the rules which apply, as well asanalysis money market performance and the capital market.
37	Name Course Course Code Number of Credits Major Description Course	: **Management Marketing Advanced** : MNJ6330 : 3 credits : Management :

No.	Course	
		Course this aim for give something framework for analyzing multiple meanings and draft about role marketing in build customer satisfaction, strategy-oriented market, direct marketing market, designing market, designing strategy marketing global. Besides that advanced marketing management also deals with service marketing. This course focuses on pattern of planning, implementation and control of all marketing activities or marketing basics. Marketing seen from application management which covers process taking decision which based on concepts company (Organization)could achieved by maximum.
38	Name Course Course Code Number of Credits Major Description Course	: **Behavior Consumer** : MNJ6331 : 3 credits : Management : Course this discuss about framework conceptual consumer behavior and relevant issuesespecially in the application of psychology, sociology, anthropology, communication, and microeconomics. Behavior consumer which focused on behavior buy, or process taking decision in taking purchasing decisions are influenced by various good factors that come from outside the consumer, such as culture, sub-culture, class social, group reference, and family, nor factors which grow and develop in self consumer, like attitude, personality, style life, motivation, perception, etc. Analysis about various factor which impact on

No.	Course	
		behavior the consumer Becomes basic indevelopment marketing strategy.
39	Name Course Course Code Number of Credits Major Description Course	: **Communication Marketing** : MNJ6332 : 3 credits : Management : This course provides an understanding of one aspect mix marketing that is promotion/communication marketing, by more deep. Course this willequip students with contemporary views on the role and function of marketing communications, where moment this company more tend use strategy communication marketing which integrated. Course this put emphasis about the importance draft communication marketing which integrated, in increase equity brand, and affect behaviorpurchase, as well as discuss by thorough about all aspect program communication marketingintegrated: advertising, promotion sale, packaging, determination brand, point-of purchases, public relations which oriented marketing, sponsor which oriented event-and-cause, and personal selling.
40	Name Course Course Code Number of Credits Major Description Course	: **Evaluation Performance** : MNJ6337 : 3 credits : Management : This course is designed to provide understanding about implementation evaluation performanceemployee in organization. Rating performance more dotted

No.	Course	
		focus on the performance management system, which starts from the planning process, performance implementation, evaluation, and review performance which conducted by supervisor with involve employee in effort for increase performance employee in organization. Theory discussed in Course this covers aspect- aspects of performance appraisal, performance appraisal methods and strategy performance improvement employee.
41	Name Course Course Code Number of Credits Major Description Course	: **Management Change** : MNJ6349 : 3 credits : Management : Course this discuss about importance management transformation/change good structural nor change culture for Becomes more good and dynamic. Topics which studied include: philosophy, historyand the basic concept of change, see and believe change, start change, change culturecorporate and manage hope.
42	Name Course Course Code Number of Credits Major Description Course	: **Economy managerial** : MNJ6338 : 3 credits : Management : Course this aim for give to students of deepening and application of material Economic theory in management policy company. After taking this course student expected could use equipment mathematical, graphic of the economic theory tools for solve problems economy company

No.	Course	
43	Name Course Course Code Number of Credits Major Description Course	: **Studies Appropriateness Business** : MNJ6337 : 3 credits : Management : This course discusses feasibility analysis techniques effort and factors which noticed in evaluate something project business which covers analysis technical, analysis marketing, analysis financial, analysis management, legality analysis, and environmental analysis and socio-political which are all in an analysis integrated.
44	Name Course Course Code Number of Credits Major Description Course	: **Research Finance** : MNJ6341 : 3 credits : Management : Financial research .is an elective course for student which take concentration finance. Eye This course provides an understanding of the concept of and technique which used for designing as well as To do research finance with Correct, start from from start to finish. The topic of this coursecovers research topic areas in finance, formulation of financial problems, research design, data collection, analysis and interpretation of data and writing of financial research reports. Activity learning conducted with studying, discussion and practice. Evaluation subject this with test written, Duty, and proposal preparation financial research.
45	Name Course Code Course Amount credits	: **Research Marketing** : MNJ6344 : 3 credits

No.	Course	
	Major Description Course	: Management Course this studying this addressed on student whichtake a marketing concentration. As for the purpose of the eye kkliah this is give understanding on students about concepts and techniques in To do research marketing, as well transfer ability to conduct marketing research with use draft which Correct, until make marketing research report. The topic of this course include: room scope research marketing, type and stages research marketing, source, measurement and technique measurement data, composing instrument, measurement attitude, sampling, data analysis, interpretation of results research, and preparation of reports.
46	Name Course Course Code Number of Credits Major Description Course	: **Marketing International** : MNJ6345 : 3 credits : Management : Course this give framework analysis opportunity on market international, strategy marketing international, and application strategy international marketing. Besides that, students capable understand environment marketing global, concepts, theories and tools. Course perspective this is managerial, that is ability identify opportunity, solve problem, and implement solution and program. Eye This course aims to increase understanding cultural, evaluate risk political, availability

No.	Course	
		global information , tariff and non-tariff barriers , development global brand.
47	Name Course Course Code Number of Credits Major Description Course	: **Marketing strategic** : MNJ6333 : 3 credits : Management Course this addressed for student which choose concentration marketing. As for destination Course this is: give understanding on student about framework strategic and deviceanalysis management marketing by holostic that is level corporate and level units business/product, equip student knowledge analytical and Skills practice in conceptualization planning marketing and implementation program marketing for sustainable competitive advantagein global perspective.
48	Name Course Course Code Number of Credits Major Description Course	: **HR Research** : MNJ6347 : 3 credits : management : Course this addressed on student which take concentration HR. As for destination Course this is give understanding on students about concepts and techniques in To do HR research, as well as transfer ability for To do research HR with use draft which Correct, until make research report HR which required in making plan and

No.	Course	
		decision-making HRM. Eyes topic This course covers: the scope of HR research, types and stages research HR, source, measurement and technique measurement data, composing instrument, measurement variables, sampling, data analysis, interpretation results research, composing report, and presentation results research.
49	Name Course Course Code Number of Credits Major Description Course	: **Leadership** : MNJ6335 : 3 credits : Management : Course this designed for give understandingto students about styles, principles, models, and application practical leadership in a organization.Course this covers Theory about connection employee and leader, approach leadership,motivation, da communication, cooperation team, use power, development problem trust, negotiation, effective change, and ethical leadership. Lectures are carried out using the case study method to cases which relevant and role play for deep understanding student about leadership.
50	Name Course Course Code Number of Credits Major Description Course	: **HRM International** : MNJ6336 : 3 credits : Management : This course is designed to discuss the impact dynamics business international (global) on various HRM practice. The discussion material includes: repositioningfunction HR in face challenge business global, content and context HRM International, base and

No.	Course	
		global workforce management, international dimension in functions HR, issue and trend HRMinternational in Century come.
51	Name Course Course Code Number of Credits Major Description Course	: **Sociology and Politics** : MNJ6250 : 2 credits : Management : Course this give draft base about institution and institution social for learnrelation to individual economic behavior and group in something Public like Indonesia. The discussion is carried out with the thought that the system economy something Public influenced by behavior Public as individual and member group.
52	Name Course Course Code Number of Credits Major Description Course	: **Finance International** : MNJ6343 : 3 credits : Management :Subject this discuss various problem which impact on profit company whichoperate on market international. Discussion subject this include: policy direct investments, capital budgeting, long term financing, country risk analysis, parent and subsidiaries, financing, exchange rate exposure, interest risk exposure, international treasury management, international taxes, mergers, acquisition andrestructurisation.
53	Name Course Code Course Amount credits	: **Service Marketing** : MNJ6346 : 3 credits

No.	Course	
	Major Description Course	: Management : Course this aim introduce student regarding service marketing as an area of thought and practice marketing which different and separated and help students understand the impact oncompetition. Focus on three Thing, that is service customer, service company and marketing integration, human resources and operations in service systems. Course this aim so that student capable analyze strategy marketing service and make decision in the service industry.
54	Name Course Course Code Number of Credits Major Description Course	: *E-Commerce* : MNJ6354 : 3 credits : Management : Course this designed for introducedraft marketing in era economy new whichbased on Information Technology and the Internet. Discussion will started with see condition era economy new which loaded with Technology Information,until changes which occur on draftand application of marketing. The discussion will cover draft as well as cases which occur in world real.by whole Course this giveknowledge about E-Commerce from side definitionand concepts, and E-commerce as a model business new with opportunity, limitations, nor risk which there is.

No.	Course	
55	Name Course	: **Source Power Man strategic**
	Code Course	: MNJ6334
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: This course is designed to provide understanding of formulation and implementation HR policy at the strategic level . Theory study covers a wide range of management functions source power man, covers planning HR, recruitment and selection, training and development, management career, evaluation performance, system compensation, will discussed from perspective strategic. Approach-approach strategic to source power man meant for optimizing utilization source power man as source power important for a organization. There are two main learning objectives subject this, first is for get knowledge deep (in-dept konledge) about formulation and implementation policy resource man on level strategic, second is for get learning method for facilitate process organizational change or transformation through management human Resources by effective.
56	Name Course	: **Industrial Practice**
	Code Course	: PIN6303
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: This course is designed with the aim that

		student could apply theories which has obtained During studying in world industry which actually. Practice Industry held During 3 month. After apprenticeship, expected student could

No.	Course	
		get knowledge which related with business management operations, marketing, finance, nor source power man in company the placestudent To do practice industry. On end implementation practice industry student required to prepare industrial practice reports in accordance with what has been implemented in the field as a form of accountability has go through Course practice industry
57	Name Course Course Code Number of Credits Major Description Course	: **Thesis** : MNJ6659 : 6 credits : Management : Subject this addressed for increase ability analysis student, ability integrate knowledge which has obtained and give experience express idea in form writing, scientific which could accounted for answer related with field science managementand Business.

No.	Course	
1	Name Course	: Statistics
	Code Course	: MNJ6201
	Amount credits	: 2 credits
	Major	: Management
	Description Course	: Course this aim for give base skill to student about techniques analysis statistics descriptive and statistics inductive. On statistics descriptive, student learn technique-technique gather data, present data with table and chart as well as count values summary data which covers size tendency central and size deployment. Whereas on study statistics inductive, student learn base theory opportunity, Theory distribution normal, technique estimation parameters, and technique test hypothesis. For complete skill analysis data, studied also techniques though data and method read output of SPSS application program.

aaa

		outlined in framework understand business as something business unit which intact.

No.	Course	
4	Name Course Code Course Amount credits Major Description Course	: Computer Technology Application 4.0 : MNJ6202 : 2 credits : Management : Subject this aim for equip student with Skills use program application based on computer To use complete tasks managerial. Skill which taught with subject this covers analysis business based on microsoft Excel, Compilation database with Microsoft access, and make slides presentation with microsoft power point and various application computer in Era Revolution Industry 4.0
5	Name Course Code Course Amount credits Major Description Course	: Business Math : MNJ6303 : 3 credits : Management : Eye this lecture aims to provide technical math certain which is used as tool in analyze various problem business and economy. Technique mathematics used main focused on: a. Function and derivative of function (by limiting function two variable only), as well as function usage in business and economy. b. Functions that use more than two variable, which covers algebra linear (matrix algebra). Derivative function and partial derivatives as well as the app in field business and economy used well in country developed and in the country is developing.

No.	Course	
6	Name Course Code Course Amount credits Major Description Course	: Introduction Management : MNJ6304 : 3 credits : Management : Subject this discuss basics knowledge about management organization on generally as well as thinking in field management. Focus subject this is process management organization on generally, which covers process planning, organizing, direction, control (evaluation), and resource usage power organization by efficient and effective. Besides that, subject this aim give framework of thinking to student for capable interact in follow studying advanced on fields management.
7	Name Course Code Course Amount credits Major Description Course	: Internet of Things (IoT) : MNJ6305 : 3 credits : Management : Course this by general containing Theory about : introduction general system Internet of Things as well as elements its constituents.
8	Name Course Code Course Amount credits Major Description Course	: Management Marketing : MNJ6306 : 3 credits : Management : Subject this explain about various Thing which related to the basic understanding of management

		marketing including progress in century 21,

No.	Course	
		analysis opportunity market, development strategy marketing, taking decision marketing, and how to manage marketing program effectively and efficient. Besides that also give understandingabout various draft base marketing and marketing management as well as knowing the core activities from process marketing, marketplace and customer, design strategy marketing customer-driven andmix marketing, as well as expansion marketing, good in environment macro nor environment micro marketing. With learn concepts and theory in accordance with description basics management marketing, expected student can explain simple and basic marketing practices learn management marketing advanced as well as strategy comprehensive marketing.
9	Name Course Course Code Number of Credits Major Description Course	: Management Finance Business : MNJ6307 : 3 credits : Management : Course this give understanding by conceptual and practical about : (1)concept in management finance, (2) function planning, organizing, and control in scope work manager finance (3) function finance something companynor relation with environment company. Course this character analysis, good qualitative nor quantitative-mathematical.

No.	Course	
10	Name Course	: Management Operational
	Course Code	: MNJ6308
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Subject this discuss draft management activities production/operations in something organization/company, good company manufacture nor company service. Topics main discussion courses include: operations functions in organizations, type and characteristics system manufacture and systemservices, inventory management, project management, and management production.
11	Name Course	: Basics Entrepreneurship
	Course Code	: MNJ6301
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: This course will teach students basics entrepreneurship. On subject this Students are given the material and basis to become an entrepreneur. This course also provides the ability for students to make a business plan (business planning).
12	Name Course	: Source Management Power Man
	Course Code	: MNJ6310
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Eye kulah this aim for give understanding for student how role/functionHRM and Manager HR as strategic partner in effort organization for create score, so that

No.	Course	
		organizations can achieve competitive advantage. In This course discusses the activities that must be carried out by the HR Department so that organizations can have capable and committed human resources in build infrastructure organization so that achievementsuccess strategy organization. Theory other which discussed covers Development Employee, Manage turnover, Compensation, Connection industrial, Occupational Health and Safety, HR Management by Global, Manage Function HR by strategic.
13	Name Course Course Code Number of Credits Major Description Course	: Organizational Behavior : MNJ6311 : 3 credits : Management : In Course this will discussed about how manage something organization which concerned couldwalk by effective and efficient. As for scope Theory Course this covers behavior in level individual, group, structure as well as change organization.
14	Name Course Course Code Number of Credits Major Description Course	: Management Institution Finance : MNJ6312 : 3 credits : Management : Subject this discuss existence, activity,instrument and development market money and market capital. Topics studied include: the role of markets money/capital in economy, theory which underlying importance market money/capital, method work and instrument

No.	Course	
		which used, the rules which apply, as well asanalysis money market performance and the capital market.
15	Name Course Course Code Number of Credits Major Description Course	: Research methodology Business : MNJ6313 : 3 credits : Management : Development world business the more dynamic, Meanwhile, demands for work professionalism also the more tall. Lots problem complicated will faced by manager in take decision right business. Methodology business research can defined as effort which systematic and organized to investigate specific problems that faced in context world work, which need solution. Study business consist on a series of steps that are planned and carried out, with destination find answer to issues which Becomes attention manager in environment work.Based on description the so Course methodology study business in Thing this will learn about topics investigation scientific,technology and study business, process study, design experiment, measurement of variables: operational definition and scale, measurement: scaling, reliability, and validity, method collection data, taking samples, data analysis and interpretation, research reports and managerial decision making and research. The discussion of the material is accompanied by giving cases study which taken from article- article good from within and outside country.

No.	Course	
16	Name Course Code Course Amount credits Major Description Course	: Business Ethics : MNJ6314 : 3 credits : Management : Subject this designed for give description and reflection about morality in activity business and economy. In a business context , search profit is component which reasonable from every effort business, so that often ignore and pass all signs moral. Theory which given covers problems ethics company to all company stakeholders , both stakeholders internal (employee and holder share) nor stakeholders external (consumer, supplier, government, and environment) company. Studies about ethics business expected could give impact to behavior student as cadre businessman in time come, so that could give birth to para businessman which hold on on moral.
17	Name Course Code Course Amount credits Major Description Course	: Management Risk : MNJ6315 : 3 credits : Management : Course this give base knowledge technical and theoretical about analysis risk and insurance as risk insurance agency . The discussion includes identification and measurement risk property, obligation (debt), human Resources, management, organization as well as taking decision handle crisis in

		company. Besides that also discussed about contract

No.	Course	
		insurance, basics insurance soul, insurance lossand reinsurance.
18	Name Course Course Code Number of Credits Major Description Course	: Studies Business worthed : MNJ6316 : 3 credits : Management : This course discusses feasibility analysis techniques effort and factors which noticed in evaluate something project business which covers analysis technical, analysis marketing, analysis financial, analysis management, legality analysis, as well as environmental and social analysis political all of them in an analysis integrated.
19	Name Course Course Code Number of Credits Major Description Course	: English Business : MNJ6317 : 3 credits : Management : Course this given for equip studentwith knowledge and skills in English in business world and able to practice it.
20	Name Course Course Code Number of Credits Major Description Course	: big data : MNJ6203 : 2 credits : Management : Course Big Data discuss aboutunderstanding, concept, phenomenon, development and theoryrelated to big data. Relationships and impact on the world marketing is also an important part that will discussed in lectures. Lectures will be done with a number of approach for make it easy

No.	Course	
		students understand big data, namely through discussion, presentations, and case studies. Source of study material This is not limited to books, but also articles and source other. Thing this meant for pushstudent critical thinking
21	Name Course Course Code Number of Credits Major Description Course	: Communication & Business Negotiation : MNJ6318 : 3 credits : Management : This course aims to introduce students on various technique communication, which relatewith the business world, both individuals and companies(example letter application work) as well as employee or leadership, both within the company (internal memo) nor go out on party third (letter offer).This course also discusses how to do business presentations, and interviews and practice makingletter application and CV. On subject this also explain knowledge about technique negotiation business. Learning activities are carried out with lectures, discussion and practice. Evaluate this course with a test written, task, making reports and presentations.
22	Name Course Course Code Number of Credits Major Description Course	: E-Commerce : MNJ6319 : 3 credits : Management : Course this designed for introduce draft marketing in era economy new which based on Technology Information and Internet. Discussion will started with see condition era economy new

No.	Course
	which loaded with Technology Information, until changes which occur on draft and application marketing. Discussion will covers concepts and cases that occur in the real world. by whole Course this give knowledge of E-Commerce in terms of definition and draft, and E-commerce as something model business with new opportunities, limitations, and risksthere is.
23	Name Course : System Management Information Business Course Code : MNJ6320 Number of Credits : 3 credits Major : Management Description Course : Course this meant for give suppliesknowledge System Management Information. The discussion begins with the basic concept of information resources, information technology, and strategic advantage, models, systems approach, knowledge about processing data, databases, and communication data.
24	Name Course : Research Management Finance(*W) Course Code : MNJ6321 Number of Credits : 3 credits Major : Management Description Course : Financial Management Research is a subject which develop ability theoretical in an empirical study using data finance based on rules/methodology study scientific. Course Becomes preparation for student face the task end/thesis.

No.	Course	
25	Name Course Course Code Number of Credits Major Description Course	: Management Investation (*W) : MNJ6322 : 3 credits : Management : Course this discuss about various aspectsecurities and their valuations, especially those that occur in the market capital. Topics studied include: instruments capital markets, common stock, bonds, options and futures, marketable secharities, and portfolio management.
26	Name Course Course Code Number of Credits Major Description Course	: Management Treasury (*W) : MNJ6323 : 3 credits : Management : Subject this aim for discuss management of funds in banks, both local and foreign currency so as to maximize revenue continuously ensure operational security and liquidity bank. The topics covered include the types of used in attracting and investing funds in the money market and/or capital market and regulation which apply for that, activity sell buy orborrow and lend foreign currency along with understanding of the concept of foreign exchange rate (such as selling rate, lending rate, borrowing rate and spreads).
27	Course Name Course Code Amount credits Major	: Research Marketing(**W) : MNJ6324 : 3 credits : Management

No.	Course	
	Description Course	: Course this addressed on student which take a marketing concentration. As for the purpose of the eye kkliah this is give understanding on students about concepts and techniques in To do research marketing, as well transfer ability to conduct marketing research with use draft which Correct, until make marketing research report. The topic of this course include: room scope research marketing, type and stages research marketing, source, measurement and technique measurement data, composing instrument, measurement attitude, sample determination, data analysis.
28	Name Course Course Code Number of Credits Major Description Course	: Consumer Behavior (**W) : MNJ6325 : 3 credits : Management : Course this discuss about framework conceptual consumer behavior and relevant issuesespecially in the application of psychology, sociology, anthropology, communication, and microeconomics. Behavior consumer which focused on behavior buy, or process taking decision in taking purchasing decisions are influenced by various good factors that come from outside the consumer, such as culture, subculture, social class, reference group, and family, nor factors which grow and develop in self consumer, like attitude, personality, style life, motivation, perception, etc. Analysis of the various factors that impact on behavior consumer the Becomes base in development marketing strategy.

No.	Course	
29	Name Course Course Code Number of Credits Major Description Course	: Marketing Global(**W) : MNJ6326 : 3 credits : Management : Course this give framework analysis opportunity on market international, strategy marketing international, and application strategy marketing international. Beside that student capable understand the global marketing environment, concepts, theories and the tools. Perspective Course this is managerial, that is ability identify opportunity, solve problem, and implementing solutions and programs. This course aim for increase understanding cultural, evaluate risk political, availability information global, obstacle rate and non-tariff, development brand global.
30	Name Course Course Code Number of Credits Major Description Course	: HR Research(***W) : MNJ6327 : 3 credits : Management : Subject this addressed on student which take concentration HR. As for destination Course this is give understanding on students about concepts and techniques in To do HR research, as well as transfer ability for To do research HR with use the right concept, to making HR research reportswhich required in making plan and taking decision HRM. Topics discussion eye

No.	Course	
		This course covers: the scope of HR research, types and stages research HR, source, measurement and technique measurement data, composing instrument, measurement variables, sampling, data analysis, interpretation results research, composing report, and presentation results research.
31	Name Course Course Code Number of Credits Major Description Course	: Strategic HRM (***W) : MNJ6328 : 3 credits : Management : Subject Management source power man Strategic(HRM strategic, or SHRM) is Course advanced for program studies bachelor in learn HR science that is more analysis-oriented and level strategic management. Therefore strategic HR is an approach to resource management power man which give framework strategic for support destination and results business periodlong.
32	Name Course Course Code Number of Credits Major Description Course	: Management Performance(***W) : MNJ6329 : 3 credits : Management : Course this designed for give understanding of the implementation of performance appraisal employee in organization. Rating performance more dottedfocus on the performance management system, which starts from the planning process, performance implementation, evaluation, and review performance which conducted by supervisor with involve employee in effort for

No.	Course
	increase performance employee in organization. The material discussed in this course includes the following aspects: aspects of performance appraisal, performance appraisal methods and strategy performance improvement employee.
33	Name Course : Strategy Growth Entrepreneurship(****W) Course Code : MNJ6330 Number of Credits : 3 credits Major : Management Description Course : This course is designed for students withconcentration entrepreneurship for manage growth effort new and how designing strategies to achieve business growth starting from Start Up and Scale Up.
34	Name Course : Accompaniment Entrepreneurship(****W) Course Code : MNJ6331 Number of Credits : 3 credits Major : Management Description Course : On subject this student will given knowledge base how technique - technique entrepreneurship assistance to MSMEs and Start Ups starting from business incubation methods including pre-incubation, process incubation and post incubation and monitor variable - variable which required in development entrepreneurship.
35	Name Course : Startup Business(****W) Course Code : MNJ6332 Number of Credits : 3 credits Major : Management Description Course

No.	Course	
		: Course this is subject continuation from Base - Base Entrepreneurship which could give student knowledge andexperience practical about how start and build effort new, where student expected to be able to manage their creative could starting a business new.
36	Name Course Course Code Number of Credits Major Description Course	: Budgeting Company : MNJ6333 : 3 credits : Management : Course this learn draft budgeting as tool planning and supervision in company by comprehensive. Theory in Course this consist from three part. Part first covers process budgeting, basics planning and profit control. Part two planning app and control sale, production, cost ingredient raw, cost power work direct. Part Third analysis supporter covers budget flexible,planning and expenditure capital and Genre cash, analysis cost volume with integrated with technology (on line)
37	Name Course Course Code Number of Credits Major Description Course	: Method Quantitative Retrieval Decision : MNJ6204 : 2 credits : Management : Subject this designing student for capable understand draft taking decision throughscientific approach using methods _

No.	Course	
	method quantitative in skeleton get somethingdecision optimal managerial .	
38	Name Course Course Code Number of Credits Major Description Course	: Management Science : MNJ6205 : 2 credits : Management : Course Management science designed for provide understanding to apply science in activity management, and of course with destination to simplify business, minimize costsmust in take it out and increase profit .Subject this also give learning, how design, change, control aspects management for solve various type problem.
39	Name Course Course Code Number of Credits Major Description Course	: Business And Economics Indonesia : MNJ6206 : 2 credits : Management : This course designs student understanding by discussing the Indonesian economy which can be grouped into three parts, namely: Balance Sheets Macroeconomics Indonesia, TransformationIndonesian Economy, and Policies Economy Indonesia.
40	Course Name Course Code Amount credits Major	: Econometrics Finance(*P) : MNJ6335 : 3 credits : Management

No.	Course	
	Description Course	: Course this is Course advanced (Required)in the S-1 Program in Islamic Economics and Finance. Done follow study this student expectedcould predict symptom economy and test validitytheory economy and finance Islam based on dataempirical. In study this discussed analysis quantitative from symptom and theory economy which formulated mathematically, as well as the use of methodsstatistics to measure the relationship between variables and or testing validity theory based on empirical data.
41	Name Course Course Code Number of Credits Major Description Course	: Behavioral Finance(*P) : MNJ6337 : 3 credits : Management : Course this give knowledge whichdeep about behavior finance (behavioral finance) something field knowledge which relatively new which aims to combine psychological theory behavior with theory finance conventional (conventional finance) for give explanation why person make decision finance which irrational.
42	Name Course Course Code Number of Credits Major Description Course	: Merger Dan Acquisition (*P) : MNJ6301 : 3 credits : Management : This course is a follow-up course from management finance and destined for student which take concentration finance. tree discussion in Course this could shared

No.	Course
	Becomes three topics main. Part first reviewdraft cost capital good individual nor total, how determination structure capital optimal, theory structure capital and policy dividend which could maximizing score company. Next partsecond discuss management capital work asuse financial tools for help companyreach goal in form policy management and financing. Whereas part finalreview a number of topics special in management finance (derivatives, management finance multinational, financing mixture, merger and acquisition)
43	Name Course : Finance International (*P) Course Code : MNJ6338 Number of Credits : 3 credits Major : Management Description Course : Management Finance International could defined as management finance for company multinational. Two term important in international financial management is management finance and company multinational. Company Multinationals have several different characteristics with domestic companies. One of the characteristics which stand out is region operationalization company which covers a number of country, with political, socio-economic and cultural conditions that vary. Difference condition the also cause consequence which different that is in Thingmanagement company, Among other that company multinational will face change exchange rate eye

No.	Course
	money between countries which will add complexity management company finance multinational.
44	Name Course : Finance Sharia (*P) Course Code : MNJ6339 Number of Credits : 3 credits Major : Management Description Course : System finance is wrong one joints economya country. A country that can create a system finance which strong is wrong one preconditionfor achievement well-being, and even distribution prosperity for all its people. Economic system a country (with a financial system is wrong one foundation) give base and instruction how resources in
45	Name Course : Financial Technology(*P) Course Code : MNJ6340 Number of Credits : 3 credits Major : Management Description Course : Course this explain about Technology Information which support industry service finance. Technology information could support industry service finance. Besides that, program competence this also designed for give para student with review general which large and studies case thematic about how each major business segment of the service industry finance use IT for maintain superiority competitive, and for obey law and regulation.

No.	Course	
46	Name Course	: Seminar Finance(*P)
	Course Code	: MNJ6341
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: The purpose of this course is for students to understand and understand concepts finance, funding, corporate investments that have an impact on companiescompany.
47	Name Course	: Non-Financial Professional (*P)
	Course Code	: MNJ6342
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Course this student expected understand about management finance base and draft accountancy for push growth organization/corporate. After taking this course student will understand about management finance by general and understanding deep about the influence of decision making outside the area functional.
48	Name Course	: Marketing Strategic(**P)
	Course Code	: MNJ6301
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: This course provides knowledge about management from strategy marketing which covers development, implementation and evaluation of strategy marketing to get achieve competitive advantage which sustainable.
49	Name Course	: E-Service (**P)

No.	Course	
	Code Course Number of Credits Major Description Course	: MNJ6344 : 3 credits : Management : This course measures reliability, responsiveness, assurance, empathy, and tangibles in service. E- Service is service on line which available in Internet, where valid transactions of buying and sell (procurement) is possible, which contrary to traditional websites, where only information descriptive which available, and no there is transaction on line possible.
50	Name Course Course Code Number of Credits Major Description Course	: Marketing Retail (**P) : MNJ6369 : 3 credits : Management : Course this give understanding to students regarding the implementation of *retail activities* that requires special management, due to competition sharp business. In this course, we will discuss various type *retail* and strategy for reachsuperiority competitive for effort retail as well as implementation draft knowledge management functional toin business management *retail*
51	Name Course Course Code Number of Credits Major Description Course	: Marketing Environment(**P) : MNJ6346 : 3 credits : Management : On subject this Student given understanding how Marketing Environment different from sub-discipline Marketing other like 'Social Marketing'

No.		Course
		and 'Cause Related Marketing'. Subject this alsodesigned to equip participants to apply Environmental Marketing principles for various challenge continuity.
52	Name Course Course Code Number of Credits Major Description Course	: Management Connection Customer(**P) : MNJ6347 : 3 credits : Management : Course this is sub part from Course marketing management, which will discuss about conceptual framework and practice of relationship management with customer. Management Connection Customerhave role important when behavior consumer increasingly dynamic changes and followed by competition increasingly competitive business. Customer management focused on planning and manage data consumer for create score customer, wrong the only one with utilise IT. As well as develop strategy marketing based on powers which influence organization, like; regulation, social, market, technology and condition market. As part from strategy so decision management customer will influence behavior market
53	Name Course Course Code Number of Credits Major Description Course	: Seminar Management Marketing (**P) : MNJ6348 : 3 credits : Management : Course seminar and research management marketing this is advanced from Course basicsmarketing and management marketing. On Course

No.	Course
	this discuss results research marketing covers survey about environment marketing, behavior consumer, segment market (STP), mix marketing whichcould made base in determine strategy marketing for the company. It is very useful for student specifically as embryo for develop study student in the fieldmarketing.
54	**Name Course** : Management Marketing Social(**P) **Course Code** : MNJ6349 **Number of Credits** : 3 credits **Major** : Management **Description Course** : Marketing social use principles and marketing techniques to influence target audience so that quick by volunteer accept, reject, modify or ignore certain behaviors tobenefit individual, group or Public by whole. by because that, in Course this students are expected to be able to carry out the process use principles marketing and technique for affect behavior audience target which will benefit the community as well individual.
55	**Name Course** : Marketing Sharia (**P) **Course Code** : MNJ6350 **Number of Credits** : 3 credits **Major** : Management **Description Course** : Marketing sharia or marketing sharia is a discipline business strategic which direct process creation, offer, and change value from something initiator to stakeholders, yang in overall

No.	Mata Lectures	
		the process in accordance with contract and principles muamalah (business) in Islam. Course this expect student understand process creation, process offer, nor processchange the value in line with Islamic values.
56	Name Course Course Code Number of Credits Major Description Course	: HRM International(***P) : MNJ6351 : 3 credits : Management : This course designed for discuss impact dynamics business international (global) on various HRM practice. The discussion material includes: repositioning HR function in facing global business challenges,content and context HRM International, base andglobal workforce management, international dimension in functions HR, issue and trend HRMinternational in Century come.
57	Name Course Course Code Number of Credits Major Description Course	: industrial psychology (***P) : MNJ6352 : 3 credits : Management : Course this containing knowledge base draft- related concepts with industrial psychology and organization, the discussion includes an introduction to psychology industry and organization, development and culture organization, job analysis and design, planning source power man, recruitment, selection employee, performance and competency assessment, development and training, Planning and development career, leadership and work same team, build

No.	Course	
	motivation , ethics and discipline, stress work, and researchsource power man	
58	Name Course	: Management Conflict(***P)
	Course Code	: MNJ6353
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Course this asked for give supplies knowledge and skill to student in understand conflict organization, identify source- source conflict, and handle conflict Becomes strength which help in reach destination progress and productivity organization. Management Conflict could considered as something approach to management conflict which provide strategic framework to support objectives and results business period short until period long. Approach this related with draft conflict and strategy to manage conflict by in.
59	Name Course	: Development Organization(***P)
	Course Code	: MNJ6354
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Course this will give understanding draft to student about challenges which faced in a process of change, both at the strategic, team, and individual so that process transformationin an organization can succeed.
60	Name CourseCode	: Management Change (***P)
	Course	: MNJ6355

No.	Course	
	Number of Credits Major Description Course	: 3 credits : Management : Course this discuss about importance management transformation/change good structural nor change culture for Becomes more good and dynamic. Topics which studied include: philosophy, historyand the basic concept of change, see and believe change, start change, change culturecorporate and manage hope.
61	Name Course Course Code Number of Credits Major Description Course	: Training and development HR (***P) : MNJ6356 : 3 credits : Management : Students have ability for understand as well as explain importance development human resources in the organization, as well as controlling methods development resource man. Besides that student have ability for make analysis needs training employee, understand process implementation training, organize training and evaluate programtraining employee.
62	Name Course Course Code Number of Credits Major Description Course	: Sustainable HRM (***P) : MNJ6357 : 3 credits : Management : Course this designed for introduce how company capable create superiority compete which sustainable through management source power man which owned.

No.	Course	
63	Name Course Course Code Number of Credits Major Description Course	: HR Seminar (***F) : MNJ6358 : 3 credits : Management : HRM seminars and research courses provide understanding and knowledge through reflection experience and observation in theory source power man (HR) which socialized through presentation. Student given ability identification and analysis problem and problem inreal world cases. All of this was meant so that student experience journey intellectual (intellectual journey) and capable planstudy HR which give score plus forindividual and inspiration for development business andprofession HR. For get understanding and knowledge used study critical situation problem and theory by contextual in field banking and business. Furthermore, student designing research study use approach methodology study which required for solving problem nor for destination academic. Approachused in the form of quantitative and qualitative research as well as approach alternative like mixed methodand soft systems methodology. Therefore student have ability give solution alternative which needed based on framework think human capital management: structure, function, and competence.

No.	Course	
64	Name Course	: Entrepreneurship Social(****P)
	Course Code	: MNJ6359
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Subject this designed for give understanding about draft entrepreneurship social as well as understand meaning important scope and continuity organization Entrepreneur social, analyze impact case entrepreneurship social, produce ideas new about alternative variety activities/programs/business in framework social entrepreneurship
65	Name Course	: Business Model and Design System(****P)
	Course Code	: MNJ6360
	Number of Credits	: 3 credits
	Major	: Management
	Description Course	: Course Business Modeling for student concentration entrepreneurship with discuss 5 pillar main that is: business model Canvas (tool for describe, analyze and design models model business); business model Patterns (pattern business based on draft from thinker business leading); business model Techniques (technique for designing models business); business model Strategy (re-interpretation strategy based on lens model business); and business model Processes (process generic for designing model business which innovative based on draft and technique).

No.	Course	
66	Name Course	: Business Digital(****P)
	Code Course	: MNJ6361
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: Course this discuss about various draft and aspect which related with Business Digital. Course this shared Becomes 3 tree discussion, that is: introduction, strategy and application, and implementation. Part introduction, student will learn about draft business digital, five domain, and digital business model. Part strategy and application, student will learn digital business strategy, supply chain management, digital marketing, and customers relationship management. last part , implementation, student will learn change management, and design for digital tech. Course this designed to help students integrate knowledge and Skills which owned for face challenge business which actually in era digital.
67	Name Course	: Management Technology(****P)
	Code Course	: MNJ6362
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: Subject this study various management aspect technology covers fundamental aspect and system technology, development technology and implication to management and organization (e-libraries, e-commerce, e-business, e-government) as well as connection

		technology with system strategicand interorganization.

No.	Course	
68	Name Course Code Course Amount credits Major Description Course	: Plan Business(****P) : MNJ6363 : 3 credits : Management : Course Business Plan designed for help student understand how formulation plan business and argument which support about Thing the conducted include: identification opportunity business and response strategic, formulation draft and model business, analysis industry and competition, elaboration variety function business, and aspects related with decision investation in business.
69	Name Course Code Course Amount credits Major Description Course	: Business Tourism(****P) : MNJ6364 : 3 credits : Management : This course provides the necessary knowledge comprehensive about strategy business tourist with all the intricacies and how practice in field.
70	Name Course Code Course Amount credits Major Description Course	: Plan Action Business(****P) : MNJ6365 : 3 credits : Management : Subject This is designed to help students understand Management Action Plan (FOLDER) where discussed good plan period long and plan period short the way something effort and designing roadmap

			development company.

No.	Course	
71	Name Course	: Seminar Entrepreneurship(****P)
	Code Course	: MNJ6366
	Amount credits	: 3 credits
	Major	: Management
	Description Course	: Course this aim for equip student entrepreneurship concentration to understand and solve problems which there is in room the scope of management science , especially in the field of entrepreneurship.
72	Name Course	: artificial Intelligence
	Code Course	: MNJ6207
	Amount credits	: 2 credits
	Major	: Management
	Description Course	: Course this discuss four technique base for building machine intelligence , namely Searching, reasoning, planning, and Learning. Also discuss advantages and deficiency each method as well as how choose technique and method which most in accordance for variety problem and case faced. Lectures held by proportional Among theory and practice (Duty), where discussion theory done in general, from motivation, philosophy, difference between technique and method which there is, until details algorithm through study case.
73	Name Course	: Leadership
	Code Course	: MNJ6334
	Amount credits	: 3 credits
	Major	: Management

Description Course	: Course this designed for give understanding to student about style, principle, model, and

No.	Course	
		application practical leadership in a organization.Course this covers Theory about connection employee and leader, approach leadership, motivation, da communication, cooperation team, use power, development problem trust, negotiation, effective change, and ethical leadership. Lectures are carried out using the case study method tocases which relevant and role play for deepen understanding student about leadership
74	Name Course Course Code Number of Credits Major Description Course	: Aspects of Economic Law and Business : MNJ6367 : 3 credits : Management : Course Aspect Law in Economy this disclose and explain about draft relating to the implementation of the law, whether written nor which no written, which apply in field economy on generally and activity business on specifically, since establishment company, management, development, until dissolution business, as well as with the problem.
75	Name Course Course Code Number of Credits Major Description Course	: Management strategic : MNJ6368 : 3 credits : Management : On Course this student informed a knowledge about management strategic a company which covers three stages main from management strategic that is formulate strategy,

No.	Course	
	implement and evaluate strategy the. Expected from understanding draft which covers three stages main management strategic the student could apply it on condition company that actually	
76	Name Course Course Code Number of Credits Major Description Course	: Economy managerial : MNJ6321 : 3 credits : Management : This course discusses the nature and space Scope Economy managerial; Technique Optimization and Tools Management; Theory Request; EstimateDemand, Demand Forecasting; Theory and Estimate Production; Theory and Estimate Cost; Structure Market: Competition Perfect, Monopoly, and Monopolistic; Oligopoly; Behavior Strategic and Theory Game; Practice Pricing; and Risk Analysis.