

**MANAGEMENT STUDY PROGRAM  
CURRICULUM BASED  
INDONESIAN NATIONAL QUALIFICATION FRAMEWORK (KKNI)  
AND REVOLUTION INDUSTRY 4.0**



**FACULTY OF ECONOMICS  
UNIVERSITAS NEGERI YOGYAKARTA  
REVISION YEAR 2019**

## CHAPTER I PRELIMINARY

### A. Base Thinking

Management Program Studies stand up since date 6 May 1999 in accordance SK Dikti number 202/DIKTI/Kep/1999 which is at in lower Major Management. Faculty Social and Economic Sciences (FISE) Yogyakarta State University. along with development 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, then existence Management Study Program is located under Faculty of Economics.

Management Program Studies have vision for maximizing process learning 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 Vision Yogyakarta 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 achievements program 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.

Development curriculum study program management 2019 permanent refers to on The Indonesian National Qualifications Framework (KKNI) which contains 9 (nine) level qualification competence. Thing the could juxtapose, 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.

Development curriculum study program management year 2019 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 development knowledge knowledge, 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 the development 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 will dedicated for increase ability man open opportunity-opportunity for humanity. Society 5.0 or Society 5.0 is also referred to as super smart society. demands competence in Society 5.0 of them is leadership, Language skills, IT literacy, and Writing skills. So that curriculum 2019 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. Under the UNESCO agreement, 21st Century Education is not 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 2019 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 Content Knowledge (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 if it is a comprehensive process". Curriculum development must be comprehensive, covers all aspect like aspect purpose, content, process and evaluation.

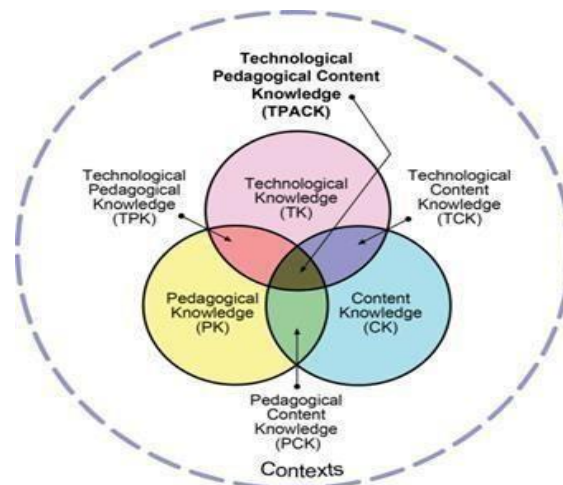


Figure 1. TPACK elements (Source: mkoehler, 2011) Temporary

demands *World class University (WCU)* program studies

Management develop curriculum 2019 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 that curriculum this must ensure quality Reputation learning, Amount

student S1 received, Income (Income per academics), Graduate of S1, 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 knowledgeknowledge 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 toPublic which produce innovation for enhancement well-being Public (THES: INNOVATION and INCOME GENERATE).

## **A. Base and Principle**

### **1. Base Juridical**

- a. Law Number 20 of 2003 concerning the Education System National
- b. Constitution Number 14 Year 2005 about teacher and Lecturer
- c. Constitution Number 12 in 2012 about Education Tall
- d. Presidential Regulation of the Republic of Indonesia Number 8 of 2012 concerning the FrameworkQualification National Indonesia (KKNI)

- e. Regulation Government Number 19 Year 2005 about Standard National Education
- f. Government Regulation Number 17 of 2010 concerning Management of and maintenance Education
- g. Regulation of the Minister of National Education Number 16 of 2007 concerning Standard Academic Qualifications and Lecturer Competence
- h. Regulation of the Minister of National Education Number 27 of 2008 concerning Standard Academic Qualifications and Counselor Competence
- i. Regulation of the State Minister for the Empowerment of State Apparatus and Bureaucratic Reform Number 16 of 2009 concerning Functional Positions Lecturer and Number The credit.
- j. Regulation Minister Research and Technology Number 44 Year 2015 about Standard National Higher Education (SNPT)
- k. Regulation Minister Research and Technology Number 35 Year 2017 about Statute UNY
- l. Letter Circular Dikti Number 255/B/SE/VIII/2016 about Guide Compilation Education curriculum Tall
- m. Regulation Rector UNY Number 1 Year 2019 about Regulation Academic UNY
- n. Decree of the Chancellor of UNY Number 682 concerning Revision of Study Program Curriculum S-1 UNY

## **2. Base Philosophical**

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

- a. Man Indonesia is creature Lord and have nature Good 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.

- b. Education on the truth build man Indonesiawholly superior to the Pancasila, namely fear of Allah Lord Which great One, humane, dignified, fair, democratic, and honor tall values social
- c. Education can equip students through knowledge, Skills, and attitude which progressive so that could exist and successfulin life in this world and hereafter.
- d. 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.
- e. Educator have competence professional which coverscompetence personality, social, pedagogical, and skill which according to the field of science and work professionally with principle worship, *ing hang out sung tuladha* , *ing intermediate wake up karsa* , and *tut wuri handayani* .
- f. Institution education is a system yang mandiri, authoritative, dignified and full responsibility for enlighten life nation yang produce humanIndonesia 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



patriotic (Government regulations number 55 year 2007)

**3. 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.

- a. based on curriculum which there is. Development curriculum started from curriculum which currently walk, that is from 2014 Curriculum 2014 Curriculum has been implemented for 4year and his hopes in 2019 have yielded graduate of. Evaluation of the 2014 Curriculum needs to be done for see advantages and the drawbacks. Advantages the need continue on curriculum next; temporary the drawbacks repaired; so that curriculum 2019 will to be better.
- b. 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.
- c. Continuous. Development curriculum conductedby sustainable. Team developer curriculum study program stage evaluation curriculum which currently walk and result used for further curriculum improvement.
- d. 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.
- e. based on needs. Development curriculum based onlabor market needs and development needs science. By because that, survey to needs market

work, needs Public on generally, and analysis future needs are needed in development curriculum

- f. Continuously. Every lecturer could evaluate the lecture and propose repair to team developer curriculum study program. Repair minor could conducted when just, whereas repair major must done through team work. Thus the development curriculum can take place simultaneously continuously.

## **B. 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* in year 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. Presidential Regulation of the Republic of Indonesia Number 8 of 2012 concerning the Framework Qualification National Indonesia (KKNI). Management Program Studies improve 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. Preparation fund upgrade curriculum. UNY provide

fund help to every study program for develop and doing new curriculum the.

**C. Destination**

The purpose of the curriculum development guide in UNY is to: for give reference in set:

1. Vision-mission-goal
2. Profile Graduate of
3. Achievements Learning
4. Ingredient Study
5. Course and Load credits
6. Structure Curriculum and Eye Distribution Studying
7. System Learning
8. System Evaluation and Criteria Graduation

**CHAP  
TER 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, and scholarship.
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 scholarly.

## **B. Faculty Economy Universitas Negeri Yogyakarta**

### **1. Vision**

The Faculty of Economics has a vision In 2025 to become a faculty of economic excel in the fields of education and economics based on piety, independence, and intellectuality as well as economic insight citizenship, entrepreneurship and cultural values sublime.

### **2. Mission**

- a. Doing learning in environment which conducive for shape resource man which have attitude and behavior spiritual and noble social;

- b. Doing learning in environment which conducive for shape resource man which have commitment in develop and apply knowledge economy and education economy for enhancement well-being Public insightful economy democracy, entrepreneurship and culture value sublime.
- c. Conducting studies, development, and application of economics and economic education to contribute to development community with people's economic perspective, entrepreneurship and values culture sublime.
- d. Carry out quality community service in the field of science economy and education economy, as well as develop network industry, government and society with a people's economic perspective, entrepreneurship and cultural values sublime.
- e. Organize system manage which good, clean, transparent, and accountable.

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

- a. Produce graduate of in field education and knowledge economy which scholar, independent and conscience insightful economy citizenship, entrepreneurship and cultural values sublime.
- b. Produce graduate of which polite, responsible and virtuous character sublime.
- c. Produce study which quality which beneficial for development science and technology and beneficial for Public, in field education and knowledge economy insightful economy citizenship, entrepreneurship and high cultural values.
- d. Produce community service activities as a form of responsibility social in field education and knowledge economy economic insight citizenship, entrepreneurship and score culture sublime.
- e. Realizing synergistic cooperation with other institutions, both in and abroad in the field of education and insightful economics economy democracy, entrepreneurship and culture value sublime.

- f. Realize system manage faculty which good, clean, transparent, and accountable.

**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**

- e. 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
- f. 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 as Penta-Helix Education Tall.
- g. Produce publication creation scientific in journal national nor international management in the field of science and business
- h. Produce community service activities with values piety, entrepreneurial spirit and scholarship that is beneficial for enhancement public welfare.
- a. Realization system manage program studies which in accordance demands Education 5.0 and 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 Public in 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 by scientific in level national norinternational

#### **5. Profile Graduate of**

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

- a. Manager/Assistant manager field Finance, Marketing, and Resource Man**
- b. Entrepreneur**
- c. Scientist in field Finance, field Marketing, and ResourceMan**

### CHAPTER III

#### CURICULLUM STRUCTURE

#### 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 on table 1.

Table 1  
Name of Study Program at the  
Faculty of Economics Universitas  
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

Curriculum consist on Course university (MKU), Course Faculty (MKF), and Mata Study Program (MKP).

### a. Course university (MKU)

For develop character and Indonesian as well as for reach vision and mission uni, so held Course University (MKU). MKU consists of Mandatory MKU and optional MKU. MKU must consist of nine courses with a weight of 19 credits like listed on table 2.

Table 2. Course university Required

No	Code	Name Course	credits
1	MKU6201	Education Religion Islam*	2
	MKU6202	Education Religion Catholic*	2
	MKU6203	Education Religion Christian Protestant*	2
	MKU6204	Education Religion Hindu*	2
	MKU6205	Education Religion Buddha*	2
	MKU6206	Education Religion Confucianism*	2
2	MKU6207	Education Citizenship	2
3	MKU6208	Pancasila	2
4	MKU6209	Language Indonesia**	2
5	MKU6210	Statistics**	2
6	MKU6211	Language English**	2
7	MKU6212	Transformation Digital	2
8	MKU6213	Creativity, Innovation, and Entrepreneurship	2
9	MKU6314	Studying Real Work (KKN)	3
Total			19

Information:

\*choose one of

\*\*competence customized with characteristics study program

In addition to the mandatory MKU, each study program is required to offer a minimum of 1 (one) elective courses as on table 3.

Table 3. Course university Choice

No	Code	Name Course	credits
1	MKU6215	Fitness Physical	2
2	MKU6216	Literacy Social and Humanity	2
3	MKU6217	Literacy Science and Technology	2
4	MKU6218	Education inclusion	2
5	MKU6219	Appreciation Art and culture	2

The Management Study Program chooses Science Literacy courses and Technology as MKU of choice. It is based on the thought about balance knowledge social humanities and exact.

b. Course Faculty (MKF)

MK Fakulter is a functioning faculty characterizing course for develop competence general in faculty. Name Course and burden credits agreed in level faculty. MK Faculty consiston 5 (five) Course with burden credits as much 10 credits like ontable 4 below.

Table 4. Course Faculty

No	Code	Name Course	credits
1	FEK6201	Basics economics	2
2	FEK6202	Economy democracy	2
3	FEK6203	Accountancy Introduction	2
4	FEK6204	Introduction Management	2
5	FEK6205	Management Administrative	2
Sub-Total			10

c. Course Study Program

MK Study Program oriented on development ability technology information and communication as well as revolution industry 4.0 based on on vision-mission UNY. MK study program determined by study program refers to on profile graduates, study material, credit load, course name, course code. The MK study program consists of Basic Educational Development Courses (MKPP) and Scientific Courses and are required to carry out Practical Work Field (PKL).

1). Course Development Education.

List Course Development Education (MKPP) study program Management as in table 5 following.

Table 5. Course Development Education

No	Code	Name Course	credits
1	MNJ6322	Methodology Study Business	3
2	MNJ6339	Methodology Study Finance*	3
3	MNJ6340	Methodology Study Marketing**	
4	MNJ6341	Methodology Study HR***	
5	MNJ6342	Methodology Study Operation***	
6	MNJ6653	Thesis	6
7	MNJ6654	Thesis / <i>Final project</i>	
Sub-Total			12

## 2). Course science

Course science is Course which arranged and built from study material to support the achievement of the profile graduates according to the characteristics of the study program. This course contains subjects studying special area of expertise (MKKBK).

Eye course-Course which arranged in in curriculum could categorized into theory (T), practice (P), or Field activities(L). Besides that, eye course-Course the could grouped according to their nature, namely mandatory (W) and optional (PLH). Type determination activity and nature Course the customized with characteristics of the study program. The number of credits for the study program Management range Among 148 -160 credits which must taken 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

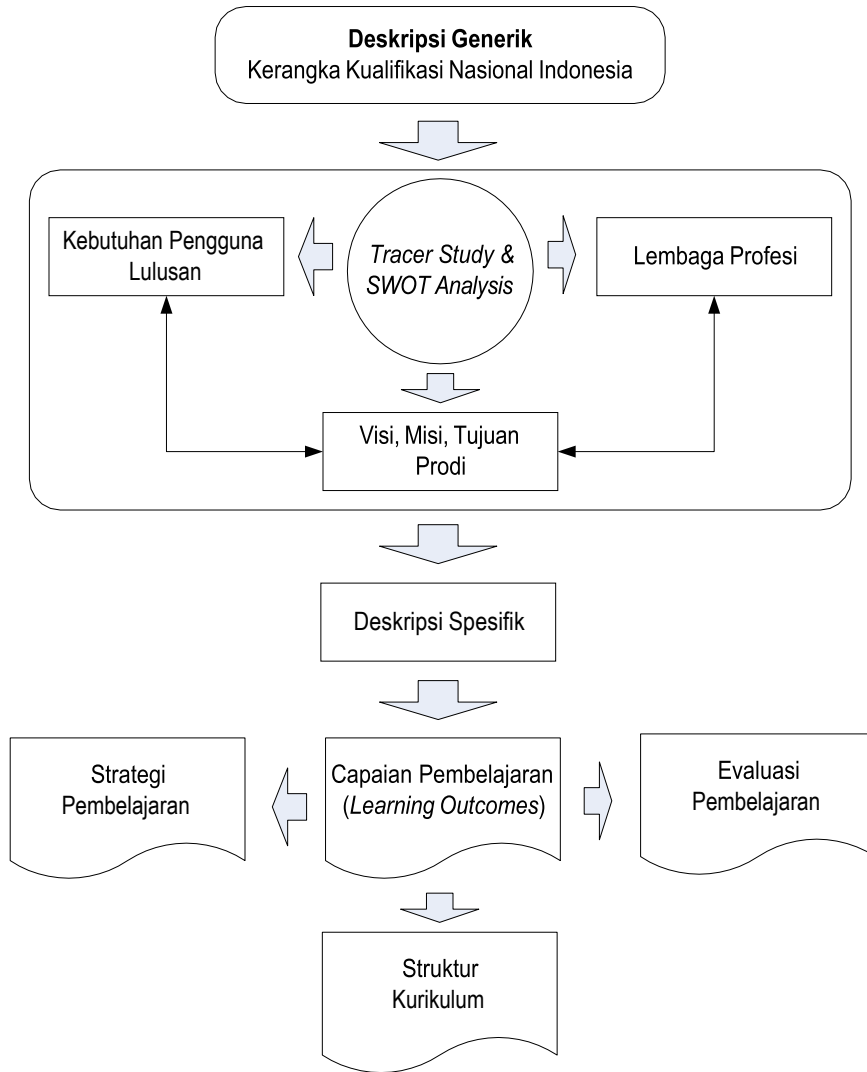
development personality which morals glorious added amount nor weight the credits. Existence Course Education Religion, Education Pancasila, Education Citizenship, Ethics Business, expected by gradually could give color in effort development intelligence emotional and spiritual as well as a noble character of students and graduates.

- b. Produce graduates who are responsive and have ability anticipation to every change social, development knowledge, 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 preparation of the curriculum for the Management Study Program, Faculty of Economics, UNY based on KKNI:



**Picture 1 – Model Formulation Curriculum based on KKNI**



## 5. Description Generic 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 of the Republic of Indonesia Number 8 of 2012 concerning 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 KKNi is 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 Specific 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 Specific program studies which showed on table 6.

table 6. Description Matrix specific Study Program management

code	Description GENERIC	aspect	code	Description specific
A	Capable apply management expertise and take advantage of knowledge and technology on the 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 profession managerial and business
			A3	Capable adapt to global 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 solution problem procedural	Aspect science	B1	Dominate theory and practice knowledge Management and business
			B2	Dominate theory and practice HR 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	Aspect managerial	C1	Capable make decisions the right one based on analysis information and data

	able to provide instructions in choose various alternatives		<b>C2</b>	able to give directions in choose variety
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Code	Description Generic	Aspect	Code	Description Specific
	solution by independent and group			alternative solution by independent
<b>D</b>	Responsible for own work and assigned responsibility for achievement of work organization	<b>Aspect attitude and Character</b>	<b>D1</b>	Responsible for Moral and professional to results work individual
			<b>D2</b>	Responsible for Moral 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* Studies Management

Description Generic	Aspect	Code	Description Specific	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 solving and able adapt to situation faced	Aspect Work	A1	Able to manage work and leadership	Seize the opportunity development knowledge management	Make planning and work goal	Prepare opportunity analysis business in various field
				Designing program development knowledge management	Allocating resources and setting priorities	Making plans business by professional
				To do <i>transfer knowledge</i>	Coordinate various resource for operate work program	Manage business by professional
				Write scientific work	To do briefing and supervision	Evaluating the program business
		A2	Capable utilise technology 4.0 on managerial job and business	Identify science development knowledge and technology in field management	Identify and take advantage of technology information in increase effectiveness his job	Identify and take advantage of technology inside information increase effectiveness process business
				Optimizing usage required 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 and technology	present the benefits various information technology in increasing effectiveness profession managerial	present various benefits technology information in do business

Description Generic	Aspect	Code	Description Specific	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
		<b>A3</b>	Able to adapt to challenges global (Revolution Industry 4.0, Society 5.0, Education 5.0, Penta-Helix Education Tall)	understand the concepts and demands related 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 challenges global			Identify various resources needed to get a solution managerial in face global challenge	Identify various demands stakeholders important in 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) on managerial work as well the solution			represent optimization resources and use information technology in face global challenge	Presenting business strategy adjustment with demands global	
Mastering the concept field theory certain knowledge in general and draft theoretical part specialized in that knowledge by deep, and able formulate	<b>Aspect science</b>	<b>B1</b>	Dominate theory and practice science Management and business	Understanding the philosophy and methodology in science management and business for finish various demands problem solving managerial	Understand and demonstrate management science in solve various cases managerial	Understanding and practice science management and business involve various cases business
				Writing scientific papers management	Compile analysis reports case and solution managerial	compose REPORTS analysis case AND solutions business

Description GENERIC	aspect	code	Description specific	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	<i>root analysis problems</i> 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

Description Generic	Aspect	Code	Description Specific	Scientist / researcher (70% drafts:30% cases)	Manager /Practitioner (40% concept: 60% of cases)	Businessman (40% concept: 60% of cases)
and able give directions in choosing various alternatives independent solution and group			according to the challenge global	Identifying impact various draft management in HR field, Finance, Marketing, and operations in the era global	Using various information which relevant information to formulate 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 era global simultaneously	Formulate various alternative solutions for solve cases HR management, Finance, Marketing and operations 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 responsibility on 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 decision his business to stakeholders
				Increase capacity skill specifically in management science	Increase person fit with work, institution, environment work	Have spirit for share information business development with stakeholders



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

## **Description Specific 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 is group 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 Specific	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 <i>transfer of knowledge</i>	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 Specific	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	

<p>Mastering theory and practice HR management, Finance, Marketing, and operation</p>	<p>Understanding and analyzing sciencemanagement in completing various HR Management cases, Finance, Marketing, and operation</p>	<p>Understanding and practice science internal management solve various casesHR management, Finance, Marketing and operation</p>	<p>Understand and demonstrateHR management, Finance, Marketing, and operations in business</p>	
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Description Specific	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 on HR Management case, Finance, Marketing and operation	
Formulatesolution problem procedurally managerial	Understand methodology study in the development of sciencemanagement	<i>root analysis problems</i> 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 in HR 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 in global era	Using various relevant information in formulating solutions various problem managerial	Use various information relevant in formulating solution various problem business	

<p>suitable operation challenge global</p>	<p>Choose various reference perspective relevant in formulating solutions to various problems in science management</p>	<p>Formulate various alternative solutions for solve cases HR management, Finance, Marketing and operations in the global era simultaneous</p>	<p>Formulate various alternatives solution for complete case HR management, Finance, Marketing, and operations in the era global simultaneously</p>	
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Description Specific	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 scientific by periodically	Compile work reports managerial by periodically	Explain decision the business to stakeholders	
	Increase capacity skills especially in science management	Improve personal fit with profession, institution, environment work	Have spirit for share development information his business with stakeholders	
	Improve quality and quantity scientific works and writings in various form publication scientific	Have orientation self development for support profession		
Responsible answer directly Morals and professional to the results work team	Expand network discussion science with various circles	Increase capacity leadership and self communication and group	Increase program CSR in his business	
	Improve socialization of results cooperation study with various party	Optimizing <i>goals congruence</i> with institution and work environment	Improve quality compensation balance internal, opportunity career employees, as well as <i>profit share</i> with employees in grow your business	



Description Specific	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 and beliefs about theories management	Increase level adaptation to <i>cultural diversity</i> inside environment work		
		Increase capacity <i>teamwork</i> in environment work		
		Expand network work		
		Strengthening the synergy within orientation 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. scatter Eye Program Lecture Studies Management S1 Faculty Economy UNY

NO	CODE	EYE SEMESTER 1 LECTURE	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
1	MKU6208	Pancasila	2			2	1	2		
2	MKU6211	Language English	2			2		2		
3	MKU6209	Language Indonesia	2			2		2		
4	FEK6201	Basics economics	2			2		2		
5	MNJ6301	Introduction Business	2	1		3		3		
6	MNJ6302	Introduction Management	2	1		3		2		
7	FEK6203	Accountancy Introduction	2			2		2		
8	MNJ6303	Mathematics Business	2	1		3		3		
9	FEK6205	Manajemen Administratif	2			2		2		
10	MNJ6204	<i>Softskill I (Creativity, Complex Problem Solving, Critical Thinking, Cognitive flexibility)</i>	1	1		2		2		
Jumlah			<b>19</b>	<b>4</b>		<b>23</b>				

NO	KODE	EYE SEMESTER 2 LECTURE	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
11	MKU6201	Education Islam	2			2	2			
	MKU6202	Education Religion catholic								
	MKU6203	Education Religion Christian								
	MKU6204	Education Religion Hindu								
	MKU6205	Education Religion Buddha								
	MKU6206	Education Religion Confucianism								
12	MKU6207	Education Citizenship	2			2	2			
13	MKU6210	Statistics	2			2	2			
14	MNJ6305	Theory Economy	3			3	3			
15	MKU6213	Creativity, Innovation and Entrepreneurship	2			2	2			
16	MKU6212	Transformation Digital	2			2	2			
17	FEK6204	Economy democracy	2			2	2			
18	MNJ6206	Management MSME and Cooperative	2			2	2			
19	MNJ6307	Communication Business	2	1		3	3			
20	MNJ6208	Business Digital	1	1		2	2			
Total			<b>20</b>	<b>2</b>		<b>22</b>				

NO	CODE	EYE SEMESTER 3 LECTURE	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
21	MNJ6309	Statistics Business	2	1		3	3	3		
22	MNJ6310	System Information Management	2	1		3		3		
23	MNJ6311	HRM	2	1		3		3		
24	MNJ6312	Management Marketing	2	1		3		3		
25	MNJ6313	Management Finance	2	1		3		3		
26	MNJ6314	<i>Operation Research</i>	2	1		3		3		
27	MNJ6315	Bank and Institution Finance Other	2	1		3		3		
28	MNJ6216	<i>Soft Skill II</i> ( <i>Coordinating with other, People Management, Service orientation</i> )	1	1		2		2		
			<b>15</b>	<b>8</b>		<b>23</b>				

NO	CODE	EYE SEMESTER 4 LECTURE	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
29	MNJ6317	Management Advanced Finance	2	1		3	4	3		
30	MNJ6318	Management Marketing Advanced	2	1		3		3		
31	MNJ6319	Management Operation	2	1		3		3		
32	MNJ6320	Behavior Organization	2	1		3		3		
33	MNJ6221	<i>Big Data Analysis</i>	2			2		2		
34	MNJ6322	Methodology Business Research	2	1		3		3		
35	MNJ6223	Law Business	2			2		2		
36	MNJ6224	Language Business English	2			2		2		
37	MNJ6225	Taxation	2			2		2		
Total			<b>18</b>	<b>5</b>		<b>23</b>				

NO	CODE	EYE SEMESTER 5	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
38	MNJ6326	Theory Portfolio and Analysis Investation	2	1		3	5	3		
39	MNJ6327	Behavior Consumer	2	1		3		3		
40	MNJ6328	<i>Leadership</i>	2	1		3		3		
41	MNJ6329	Management Quality	2	1		3		3		
42	MNJ6330	Management strategic	2	1		3		3		
43	MNJ6332	Seminar Management (*W)	2	1		3		3		
44	MNJ6333	Studies Case Business (**W)								
45	MNJ6334	<i>Best Practice on Business</i> (**W)								
46	MKU6216	Literasi Sains dan Teknologi	2			2		2		
47	MNJ6235	<i>Softskill III</i> ( <i>Emotional Intelligent, Judgement and Decision Making, Negotiation</i> )	1	1		2		2		
			<b>15</b>	<b>7</b>		<b>22</b>				

NO	CODE	EYE SEMESTER LECTURE 6	ACTIVITY			JML	SEM	NATURE		
			T	P	L			WL	WT	PLH
48	MNJ6336	Studies Appropriateness Business	2	1		3	6	3		
49	MNJ6337	Economy managerial	2	1		3		3		
50	MNJ6331	Accountancy Cost and Management	2	1		3		3		
51	MNJ6238	<i>artificial Intelligent (AI)</i>	1	1		2		2		
52	MNJ6339	Methodology Study Finance (*W and **W)	2	1		3		3		
53	MNJ6340	Methodology Marketing Research (*W and **W)								
54	MNJ6341	Methodology HR Research (*W and **W)								
55	MNJ6342	Methodology Operations Research (*W and **W)								
56	MNJ6343	<i>Business Plans (***W)</i>								
57	MNJ6344	Econometrics (*W)	2	1		3		3		
58	MNJ6345	Ethics Business (**W and***W)	2	1		3		3		
59	MNJ6346	Writing Creation Scientific (*W)								
60	MNJ6347	Planning strategic (**W)								
61	MNJ6348	<i>Entrepreneurial Leadership (***W)</i>	2	1		3		3		
62	MNJ6349	International Finance (*P), (**P), (***)P)								
63	MNJ6350	International Marketing (*P), (**P), (***)P)								
64	MNJ6351	HR International (*P), (**P), (***)P)								
65	MNJ6352	man Operation International (*P), (**P), (***)P)								
Total			15	8		23				

NO	CODE	EYE SEMESTER 7 LECTURE	ACTIVITY			JML	SEM	NATU RE		
			T	P	L			WL	WT	PLH
66	MGG6303	Practice Industry			3	3	7	3		
67	MKU6314	KKN			3	3		3		
		Amount			6	<b>6</b>				

NO	CODE	EYE SEMESTER 8 LECTURE	ACTIVITY			JML	SEM	NATU RE		
			T	P	L			WL	WT	PLH
68	MNJ6653	Thesis (*W and **W)			6	<b>6</b>	8	6		
69	MNJ6654	Task End/ <i>Final Projects</i> (**W)								
		Amount				<b>6</b>				
		Amount credits			<b>6</b>	<b>148</b>				

Information:

\*W: subject for LO scientist

\*\*W: eye college for LO manager

\*\*\*W: course for LO entrepreneurship

Q: eye elective college for all LO

Number of Credits for University Courses: 21

(14%) Amount Eye Credit Studying Faculty: 8

(5%)

Amount Eye Credit Program Lecture Studies: 119 (81%) consists of:

1. Amount credits subject personality 98 credits
2. Amount Course credits *soft skills* 6 credits
3. The number of credits for specialization courses is 12 mandatory

credits and 3 credits of choice Amount Eye Credit Theory Lecture: 102

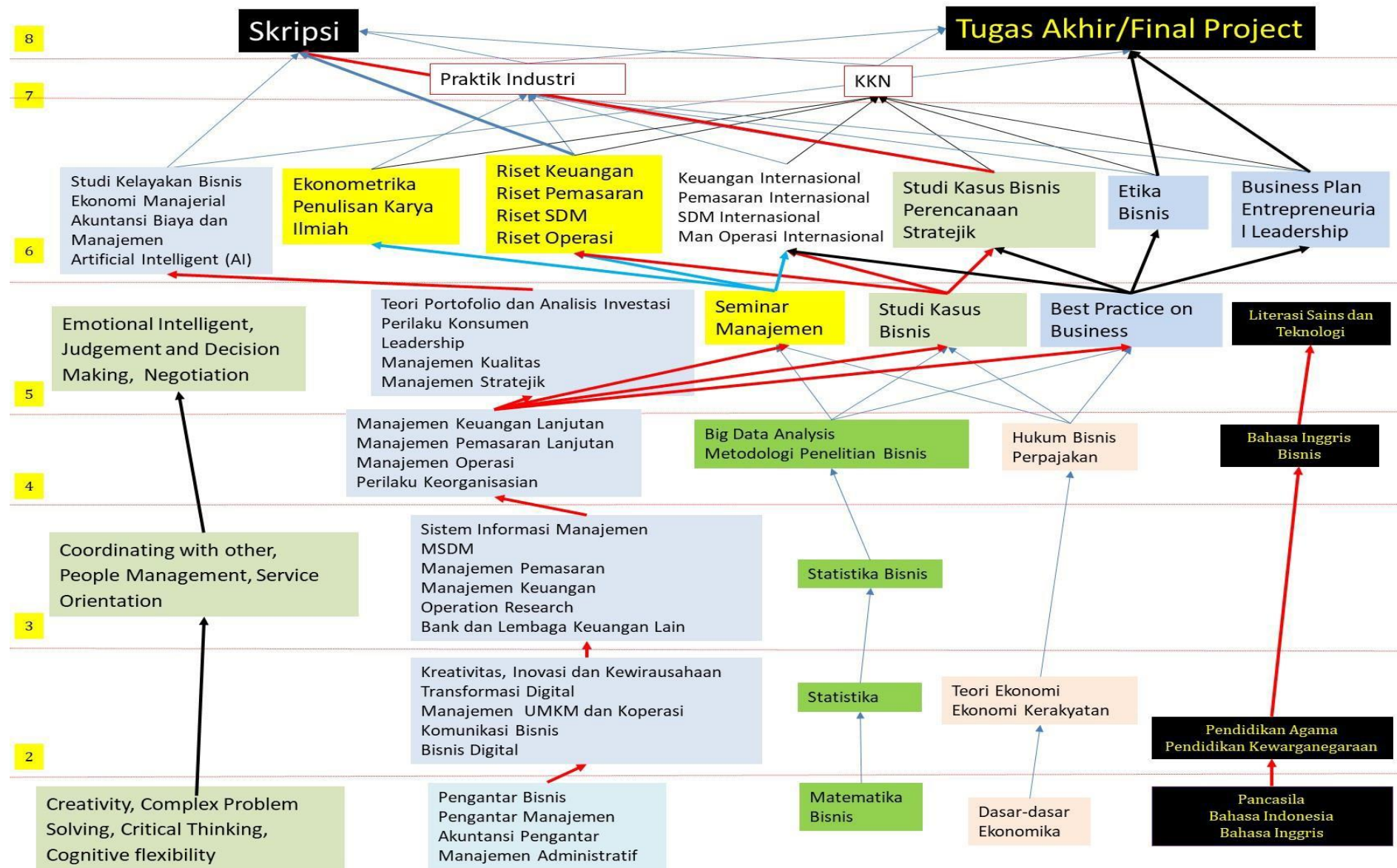
Credits (69%)

Number of Credits for Practical Courses: 34 Credits



(23%) Amount credits Course Field: 12 credits (8%)

Picture 2. Map Course Program Studies S1 Management



**DESCRIPTION EYE LECTURE MANAGEMENT PROGRAM STUDIES (S1)**

No.	Course	
1	Name Course Code Course Amount credits Major Description Course	: <b>Education Religion Islam</b> : MKU6201 : 2 credits : Management : 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 civilization Islam.
	Name Course Code Course Amount credits Major Description Course	: <b>Education Religion catholic</b> : MKU6202 : 2 credits : Management : 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 Code Course Amount credits Major Description Course	: <b>Education Religion Christian</b> : MKU6203 : 2 credits : Management :

No.	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 eschatology and creed.
	Name Course Course Code Number of Credits Major Description Course	: <b>Education Religion Hindu</b> : 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	: <b>Education Religion Buddha</b> : MKU6205 : 2 credits : Management : Subject this understand definition religion buddhist, Hanayana, and Mahayana, History Buddha Gautama, Follower religion buddhist, worship, service Liturgy, Canon and Buddhism.
	Name Course Course Code Number of Credits Major Description Course	: <b>Education Religion Kong Hu Chu</b> : MKU6206 : 2 credits : Management : Subject Education Religion Confucius character Required Graduated, weighty 3 credits. Subject this designed for strengthen faith and taqwa to Lord YME, as well as

No.	Course	
		<p>expand outlook life religious, so that formed student which virtuous character sublime, think philosophical, rational, and dynamic as well as 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.</p>
2	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Basics economics</b> : 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 Knowledge Economy.</p>
3	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Pancasila</b> : MKU6208 : 2 credits : Management : The Pancasila course 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 state. Mata college this study : 1). History</p>

No.	Mata Lectures	
		<p>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 an ethical system; 6). Pancasila as ideology, as well as; 7). Implementation Pancasila in life socialize, nation and patriotic.</p>
4	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Pend. Citizenship</b> : MKU6207 : 2 credits : Management : Citizenship Education Course (Entrepreneurship) 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 country which 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, paperwork and presentation.</p>
5	<p>Course Name Course Code Amount credits Major</p>	<p>: <b>Indonesian</b> : MKU6209 : 2 : Management</p>

No.	Course	
	Description Course	: 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, students also developed a wealth of vocabulary in accordance with development language Indonesia whichraw especially widely used in business
6	Name Course Course Code Number of Credits Major Description Course	: <b>English</b> : 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 skill learningEnglish/ 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	: <b>Literacy Science and Technology</b> : MKU6214 : 2 credits : Management : Subject this discuss development in field science and technology and the ability to apply science and technology in social life.
8	Name CourseCode Course	: <b>Entrepreneurship</b> : MKU6212

No.	Course	
	Number of Credits Major Description Course	: 2 credits : Management : This course equips students with the concept of general entrepreneurship, opportunity effort new, motivation to performance, introduction self and environment, togetherness and business ethics, franchising and direct marketing and development entrepreneurship.
9	Name Course Course Code Number of Credits Major Description Course	: <b>Studying Work Real</b> : MKU6313 : 3 credits : Management :-
10	Name Course Course Code Number of Credits Major Description Course	: <b>Economy democracy</b> : FEK6204 : 2 credits : Management : Course Economy democracy is Required 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 Course Code Number of Credits Major Description Course	: <b>Introduction Business</b> : MNJ6301 : 3 credits : Management :



No.	Course	
		<p>Course this designed for introduce approach thorough (holistic) in understand business. Especially for student new, approach This thorough analysis is necessary before delving into the aspect operational which specialist from something effort business. Because that's the point of view of this lecture approach is to understand business as a business unit (systems). In connection this outlined how understand and control influence environment business, what is the form of ownership of the business organization, how is the management and organization of the business in terms of whole. Discussion functions operational businesses such as HRM, operations, marketing, finance, and management of various resources will be described in framework understand business as something unity effort intact.</p>
12	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Business Math</b> : 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).</p>

No.	Course	
		Functional derivatives and partial derivatives and their applications 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	: <b>Theory Economy</b> : MNJ6305 : 3 credits : Management : Topics discussion main Course this is: draft and prices, consumer and producer behavior, market structure and competitive strategy and general balance and market failure. We will also discuss the use of theory to explain various symptoms and policies microeconomics in the context of the Indonesian economy. Approach which used is method quantitative, graphic, and empirical.
14	Name Course Course Code Number of Credits Major Description Course	: <b>Introduction Management</b> : 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.

No.	Course	
15	Name Course Course Code Number of Credits Major Description Course	: <b>Introductory Accounting</b> : MNJ6303 : 3 credits : Management : Subject this aim 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
16	Name Course Course Code Number of Credits Major Description Course	: <b>Statistics</b> : MKU6210 : 2 credits : Management : 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, studied also techniques though data and method read output of SPSS application program.

No.	Course	
17	Name Course Course Code Number of Credits Major Description Course	: <b>English Business</b> : MNJ6251 : 2 credits : Management : This course is given to equip students with knowledge and skills in English in world business and able to put it into practice.
18	Name Course Course Code Number of Credits Major Description Course	: <b>Communication Business</b> : MNJ6314 : 3 credits : Management : This course aims to introduce students to 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. 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	: <b>Management MSMEK</b> : EIF6205 : 2 credits : Management :

No.	Course	
		Eye kuliah this explain various aspect important which related with management business micro, small, 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	: <b>Management Finance</b> : MNJ6312 : 3 credits : Management : Topics of this course 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 the corporate environment. This course is analysis, good qualitative nor quantitative-mathematical.
21	Name Course Course Code Number of Credits Major Description Course	: <b>Management Marketing</b> : MNJ6311 : 3 credits : Management : This course describes various things that related with understanding base management marketing including progress in century 21, analysis opportunity market, development strategy marketing, taking decision marketing, and how manage program marketing by effective and efficient. Besides that also give understanding

No.	Course	
		<p>about 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 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, expected student can explain simple and basic marketing practices learn management marketing advanced as well as strategy comprehensive marketing.</p>
22	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Management Source Power Man</b> : MNJ6310 : 3 credits : Management : Eye kuliah this aim for give understanding for student how role/function HRM and Manager HR as strategic partner in effort organization for create score, so that organization could reach superiority compete. In Course this discussed activities which must carried out by the HR Department so that organizations can have capable and committed human resources in build infrastructure organization so that achievement success 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.</p>

No.	Course	
23	Name Course Code Course Amount credits Major Description Course	: <b><i>Operations Research</i></b> : MNJ6313 : 3 credits : Management : Mature this role operations research (OR) feel important especially because OR is wrong one tool base in decision-making, plan and strategy, good period short nor period long. In addition, OR also plays a role in solve problems from activity daily in field business, government, military, nor individual. Discussion subject this will restricted on a number of topics Operations Research which important just and which relecan with needs and use in taking decision managerial as well as in application knowledge knowledge.
24	Name Course Code Course Amount credits Major Description Course	: <b>Accountancy Cost and Management</b> : MNJ6331 : 3 credits : Management : Course this given with destination so that student understand about definition cost, destination, and room scope management cost, a number of draft cost, as well as calculation methods. Discussion especially dotted weight on method management and technique as well as analysis calculation cost which covers determination price tree with method cost order and process, as well as determination price tree for product

	side (by products), and product combined in industry manufacture. .
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No.	Course	
25	Name Course Code Course Amount credits Major Description Course	<b>: Management Operational</b> : MNJ6315 : 3 credits : Management : Subject this discuss draft management activity- production/operation activities in a organizations/companies, both manufacturing companies nor company service. Topics main discussion subject include: function operation in organization, type and characteristics system manufacture and system service, management supply, management project, and management production.
26	Name Course Code Course Amount credits Major Description Course	<b>: Behavior Organization</b> : MNJ6317 : 3 credits : Management : In Course this will discussed about how manage something organization which concerned could walk by effective and efficient. As for scope Theory Course this covers behavior in level individual, group, structure and change organization.
27	Name Course Code Course Amount credits Major Description Course	<b>: Information Systems Management</b> : MNJ6316 : 3 credits : Management : Course this meant for give supplies Knowledge Management Information Systems.

No.	Course	
		Discussion started with draft base aboutsource 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	: <b>Management Banking</b> : 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	Name Course Course Code Number of Credits Major Description Course	: <b>Research methodology Business</b> : MNJ6319 : 3 credits : Management : Development world business the more dynamic, temporarythat demands to professionalism work also the more tall. Lots problem complicated will faced by manager in take decision business which appropriate. Methodology study business could defined as

No.	Course	
		<p>effort which systematic and organized for investigate problem Specific which faced in context world work, which need solution. Business research consists of a series of steps that planned and carried out, with the aim of finding answer to issues which Becomes attention manager in the work environment.</p> <p>Based on description the so Course methodology study business in Thing this will learn about topics scientific investigation, 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 in and overseas.</p>
30	Name Course Course Code Number of Credits Major Description Course	: <b>Business Ethics</b> : MNJ6221 : 2 credits : Management : This course is designed to provide an overview and reflection on morality in business activities and economy. In context business, searchprofit is component which reasonable from every business venture, so that often ignore and bypass all moral signs. Material that given covers problems ethics company to all stakeholders company, good

No.	Course	
		internal 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	: <b>Law Business</b> : 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, Domestic investment and investment foreign, law labor and right intellectual property
32	Name Course Course Code Number of Credits Major Description Course	: <b>Management strategic</b> : MNJ6323 : 3 credits : Management : Strategic Management course is mandatory to pass for students majoring in management. This course aim sharpen ability student for think by strategic and integrative

No.	Course	
		(considering everything from perspective the entire company), and make decisions strategic that has a competitive advantage that sustainable. This course discusses about draft strategy, process determination strategy, implementation strategy and evaluation of the strategy. Activity learning is done through lectures, discussions and case analysis. Evaluate this course with a test written, Duty, report generation and presentation.
33	Name Course Course Code Number of Credits Major Description Course	: <b>Management Risk</b> : 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	: <b>Management Finance Advanced</b> : MNJ6326 : 3 credits : Management :

No.	Course	
		Subject this is advanced from subject financial management. This course discusses theory, draft and models analysis which related with taking decision investment assets permanent, good under conditions of certainty or uncertainty. Besides that also discussed topics decision financing, policy dividend and decision finance other, as well as international financial management topics and development new in field management finance.
35	Name Course Course Code Number of Credits Major Description Course	: <b>Management Investation</b> : MNJ6327 : 3 credits : Management : Course this discuss about various aspect securities 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.
36	Name Course Course Code Number of Credits Major Description Course	: <b>Bank and Institution Finance Other</b> : 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 the importance of the money/capital market, how to work and instrument which used, the rules which apply, as well as analysis performance market money and capital market.

No.	Course	
37	Name Course Code Course Amount credits Major Description Course	: <b>Management Marketing Advanced</b> : MNJ6330 : 3 credits : Management : Course this aim for give something framework work for analyze various definition and concepts regarding the role of marketing in build satisfaction consumer, strategy oriented market, market direct marketing, market designing, designing a global marketing strategy . In addition management marketing advanced also discuss about marketing service. Course this emphasizing on pattern planning, implementation and control from all activity marketing or basics marketing. Marketing seen from application management which includes the decision -making process based on concepts company (Organization) could achieved by maximum.
38	Name Course Code Course Amount credits Major Description Course	: <b>Behavior Consumer</b> : MNJ6331 : 3 credits : Management : Course this discuss about framework conceptual behavior consumer and various problem which relevant specifically in application knowledge psychology, sociology, anthropology, communication, and economy micro. Behavior consumer which focused on behavior buy, or process recruitment decision in recruitment decision in purchase, affected by various

No.	Mata Lectures	
		<p>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 of the various factors that impact on behavior consumer the Becomes base in development marketing strategy.</p>
39	<p>Name Course Course Code Number of Credits Major Description Course</p>	<p>: <b>Communication Marketing</b> : MNJ6332 : 3 credits : Management : Course this give understanding wrong one aspect mix marketing that is promotion/communicationmarketing, by more deep. Course this will equip 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.</p>



No.	Course	
40	Name Course Course Code Number of Credits Major Description Course	: <b>Evaluation Performance</b> : MNJ6337 : 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 increase performance employee in organization. The material discussed in this course includes the following aspects: aspect evaluation performance, method evaluation performance and strategy enhancement performance employee.
41	Name Course Course Code Number of Credits Major Description Course	: <b>Management Change</b> : MNJ6349 : 3 credits : Management : Course this discuss about importance management transformation/change good structural nor change culture for Becomes more good anddynamic. 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 Code Course Amount credits	: <b>Economy managerial</b> : MNJ6338 : 3 credits

No.	Course	
	Major Description Course	: Management : Course this aim for give to student deepening and application Theory Theory Economics in the company's management policy. After follow Course this student expected could use equipment mathematical, graphic from economic theory tools to solve problems problem company economy
43	Name Course Course Code Number of Credits Major Description Course	: <b>Studies Appropriateness Business</b> : MNJ6337 : 3 credits : Management : Subject this discuss technique analysis appropriateness 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	: <b>Research Finance</b> : MNJ6341 : 3 credits : Management : Research finance .is Course choice for student which take concentration finance. Course this give understanding about draft

No.	Course	
		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 course covers 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 of this course with a written test, Duty, and preparation of proposals financial research.
45	Name Course Course Code Number of Credits Major Description Course	: <b>Research Marketing</b> : MNJ6344 : 3 credits : Management  This course is aimed at students who take marketing concentration. As for the purpose of this course is give understanding on student about the concepts and techniques in doing research marketing, as well transfer ability for To do research marketing with use draft which Correct, until make report research marketing. Topics discussion Course this include: scope of marketing research, types and stages of research marketing, sourcing, measurement and measurement techniques data, composing instrument, measurement attitude, sampling, data analysis, interpretation of research results, and preparation of reports.
46	Course Name Course Code Amount credits Major	: <b>Marketing International</b> : MNJ6345 : 3 credits : Management

No.	Course	
	Description Course	: <p>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 information global, obstacle rate and non-tariff, development global brand.</p>
47	Name Course Course Code Number of Credits Major Description Course	: <b>Marketing strategic</b> : MNJ6333 : 3 credits : Management <p>Course this addressed for student which choose concentration marketing. As for destination Course this is: give understanding on student about framework strategic and device analysis 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 advantage in global perspective.</p>

No.	Course	
48	Name Course Course Code Number of Credits Major Description Course	<p> <b>: HR Research</b>  <b>: MNJ6347</b>  <b>: 3 credits</b>  <b>: Management</b> </p> <p>           This course is intended for students who take HR concentration. The objectives of this course are: give understanding on student about concepts and techniques in conducting HR research, as well as transfer ability for To do research HR by using the right concepts, until make report research HR which required in making plan and taking decision HRM. Topics of this course include: scope research HR, type and stages research HR, source, measurement and data measurement techniques, compiling instrument, measurement variable, determination sample, analysis data, interpretation results research, composing report, and presentation research results.         </p>
49	Name Course Code Course Amount credits Major Description Course	<p> <b>: Leadership</b>  <b>: MNJ6335</b>  <b>: 3 credits</b>  <b>: Management</b>  <b>:</b> </p> <p>           Course this designed for give understanding to student about style, principle, model, 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 of trust problems, negotiation, change effective, and ethics leadership.         </p>

No.	Course	
		Lectures are carried out using the case study method to cases which relevant and role play for deepen understanding student about leadership.
50	Name Course Course Code Number of Credits Major Description Course	: <b>HRM International</b> : MNJ6336 : 3 credits : Management  lecture this designed for discuss impact dynamicsbusiness international (global) on various practice HRM. The discussion material includes: function repositioning HR in face challenge business global, content and context HRM International, base and global workforce management, international dimension in functions HR, issue and trend HRMinternational in Century come.
51	Name Course Code Course Amount credits Major Description Course	: <b>Sociology and Politics</b> : MNJ6250 : 2 credits : Management : Course this give draft base about social institutions and institutions to study relationship with behavior economy individual and group in something Public like Indonesia. Discussion conducted with thinking that system economy something Public influenced by behavior Public as individual and member group.
52	Name Course Course Code Course	: <b>Finance International</b> : MNJ6343

No.	Course	
	Amount credits Major Description Course	: 3 credits : Management : Subject this discuss various problem which impact on company profits operate on the international market. Discussion subject this include: policy direct investments, capital budgeting, long term financing, country risk analysis, parent and subsidiary, financing, exchange rate exposure, interest risk exposure, international treasury management, international taxes, mergers, acquisition and restructurisation.
53	Name Course Course Code Number of Credits Major Description Course	: <b>Service Marketing</b> : MNJ6346 : 3 credits : 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 on competition. 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	: <b>E-Commerce</b> : MNJ6354 : 3 credits : Management

	Major	
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No.	Course	
	Description Course	: Course this designed for introducedraft marketing in era economy new whichbased on Information Technology and the Internet.Discussion will started with see condition eraeconomy new which loaded with Technology Information,until changes which occur on draftand application of marketing. The discussion will coverdraft as well as cases which occur in world real.by whole Course this give knowledge about E-Commerce from side definitionand concepts, and E-commerce as a model business new with opportunity, limitations, nor risk which there is.
55	Name Course Code Course Amount credits Major Description Course	: <b>Source Power Man strategic</b> : MNJ6334 : 3 credits : Management : This course is designed to provide understanding of formulation and implementation policy at the strategic level. Material College covers a variety 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

No.	Course	
		knowledge deep (in-dept konledge) about formulation and implementation policy resource man on level strategic, second is for learn how to facilitate the process change or transformation organization through management human Resources by effective.
56	Name Course Course Code Number of Credits Major Description Course	: <b>Industrial Practice</b> : PIN6303 : 3 credits : Management : Subject this designed with destination so that student could apply theories which has obtained while studying in the real world of industry. Industrial Practice is carried out for 3 months. After apprenticeship, expected student could get knowledge which related with operational management business, marketing, finance, nor human resources at the company where students are To do practice industry. On end implementation industrial practice students are required to prepare industrial practice reports in accordance with what has been held in field as form accountability has go through Course practice industry
57	Name Course Course Code Number of Credits Major Description Course	: <b>Thesis</b> : MNJ6659 : 6 credits : Management :

<b>No.</b>	<b>Course</b>
	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 management and Business.