

Course Program	<ol style="list-style-type: none"> 1. MM Program <ol style="list-style-type: none"> 1. Corporate Development 2. Applied Finance 3. Business and Telecommunications 2. Business Management (CBM) Certificate Program <ol style="list-style-type: none"> 1. Finance Management 2. Marketing Management 3. Operation and Production Management 4. Human Resource Management 5. Corporate Strategy & Business Development Management 6. Advanced Management 7. Telecommunication Business Management
Course Schedule	<ol style="list-style-type: none"> 1. Morning classes: Every Monday till Friday (Time 8:00 to 16:50 p.m.) 2. Night classes: Every Monday, Wednesday and Friday (Time 18:30 to 21:50 p.m) 3. Weekend classes: Every Friday (Time 18:30 to 21:50 pm) and Saturdays (Time 8:00 to 16:50 pm)
Length of time of Courses	<ul style="list-style-type: none"> • Morning classes: 3 Trimesters • Night & Weekend Classes: 6 Trimesters
Course Objectives	<ol style="list-style-type: none"> 1. Corporate Development <ol style="list-style-type: none"> 1. To help prepare students with managerial competencies. 2. To help develop self-insight and high analytical capabilities. 3. To provide understanding and ability to perform analysis and formulate strategic steps either for competition or for business development. 4. To provide an understanding and ability in the preparation of "Grand Scenario" (Vision, Mission, Quality, Policy & Strategic Direction) in accordance with the demands of the business dynamics of the business environment. 2. Applied Finance <ol style="list-style-type: none"> 1. To provide an understanding of good financial applications. 2. To help prepare managerial competence in the field of finance. 3. To help develop self-insight and high analytical capabilities in the field of finance, which is useful for making decisions. 4. To help create and design companies' finances. 3. Business and Telecommunication <ol style="list-style-type: none"> 1. To provide management context of information & communication (infocom) technology with the understanding of the characteristics of highly dynamic and future-oriented technology. 2. To provide insight into the pace of technological development that occur in the field of infocom and the opportunities and challenges that occur as a result of the rapid development of information and communication technology. 3. To provide an understanding and ability in the preparation of "Grand Scenario" (Vision, Mission, Quality, Policy & Strategic Direction) in accordance with the demands of the business dynamics of the business environment 4. To provide an understanding and an ability in managing business

	<p>qualitatively, including formulating the attitude in facing competitions.</p> <ol style="list-style-type: none"> 5. To provide an understanding and an ability to perform analysis and formulate strategic steps either for competition or for business development. At the end of the program students are expected to already have the necessary managerial understanding in the management of infocomm industry, ranging from planning strategy up to operational management of the business. 6. Particularly for MM BIZTEL morning class (regular), to provide active business communication skills in English (medium of instruction is English.)
Course Requirements	<ol style="list-style-type: none"> 1. Corporate Development <i>Sarjana</i> (graduates of the undergraduate (S1) program), both fresh graduates and those with working experiences, with a minimum GPA of 2.75 from reputable universities. <ol style="list-style-type: none"> 1. <ul style="list-style-type: none"> ○ Submit a TOEFL certificate (from a reputable institution) with a minimum score of 450. ○ Passed Selection: Academic Assessment, English test and interview. 2. Applied Finance <ol style="list-style-type: none"> 1. <i>Sarjana</i> (graduates of the undergraduate (S1) program), both fresh graduates and those with working experiences, with a minimum GPA of 2.75 from reputable universities. 1. Submit a TOEFL certificate (from a reputable institution) with a minimum score of 450. 2. 3. Passed Selection: Academic Assessment, English test and interview. 3. Telecommunication Business <ol style="list-style-type: none"> 1. <i>Sarjana</i> (graduates of the undergraduate (S1) program) with at least 2 (two) years working experience in the field of management, and a minimum GPA of 2.75 from reputable universities. 1. Submit a TOEFL certificate (from a reputable institution) with a minimum score of 450. 3. 3. Passed Selection: Academic Assessment, English test and interview.
Graduates' Competence	<ol style="list-style-type: none"> 1. Corporate Development (CD) Reliable, resourceful, creative, innovative and have a high analytical capability in making decisions related to the creation/development of well-managed businesses/companies. 2. Applied Finance (AF) Reliable, resourceful, creative, innovative and have a high analytical capability in making decisions related to the application of financial management in companies. 3. Telecommunication Business Reliable, resourceful, creative, innovative and have a high analytical capability in making decisions related to the telecommunication business.
MM Program	The curriculum for Master of Management Program has a total of 42 (forty-two)

Curriculum

Semester Credit Units (SKS) consisting of Basic Courses, Functional Courses, Integration Courses and Concentration Courses.

The description of each group of the course is as follows.

1. Basic Subject Group (7 Semester Credit Units)

A group of subjects that aim to equalize the level of basic knowledge and skills students of Master of Management Program should have already had.

No.	Name of Courses	Credits (SKS)
1	Case Method Preparatory Courses	1
2	Management	2
3	Business Statistics & Quantitative Analysis	2
4	Accounting	2

2. Functional Subject Group (12 Semester Credit Units)

A group of subjects that aim to provide and build functional knowledge and skills required by students of Master of Management Program in order to be able to do functional analysis independently.

No	Name of Courses	Credits (SKS)
1	Marketing Management	3
2	Production & Operations Management	3
3	Human Resource Management	3
4	Financial Management	3

3. Integrated Subject Group (11 Semester Credit Units)

A group of subjects that aim to provide and build the knowledge and skills in the analysis and synthesis of functional aspects into the aspect of changes at the functional level.

No	Name of Courses	SCU
1	Strategic Management	3
2	Research Methodology & Thesis Proposal Thesis	2
3	Thesis	6*

***) Following completion of all courses**

4. Concentration Subject Group (12 Semester Credit Units)

A group of subjects that aim to provide and build knowledge and skills in the deep analysis and synthesis of functional aspects.

4.

1. Corporate Development

No	Name of Courses	SCU	Type of Courses
1	Innovation & Entrepreneurship	3	Compulsory
2	Business Ethics & Corporate Governance	3	Compulsory
3	Corporate Development	3	Compulsory
4	Enterprise Risk Management	3	** Elective
5	Small Business Management	3	**Elective
6	Technology Management	3	**Elective

1.

2. **) Only one elective

3. Applied Finance

No	Name of Courses	SCU	Type of Courses
1	Financial Statement Analysis & Security Valuation	2	Compulsory
2	International Finance	2	Compulsory
3	Investment	2	Compulsory
4	Enterprise Risk Management	2	Compulsory
5	Fixed Income Analysis	2	*** Elective
6	Derivative	2	*** Elective
7	Advanced Valuation	2	*** Elective
8	Merger & Acquisition	2	*** Elective

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4. ***) Elective only two courses

5. Telecommunication Business Concentration

No	Name of Courses	SCU	Type of Courses
1	IP & Wireless	2	Compulsory
2	Technology & Information Management	4	Compulsory
3	Multimedia Communication	2	Compulsory
4	Business Information Management	2	Compulsory
5	Business Support System	2	**** Elective
6	IT Strategic Plan	2	**** Elective

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6. ****) Elective only one course

2010 - 2011

MM Program

Tuition Fee

1. **CORDEV & Finance, Morning/regular** classes (Total Rp. 43 million), with installment payments as follows:

1. Rp. Rp. 21.500.000,
2. Rp. Rp. 13.000.000,
3. Rp. Rp. 8.500.000,

2. **CORDEV & Finance, Night /ex- classes** (Total Rp. 47 million), with installment payments as follows:

1. Rp. Rp. 23.500.000,
2. Rp. Rp. 14.100.000,
3. Rp. Rp. 9.400.000,-

3. **BIZTEL** (Total Rp. 50 million), with installment payments as follows:

1. Rp. Rp. 25.000.000,
2. Rp. Rp. 15.000.000,
3. Rp. Rp. 10.000.000,