

# BACHELOR OF SCIENCE IN ACCOUNTANCY

*(Curriculum applicable to students who entered as freshmen beginning academic year 2015-2016)*

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	1	CS12	COMPUTER FUNDAMENTALS	3.0	-	2.0			SOIT
		CS12L	COMPUTER FUNDAMENTALS LABORATORY	-	4.5	1.0		CS12L	SOIT
		ENG10	ENGLISH FOR ACADEMIC PURPOSES 1	4.5	-	3.0			SLHS
		FIL10	FILIPINO 1	4.5	-	3.0			SLHS
		MATH10-7	COLLEGE ALGEBRA	4.5	-	3.0			MATH
		NSTP1	NATIONAL SERVICE TRAINING PROGRAM 1	-	4.5	(1.5)			SOCIP
		PE11-1	PHYSICAL EDUCATION 1 (PHYSICAL FITNESS AND GROUP GAMES)	-	3.0	(2.0)			ATHLETICS
Total			16.5	12.0	12.0				

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	2	ACT111-0	FUNDAMENTALS OF ACCOUNTING 1A	4.5	-	3.0			ETYSBM
		ECO99	INTRODUCTION TO ECONOMICS WITH LAND REFORM AND TAXATION	4.5	-	3.0			ETYSBM
		ENG11	ENGLISH FOR ACADEMIC PURPOSES 2	4.5	-	3.0	ENG10		SLHS
		FIL11	FILIPINO 2	4.5	-	3.0			SLHS
		HUM16	PHILIPPINE CONTEMPORARY LITERATURE IN ENGLISH	4.5	-	3.0			SLHS
		NSTP2	NATIONAL SERVICE TRAINING PROGRAM 2	-	4.5	(1.5)	NSTP1		SOCIP
		PE12	PHYSICAL EDUCATION 2 (DANCE, MARTIAL ARTS AND BOARD GAMES)	-	3.0	(2.0)			ATHLETICS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	3	ACT112-0	FUNDAMENTALS OF ACCOUNTING 1B	4.5	-	3.0	ACT111-0		ETYSBM
		ECO101	INTRODUCTION TO MACROECONOMIC THEORY AND PRACTICE	4.5	-	3.0			ETYSBM
		HUM14	INTRODUCTION TO PHILOSOPHY	4.5	-	3.0			SLHS
		MATH11-3	BUSINESS AND INVESTMENT MATH	4.5	-	3.0	MATH10-7		MATH
		MGT100	INTRODUCTION TO PRINCIPLES OF MANAGEMENT	4.5	-	3.0			ETYSBM
		NSTP3	NATIONAL SERVICE TRAINING PROGRAM 3	-	4.5	(1.5)	NSTP2		SOCIP
		PE13-2	PHYSICAL EDUCATION 3 (INDIVIDUAL / DUAL SPORTS)	-	3.0	(2.0)			ATHLETICS
			<b>Total</b>	<b>22.5</b>	<b>7.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	4	ACT113-0	FUNDAMENTALS OF ACCOUNTING 2	9.0	-	6.0	ACT112-0	ACT113X	ETYSBM
		ACT113X	EXIT (QUALIFYING) EXAM	-	-	0.0	ACT112-0	ACT113-0	ETYSBM
		ECO102	INTRODUCTION TO MICROECONOMICS AND LAND REFORM	4.5	-	3.0	ECO101		ETYSBM
		MATH25	BUSINESS CALCULUS	4.5	-	3.0	MATH11-3		MATH
		SS10	PHILIPPINE POLITICS AND GOVERNANCE	4.5	-	3.0			SLHS
		NSTP4	NATIONAL SERVICE TRAINING PROGRAM 4	-	4.5	(1.5)	NSTP3		SOCIP
		PE14	PHYSICAL EDUCATION 4 (TEAM SPORTS)	-	3.0	(2.0)			ATHLETICS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	1	ACT121	FINANCIAL ACCOUNTING THEORY AND PRACTICE 1A	9.0	-	6.0	ACT113-0, ACT113X		ETYSBM
		FIN111-0	INTRODUCTION TO BUSINESS, FINANCE, AND PHILIPPINE FINANCIAL SYSTEM	4.5	-	3.0	ACT113-0, ECO102, MGT100		ETYSBM
		MATH30-2	BUSINESS STATISTICS	4.5	-	3.0	MATH25		MATH
		MGT110	BUSINESS ETHICS, GOOD GOVERNANCE AND SOCIAL RESPONSIBILITY	4.5	-	3.0			ETYSBM
			<b>Total</b>	<b>22.5</b>	<b>0.0</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	2	ACT122	FINANCIAL ACCOUNTING THEORY AND PRACTICE 1B	4.5	-	3.0	ACT121		ETYSBM
		FIN112-0	FINANCIAL MANAGEMENT 1	4.5	-	3.0	FIN111-0, MATH11-3		ETYSBM
		MGT121	FUNDAMENTALS OF MARKETING	4.5	-	3.0	MGT100		ETYSBM
		MGT131	TQM, PRODUCTION AND OPERATIONS MANAGEMENT	4.5	-	3.0	MGT100		ETYSBM
		PSY10	GENERAL PSYCHOLOGY	4.5	-	3.0			SLHS
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	3	ACT123	FINANCIAL ACCOUNTING THEORY AND PRACTICE 2A	9.0	-	6.0	ACT122		ETYSBM
		FIN113-0	FINANCIAL MANAGEMENT 2	4.5	-	3.0	FIN112-0		ETYSBM
		MGT115	QUANTITATIVE METHODS AND MANAGEMENT SCIENCE	4.5	-	3.0	MGT131		ETYSBM
		MGT141	HUMAN BEHAVIOR IN ORGANIZATION	4.5	-	3.0	MGT100		ETYSBM
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	4	ACT124	FINANCIAL ACCOUNTING THEORY AND PRACTICE 2B	9.0	-	6.0	ACT123		ETYSBM
		HUM11	GREEK, ROMAN AND MEDIEVAL THOUGHT	4.5	-	3.0			SLHS
		IT131-1	DATABASE MANAGEMENT SYSTEM	3.0	-	2.0	CS12, CS12L, MGT100		SOIT
		IT131-1L	DATABASE MANAGEMENT SYSTEM LABORATORY	-	4.5	1.0	CS12, CS12L, MGT100	IT131-1	SOIT
		LAW111-0	LAW ON OBLIGATIONS AND CONTRACTS	4.5	-	3.0			ETYSBM
			<b>Total</b>	<b>21.0</b>	<b>4.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	1	ACT125-1	FINANCIAL ACCOUNTING THEORY AND PRACTICE 3	9.0	-	6.0	ACT124		ETYSBM
		BIO10	FUNDAMENTALS OF BIOLOGY	4.5	-	3.0			CHE-CHM
		IT132-1	SYSTEM ANALYSIS AND DESIGN	3.0	-	2.0	IT131-1, IT131-1L, MGT100		SOIT
		IT132-1L	SYSTEM ANALYSIS AND DESIGN LABORATORY	-	4.5	1.0	IT131-1, IT131-1L, MGT100	IT132-1	SOIT
		TAX001-0	PHILIPPINE TAX SYSTEM AND INCOME TAX	4.5	-	3.0	ECO101, MATH11-3		ETYSBM
			Total	21.0	4.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	2	ACT131	COST ACCOUNTING AND COST MANAGEMENT	9.0	-	6.0	ACT125-1, MGT131		ETYSBM
		ACT170	ASSURANCE PRINCIPLES, PROFESSIONAL ETHICS AND GOOD GOVERNANCE	9.0	-	6.0	ACT125-1		ETYSBM
		LAW112-0	LAW ON BUSINESS ORGANIZATIONS	4.5	-	3.0	LAW111-0		ETYSBM
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	3	ACT128P	ACCOUNTING INFORMATION SYSTEMS	3.0	4.5	3.0	ACT131, IT132-1, IT132-1L, MGT100		ETYSBM
		ACT141	ADVANCED ACCOUNTING 1 & 2	9.0	-	6.0	ACT131		ETYSBM
		ENG12	ENGLISH FOR THE WORKPLACE 1	4.5	-	3.0	ENG11		SLHS
		LAW113-0	SALES, AGENCY, AND OTHER COMMERCIAL LAWS	4.5	-	3.0	LAW111-0		ETYSBM
			<b>Total</b>	<b>21.0</b>	<b>4.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	4	ACT143-1	ADVANCED ACCOUNTING 3	9.0	-	6.0	ACT141		ETYSBM
		ACT171	AUDITING AND ASSURANCE SERVICES 1 & 2	9.0	-	6.0	ACT170, IT132-1, IT132-1L		ETYSBM
		LAW114-0	LAW ON NEGOTIABLE INSTRUMENTS	4.5	-	3.0	LAW111-0		ETYSBM
			<b>Total</b>	<b>22.5</b>	<b>0.0</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
4	1	ACT151	MANAGEMENT ACCOUNTING 1 & 2	9.0	-	6.0	ACT171, FIN113-0		ETYSBM
		HUM13	ART APPRECIATION	4.5	-	3.0			SLHS
		MGT198	STRATEGIC MANAGEMENT AND BUSINESS POLICY	4.5	-	3.0	MGT121, MGT131, MGT141, FIN113-0		ETYSBM
		TAX002-0	BUSINESS AND TRANSFER TAXES	4.5	-	3.0	TAX001-0		ETYSBM
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
4	2	ACT175P	AUDITING IN A CIS ENVIRONMENT	3.0	4.5	3.0	ACT128P, ACT171		ETYSBM
		ACT197-0	MANAGEMENT CONSULTANCY	4.5	-	3.0	ACT151, ACT131, ACT128P, FIN113-0, IT132-1, IT132-1L, MGT121		ETYSBM
		ACT200R-1	THESIS / FEASIBILITY STUDY 1	1.5	-	1.0	ACT151		ETYSBM
		MSE001	INTRODUCTION TO MATERIALS SCIENCE	4.5	-	3.0			CHE-CHM
		RZL10	RIZAL'S WORKS & WRITINGS OF OTHER FILIPINO HEROES	4.5	-	3.0			SLHS
		<b>Total</b>		<b>18.0</b>	<b>4.5</b>	<b>13.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
4	3	ACT198-1	CORRELATION 1	4.5	-	3.0	ACT113-0, ACT125-1, ACT131, ACT143-1, ACT151, ACT171, MATH30-2, TAX002-0		ETYSBM

	ACT199R	PRACTICUM IN AUDIT ENVIRONMENT	-	24.0	3.0	ACT151, ACT171		ETYSBM
	ACT200R-2	THESIS / FEASIBILITY STUDY 2	1.5	-	1.0	ACT200R-1		ETYSBM
<b>Total</b>			<b>6.0</b>	<b>24.0</b>	<b>7.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
4	4	ACT172	TECHNICAL WRITING: BUSINESS AND ACCOUNTING APPLICATION	4.5	-	3.0	ACT171	ENG13	ETYSBM
		ACT196	SYNTHESIS	1.5	-	1.0	ACT200R-2		ETYSBM
		ACT198-2	CORRELATION 2	4.5	-	3.0	ACT198-1		ETYSBM
		ACT200R-3	THESIS / FEASIBILITY STUDY 3	1.5	-	1.0	ACT200R-2		ETYSBM
		ENG13	ENGLISH FOR THE WORKPLACE 2	4.5	-	3.0	ENG12	ACT172	SLHS
		SS11	SOCIOLOGY WITH POPULATION EDUCATION	4.5	-	3.0			SLHS
<b>Total</b>				<b>21.0</b>	<b>0.0</b>	<b>14.0</b>			

**Total Academic Units : 226.00**



## BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION

*(Curriculum applicable to students who entered as freshmen beginning academic year 2015-2016)*

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	1	CS12	COMPUTER FUNDAMENTALS	3.0	-	2.0			SOIT
		CS12L	COMPUTER FUNDAMENTALS LABORATORY	-	4.5	1.0		CS12	SOIT
		ENG10	ENGLISH FOR ACADEMIC PURPOSES 1	4.5	-	3.0			SLHS
		FIL10	FILIPINO 1	4.5	-	3.0			SLHS
		MATH10-8	COLLEGE ALGEBRA	4.5	-	3.0			MATH
		NSTP1	NATIONAL SERVICE TRAINING PROGRAM 1	-	4.5	(1.5)			SOCIP
		PE11-1	PHYSICAL EDUCATION 1 (PHYSICAL FITNESS AND GROUP GAMES)	-	3.0	(2.0)			ATHLETICS
			<b>Total</b>	<b>16.5</b>	<b>12.0</b>	<b>12.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	2	ACT111-1	FUNDAMENTALS OF ACCOUNTING 1A	4.5	-	3.0			ETYSBM
		ECO99	INTRODUCTION TO ECONOMICS WITH LAND REFORM AND TAXATION	4.5	-	3.0			ETYSBM
		ENG11	ENGLISH FOR ACADEMIC PURPOSES 2	4.5	-	3.0	ENG10		SLHS
		FIL11	FILIPINO 2	4.5	-	3.0			SLHS
		HME01	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		NSTP2	NATIONAL SERVICE TRAINING PROGRAM 2	-	4.5	(1.5)	NSTP1		SOCIP
		PE12	PHYSICAL EDUCATION 2 (DANCE, MARTIAL ARTS AND BOARD GAMES)	-	3.0	(2.0)			ATHLETICS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	3	ACT112-1	FUNDAMENTALS OF ACCOUNTING 1B	4.5	-	3.0	ACT111-1		ETYSBM
		ECO101	INTRODUCTION TO MACROECONOMIC THEORY AND PRACTICE	4.5	-	3.0			ETYSBM
		HME02	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		MATH11-4	BUSINESS AND INVESTMENT MATH	4.5	-	3.0	MATH10-8		MATH
		SSE01	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
		NSTP3	NATIONAL SERVICE TRAINING PROGRAM 3	-	4.5	(1.5)	NSTP2		SOCIP
		PE13-2	PHYSICAL EDUCATION 3 (INDIVIDUAL / DUAL SPORTS)	-	3.0	(2.0)			ATHLETICS
			<b>Total</b>	<b>22.5</b>	<b>7.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
1	4	ACT113-1	FUNDAMENTALS OF ACCOUNTING 2	9.0	-	6.0	ACT112-1		ETYSBM
		ECO102	INTRODUCTION TO MICROECONOMICS AND LAND REFORM	4.5	-	3.0	ECO101		ETYSBM
		MGT100	INTRODUCTION TO PRINCIPLES OF MANAGEMENT	4.5	-	3.0			ETYSBM
		SSE02	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
		NSTP4	NATIONAL SERVICE TRAINING PROGRAM 4	-	4.5	(1.5)	NSTP3		SOCIP
		PE14	PHYSICAL EDUCATION 4 (TEAM SPORTS)	-	3.0	(2.0)			ATHLETICS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	1	ACT102	MANAGERIAL ACCOUNTING	4.5	-	3.0	ACT113-1		ETYSBM
		MATH30-13	BUSINESS STATISTICS	4.5	-	3.0	MATH11-4		MATH
		MGT110	BUSINESS ETHICS, GOOD GOVERNANCE AND SOCIAL RESPONSIBILITY	4.5	-	3.0			ETYSBM
		RZL10	RIZAL'S WORKS & WRITINGS OF OTHER FILIPINO HEROES	4.5	-	3.0			SLHS
		SSE03	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	2	HME03	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		LAW111	LAW ON OBLIGATIONS AND CONTRACTS	4.5	-	3.0			ETYSBM
		MGT112	BUSINESS ICT APPLICATION	3.0	-	2.0		MGT112L	ETYSBM
		MGT112L	BUSINESS ICT APPLICATIONS LABORATORY	-	4.5	1.0		MGT112	ETYSBM
		MGT131	TQM, PRODUCTION AND OPERATIONS MANAGEMENT	4.5	-	3.0	MGT100		ETYSBM
		MGT141	HUMAN BEHAVIOR IN ORGANIZATION	4.5	-	3.0	MGT100		ETYSBM
			Total	21.0	4.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	3	FIN100	FINANCIAL MANAGEMENT	4.5	-	3.0	MGT100, ACT102		ETYSBM
		MGT121	FUNDAMENTALS OF MARKETING	4.5	-	3.0	MGT100		ETYSBM
		MGT132	TQM, PRODUCTION AND OPERATIONS MANAGEMENT 2	4.5	-	3.0	MGT131		ETYSBM
		MGT142	ORGANIZATIONAL BEHAVIOR	4.5	-	3.0	MGT141		ETYSBM
		MSE001	INTRODUCTION TO MATERIALS SCIENCE	4.5	-	3.0			CHE-CHM
			<b>Total</b>	<b>22.5</b>	<b>0.0</b>	<b>15.0</b>			



Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
2	4	ENG12	ENGLISH FOR THE WORKPLACE 1	4.5	-	3.0	ENG11		SLHS
		MGT115	QUANTITATIVE METHODS AND MANAGEMENT SCIENCE	4.5	-	3.0	MATH30-13, MGT132		ETYSBM
		MGT171	MARKETING MANAGEMENT	4.5	-	3.0	MGT121		ETYSBM
		TAX001	PHILIPPINE TAX SYSTEM AND INCOME TAX	4.5	-	3.0	ECO101, MATH11-4		ETYSBM
			BA FREE ELECTIVE 1	4.5	-	3.0			ETYSBM
			<b>Total</b>	<b>22.5</b>	<b>0.0</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	1	LAW112	LAW ON BUSINESS ORGANIZATIONS	4.5	-	3.0	LAW111		ETYSBM
		MGT198	STRATEGIC MANAGEMENT AND BUSINESS POLICY	4.5	-	3.0	MGT121, , MGT131		ETYSBM
		SSE04	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			BA FREE ELECTIVE 2	4.5	-	3.0			ETYSBM
			SPECIALIZATION 1	4.5	-	3.0			ETYSBM
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	2	BIO10	FUNDAMENTALS OF BIOLOGY	4.5	-	3.0			CHE-CHM
		MGT200-1	FEASIBILITY STUDY AND BUSINESS PLAN 1 (THESIS)	1.5	-	1.0	3rd Year Standing		ETYSBM
			BA FREE ELECTIVE 3	4.5	-	3.0			ETYSBM
			SPECIALIZATION 2	4.5	-	3.0			ETYSBM
			SPECIALIZATION 3	4.5	-	3.0			ETYSBM
			SPECIALIZATION4	4.5	-	3.0			ETYSBM
			Total	24.0	0.0	16.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	3	ENG13	ENGLISH FOR THE WORKPLACE 2	4.5	-	3.0	ENG12		SLHS
		MGT200-2	FEASIBILITY STUDY AND BUSINESS PLAN 2 (THESIS)	1.5	-	1.0	MGT200-1		ETYSBM
			BA FREE ELECTIVE 4	4.5	-	3.0			ETYSBM
			SPECIALIZATION 5	4.5	-	3.0			ETYSBM
			SPECIALIZATION 6	4.5	-	3.0			ETYSBM
			SPECIALIZATION 7	4.5	-	3.0			ETYSBM
			Total	24.0	0.0	16.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	4	MGT114	INTERNATIONAL MANAGEMENT	4.5	-	3.0			ETYSBM
		MGT199R	PRACTICUM (OJT)	48.0	-	6.0	FOR GRADUATING STUDENTS ONLY		ETYSBM
		MGT200-3	FEASIBILITY STUDY AND BUSINESS PLAN 3 (THESIS)	1.5	-	1.0	MGT200-2		ETYSBM
			BA FREE ELECTIVE 5	4.5	-	3.0			ETYSBM
			Total	58.5	0.0	13.0			

## SPECIALIZATIONS : 21.00 UNITS

### GENERAL MANAGEMENT

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	1	ENT100	FUNDAMENTALS OF ENTREPRENEURSHIP	4.5	-	3.0	MATH30-13, MGT121		ETYSBM
3	2	FIN111	INTRODUCTION TO BUSINESS, FINANCE, AND PHILIPPINE FINANCIAL SYSTEM	4.5	-	3.0	ECO102, , FIN100, , MGT100		ETYSBM
3	2	MGT181	HISTORY AND EVOLUTION OF TECHNOLOGY	4.5	-	3.0	MGT100, , MGT112		ETYSBM
3	2	MGT183	TECHNOLOGY STRATEGY AND MARKETING	4.5	-	3.0	MGT121		ETYSBM
3	3	MGT184	MANAGING AND FINANCING TECHNOLOGY PROJECTS AND R&D	4.5	-	3.0	MGT181		ETYSBM
3	3	MGT198-2	CORPORATE STRATEGY AND PLANNING	4.5	-	3.0	FIN100, , MGT198		ETYSBM
3	3	MGT198-3	CORPORATE LEADERSHIP	4.5	-	3.0	MGT198		ETYSBM
<b>Total</b>				<b>31.5</b>	<b>0.0</b>	<b>21.0</b>			

### MARKETING

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
3	1	MGT172	BUSINESS AND MARKET RESEARCH	4.5	-	3.0	MATH30-13, MGT121		ETYSBM
3	2	MGT173	PRINCIPLES AND TECHNIQUES OF ADVERTISING AND PUBLIC RELATIONS	4.5	-	3.0	MGT121		ETYSBM
3	2	MGT174	CONSUMER BEHAVIOR	4.5	-	3.0	MGT121		ETYSBM
3	2	MGT175	SALES MANAGEMENT AND PROFESSIONAL SALESMANSHIP	4.5	-	3.0	MGT121		ETYSBM
3	3	MGT176	DISTRIBUTION AND CHANNEL MANAGEMENT	4.5	-	3.0	MGT121		ETYSBM
3	3	MGT177	PRODUCT AND BRAND MANAGEMENT	4.5	-	3.0	MGT121		ETYSBM
3	3	MGT178	INTERNATIONAL MARKETING	4.5	-	3.0	MGT121		ETYSBM
<b>Total</b>				<b>31.5</b>	<b>0.0</b>	<b>21.0</b>			

### FREE ELECTIVES : 15.0 UNITS

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
		BA199-1	BA FREE ELECTIVE 1	4.5	-	3.0			ETYSBM
		BA199-2	BA FREE ELECTIVE 2	4.5	-	3.0			ETYSBM
		BA199-3	BA FREE ELECTIVE 3	4.5	-	3.0			ETYSBM
		BA199-4	BA FREE ELECTIVE 4	4.5	-	3.0			ETYSBM
		BA199-5	BA FREE ELECTIVE 5	4.5	-	3.0			ETYSBM
<b>Total</b>				<b>22.5</b>	<b>0.0</b>	<b>15.0</b>			

### HUMANITIES ELECTIVES : 9.0 UNITS

		Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
		HUM10	READINGS IN ORIENTAL THOUGHT	4.5	-	3.0			SLHS
		HUM11	GREEK, ROMAN AND MEDIEVAL THOUGHT	4.5	-	3.0			SLHS
		HUM13	ART APPRECIATION	4.5	-	3.0			SLHS
		HUM14	INTRODUCTION TO PHILOSOPHY	4.5	-	3.0			SLHS
		HUM15	READINGS IN WORLD LITERATURE	4.5	-	3.0			SLHS
		HUM16	PHILIPPINE CONTEMPORARY LITERATURE IN ENGLISH	4.5	-	3.0			SLHS
		HUM17	LOGIC AND CRITICAL THINKING	4.5	-	3.0			SLHS

### SOCIAL SCIENCE ELECTIVES : 9.0 UNITS

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Care Taker
		PSY10	GENERAL PSYCHOLOGY	4.5	-	3.0			SLHS
		SS10	PHILIPPINE POLITICS AND GOVERNANCE	4.5	-	3.0			SLHS
		SS11	SOCIOLOGY WITH POPULATION EDUCATION	4.5	-	3.0			SLHS
		SS12	GENERAL ECONOMICS WITH TAXATION AND ENTREPRENEURSHIP	4.5	-	3.0			SLHS
		SS13	ENVIRONMENT AND SOCIETY	4.5	-	3.0			SLHS
		SS14	PHILIPPINE HISTORY	4.5	-	3.0			SLHS
		SS15	CURRENT ISSUES	4.5	-	3.0			SLHS

**Total Academic Units : 177.00**



## BACHELOR OF SCIENCE IN ENTREPRENEURSHIP

*(Curriculum applicable to students who entered as freshmen beginning academic year 2015-2016)*

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	1	CS12	COMPUTER FUNDAMENTALS	3.0	-	2.0			SOIT
		CS12L	COMPUTER FUNDAMENTALS LABORATORY	-	4.5	1.0		CS12	SOIT
		ENG10	ENGLISH FOR ACADEMIC PURPOSES 1	4.5	-	3.0			SLHS
		FIL10	FILIPINO 1	4.5	-	3.0			SLHS
		MATH10-8	COLLEGE ALGEBRA	4.5	-	3.0			MATH
		NSTP1	NATIONAL SERVICE TRAINING PROGRAM 1	-	4.5	(1.5)			SOCIP
		PE11-1	PHYSICAL EDUCATION 1 (PHYSICAL FITNESS AND GROUP GAMES)	-	3.0	(2.0)			ATHLETICS
			Total	16.5	12.0	12.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	2	ACT111-1	FUNDAMENTALS OF ACCOUNTING 1A	4.5	-	3.0			ETYSBM
		ENG11	ENGLISH FOR ACADEMIC PURPOSES 2	4.5	-	3.0	ENG10		SLHS
		ENT99	ENTREPRENEURIAL BEHAVIOR	4.5	-	3.0			ETYSBM
		FIL11	FILIPINO 2	4.5	-	3.0			SLHS
		MATH11-4	BUSINESS AND INVESTMENT MATH	4.5	-	3.0	MATH10-8		MATH
		NSTP2	NATIONAL SERVICE TRAINING PROGRAM 2	-	4.5	(1.5)	NSTP1		SOCIP
		PE12	PHYSICAL EDUCATION 2 (DANCE, MARTIAL ARTS AND BOARD GAMES)	-	3.0	(2.0)			ATHLETICS
			<b>Total</b>	<b>22.5</b>	<b>7.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	3	ACT112-1	FUNDAMENTALS OF ACCOUNTING 1B	4.5	-	3.0	ACT111-1		ETYSBM
		ECO101	INTRODUCTION TO MACROECONOMIC THEORY AND PRACTICE	4.5	-	3.0			ETYSBM
		MGT100	INTRODUCTION TO PRINCIPLES OF MANAGEMENT	4.5	-	3.0			ETYSBM
		MGT112	BUSINESS ICT APPLICATION	3.0	-	2.0		MGT112L	ETYSBM
		MGT112L	BUSINESS ICT APPLICATIONS LABORATORY	-	4.5	1.0		MGT112	ETYSBM
		NSTP3	NATIONAL SERVICE TRAINING PROGRAM 3	-	4.5	(1.5)	NSTP2		SOCIP
		PE13-2	PHYSICAL EDUCATION 3 (INDIVIDUAL / DUAL SPORTS)	-	3.0	(2.0)			ATHLETICS
		HME01	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
			Total	21.0	12.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	4	ACT114	FUNDAMENTALS OF ACCOUNTING 2 FOR NON-ACCOUNTANTS	4.5	-	3.0	ACT112-1		ETYSBM
		MATH30-13	BUSINESS STATISTICS	4.5	-	3.0	MATH11-4		MATH
		MGT110	BUSINESS ETHICS, GOOD GOVERNANCE AND SOCIAL RESPONSIBILITY	4.5	-	3.0			ETYSBM
		MGT131	TQM, PRODUCTION AND OPERATIONS MANAGEMENT	4.5	-	3.0	MGT100		ETYSBM
		NSTP4	NATIONAL SERVICE TRAINING PROGRAM 4	-	4.5	(1.5)	NSTP3		SOCIP
		PE14	PHYSICAL EDUCATION 4 (TEAM SPORTS)	-	3.0	(2.0)			ATHLETICS
		SSE01	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	1	ACT102	MANAGERIAL ACCOUNTING	4.5	-	3.0	ACT114		ETYSBM
		MGT115	QUANTITATIVE METHODS AND MANAGEMENT SCIENCE	4.5	-	3.0	MGT131, MATH30-13		ETYSBM
		MGT121	FUNDAMENTALS OF MARKETING	4.5	-	3.0	MGT100		ETYSBM
		MGT172	BUSINESS AND MARKET RESEARCH	4.5	-	3.0	MATH30-13		ETYSBM
		HME02	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	2	ACT130	COST ACCOUNTING FOR NON-ACCOUNTANTS	4.5	-	3.0	ACT102		ETYSBM
		ECO102	INTRODUCTION TO MICROECONOMICS AND LAND REFORM	4.5	-	3.0	ECO101		ETYSBM
		MGT141	HUMAN BEHAVIOR IN ORGANIZATION	4.5	-	3.0	MGT100		ETYSBM
		TAX001	PHILIPPINE TAX SYSTEM AND INCOME TAX	4.5	-	3.0	ECO101, MATH11-4		ETYSBM
		HME03	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	3	ENG12	ENGLISH FOR THE WORKPLACE 1	4.5	-	3.0	ENG11		SLHS
		ENT102-1	BUSINESS OPPORTUNITY I	3.0	-	2.0	ENT99		ETYSBM
		ENT102F	BUSINESS OPPORTUNITY I FIELD	-	4.5	1.0	ENT99	ENT102-1	ETYSBM
		LAW111	LAW ON OBLIGATIONS AND CONTRACTS	4.5	-	3.0			ETYSBM
		MSE001	INTRODUCTION TO MATERIALS SCIENCE	4.5	-	3.0			CHE-CHM
		ENT199-1	ENT FREE ELECTIVE 1	4.5	-	3.0			ETYSBM
			Total	21.0	4.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	4	BIO10	FUNDAMENTALS OF BIOLOGY	4.5	-	3.0			CHE-CHM
		ENT103-1	BUSINESS OPPORTUNITY II	3.0	-	2.0	ENT102-1		ETYSBM
		ENT103F	BUSINESS OPPORTUNITY II FIELD	-	4.5	1.0	ENT102-1	ENT103-1	ETYSBM
		ENT120	MANAGING THE FAMILY BUSINESS: ISSUES AND CONCERNS	4.5	-	3.0	MGT100		ETYSBM
		FIN100	FINANCIAL MANAGEMENT	4.5	-	3.0	MGT100, ACT102		ETYSBM
		LAW112	LAW ON BUSINESS ORGANIZATIONS	4.5	-	3.0	LAW111		ETYSBM
			Total	21.0	4.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	1	ENG13	ENGLISH FOR THE WORKPLACE 2	4.5	-	3.0	ENG12		SLHS
		ENT110	FEASIBILITY STUDY/BUSINESS PLAN I	4.5	-	3.0	ENT103-1		ETYSBM
		MGT114	INTERNATIONAL MANAGEMENT	4.5	-	3.0			ETYSBM
		MGT177	PRODUCT AND BRAND MANAGEMENT	4.5	-	3.0	MGT121		ETYSBM
		MGT198	STRATEGIC MANAGEMENT AND BUSINESS POLICY	4.5	-	3.0	FIN100 , MGT100		ETYSBM
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	2	ENT111	FEASIBILITY STUDY/BUSINESS PLAN II	4.5	-	3.0	ENT110		ETYSBM
		ENT122	MANAGEMENT OF SERVICE OPERATION	4.5	-	3.0	MGT131		ETYSBM
		ENT123	RETAIL MANAGEMENT	4.5	-	3.0	MGT131		ETYSBM
		ENT199-2	ENT FREE ELECTIVE 2	4.5	-	3.0			ETYSBM
		SSE02	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	22.5	0.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	3	ENT124	E-COMMERCE STRATEGIES	4.5	-	3.0	MGT112		ETYSBM
		ENT190R	BUSINESS PLAN IMPLEMENTATION I	40.0	-	5.0	ENT111	ENT191	ETYSBM
		ENT191	ENTREPRENEURSHIP INTEGRATION	4.5	-	3.0	MGT198		ETYSBM
		SSE03	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	53.5	0.0	14.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	4	ENT199R	BUSINESS PLAN IMPLEMENTATION II	40.0	-	5.0			ETYSBM
3	4	RZL10	RIZAL'S WORKS & WRITINGS OF OTHER FILIPINO HEROES	4.5	-	3.0			SLHS
3	4	ENT199-3	ENT FREE ELECTIVE 3	4.5	-	3.0			ETYSBM
		SSE04	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
<b>Total</b>				<b>53.5</b>	<b>0.0</b>	<b>14.0</b>			

**FREE ELECTIVES : 9.00 units**

		Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
		ENT199-1	ENT FREE ELECTIVE 1	4.5	-	3.0			ETYSBM
		ENT199-2	ENT FREE ELECTIVE 2	4.5	-	3.0			ETYSBM
		ENT199-3	ENT FREE ELECTIVE 3	4.5	-	3.0			ETYSBM
<b>Total</b>				<b>13.5</b>	<b>0.0</b>	<b>9.0</b>			

**Total Academic Units : 175.00**



# BACHELOR OF SCIENCE IN HOTEL AND RESTAURANT MANAGEMENT

*(Curriculum applicable to students who entered as freshmen beginning academic year 2015-2016)*

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	1	CS12	COMPUTER FUNDAMENTALS	3.0	-	2.0			SOIT
		CS12L	COMPUTER FUNDAMENTALS LABORATORY	-	4.5	1.0		CS12	SOIT
		ENG10	ENGLISH FOR ACADEMIC PURPOSES 1	4.5	-	3.0			SLHS
		FIL10	FILIPINO 1	4.5	-	3.0			SLHS
		HRM100	PRINCIPLES OF MANAGEMENT IN THE HOSPITALITY INDUSTRY	4.5	-	3.0			ETYSBM
		MATH11-1	BUSINESS MATH	4.5	-	3.0			MATH
		NSTP1	NATIONAL SERVICE TRAINING PROGRAM 1	-	4.5	(1.5)			SOCIP
		PE11-1	PHYSICAL EDUCATION 1 (PHYSICAL FITNESS AND GROUP GAMES)	-	3.0	(2.0)			ATHLETICS
			Total	21.0	12.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	2	ENG11	ENGLISH FOR ACADEMIC PURPOSES 2	4.5	-	3.0	ENG10		SLHS
		FIL11	FILIPINO 2	4.5	-	3.0			SLHS
		HRM12-1	PRINCIPLES OF FOOD SAFETY & HYGIENE	4.5	-	3.0	HRM100		ETYSBM
		HRM12-2	PRINCIPLES OF TOURISM1	4.5	-	3.0	HRM100		ETYSBM
		HME01	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		NSTP2	NATIONAL SERVICE TRAINING PROGRAM 2	-	4.5	(1.5)	NSTP1		SOCIP
		PE12	PHYSICAL EDUCATION 2 (DANCE, MARTIAL ARTS AND BOARD GAMES)	-	3.0	(2.0)			ATHLETICS
			Total	22.5	7.5	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	3	ENV19	ENVIRONMENTAL SCIENCE	4.5	-	3.0			CHE-CHM
		HME02	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		HRM13-1	CULINARY ARTS1	3.0	-	2.0	HRM12-1		ETYSBM
		HRM13-1L	CULINARY ARTS1 LABORATORY	-	4.5	1.0	HRM12-1	HRM13-1	ETYSBM
		HRM13-2	FOOD & NUTRITION	4.5	-	3.0	HRM12-1		ETYSBM
		HRM13-3	INTRODUCTION TO HOSPITALITY MANAGEMENT	4.5	-	3.0	HRM100		ETYSBM
		NSTP3	NATIONAL SERVICE TRAINING PROGRAM 3	-	4.5	(1.5)	NSTP2		SOCIP
		PE13-2	PHYSICAL EDUCATION 3 (INDIVIDUAL / DUAL SPORTS)	-	3.0	(2.0)			ATHLETICS
			Total	21.0	12.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
1	4	HME03	HUMANITIES ELECTIVE	4.5	-	3.0			SLHS
		HRM14-1	FOOD & BEVERAGE	3.0	-	2.0	HRM13-1, HRM13-1L		ETYSBM
		HRM14-1L	FOOD & BEVERAGE LABORATORY	-	4.5	1.0	HRM13-1, HRM13-1L	HRM14-1	ETYSBM
		HRM14-2	PRINCIPLES OF TOURISM2	4.5	-	3.0	HRM12-2		ETYSBM
		SSE01	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
		SSE02	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
		NSTP4	NATIONAL SERVICE TRAINING PROGRAM 4	-	4.5	(1.5)	NSTP3		SOCIP
		PE14	PHYSICAL EDUCATION 4 (TEAM SPORTS)	-	3.0	(2.0)			ATHLETICS
			Total	16.5	12.0	12.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	1	ENG12	ENGLISH FOR THE WORKPLACE 1	4.5	-	3.0	ENG11		SLHS
		HRM210	CULINARY ARTS 2	3.0	-	2.0	HRM13-1, HRM13-1L		ETYSBM
		HRM210L	CULINARY ARTS2 LABORATORY	-	4.5	1.0	HRM13-1, HRM13-1L	HRM210	ETYSBM
		HRM211	HOUSEKEEPING	3.0	-	2.0	HRM13-3		ETYSBM
		HRM211L	HOUSEKEEPING LABORATORY	-	4.5	1.0	HRM13-3	HRM211	ETYSBM
		HRM212	FRONT OFFICE	4.5	-	3.0	HRM13-3		ETYSBM
		MATH30-14	BUSINESS STATISTICS	4.5	-	3.0	MATH11-1		MATH
			Total	19.5	9.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	2	ACCT101	BASIC ACCOUNTING	4.5	-	3.0	MATH11-1		ETYSBM
		HRM220	PERSONALITY DEVELOPMENT	4.5	-	3.0	HRM13-3		ETYSBM
		HRM221	INTRODUCTION TO BAKING	3.0	-	2.0	HRM210, HRM210L		ETYSBM
		HRM221L	INTRODUCTION TO BAKING LABORATORY	-	4.5	1.0	HRM210, HRM210L	HRM221	ETYSBM
		HRM222	COMPUTER APPLICATION	1.5	-	1.0	HRM212		ETYSBM
		HRM222L	COMPUTER APPLICATION LABORATORY	-	4.5	1.0	HRM212	HRM222	ETYSBM
		HRM223	HUMAN BEHAVIOR IN ORGANIZATION	4.5	-	3.0	HRM100		ETYSBM
			<b>Total</b>	<b>18.0</b>	<b>9.0</b>	<b>14.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	3	ECO100	BASIC ECONOMICS	4.5	-	3.0	MATH11-1		ETYSBM
		ENT100	FUNDAMENTALS OF ENTREPRENEURSHIP	4.5	-	3.0	HRM100		ETYSBM
		FIN101	BASIC FINANCE	4.5	-	3.0	ACCT101		ETYSBM

		HRM230	TOURISM PLANNING & DEVELOPMENT	4.5	-	3.0	HRM12-2		ETYSBM
		LANG191	SPANISH 1	1.0	4.5	3.0			CCESC
<b>Total</b>				<b>19.0</b>	<b>4.5</b>	<b>15.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
2	4	HRM240	BAR MANAGEMENT	3.0	-	2.0	HRM14-1, HRM14-1L		ETYSBM
		HRM240L	BAR MANAGEMENT LABORATORY	-	4.5	1.0	HRM14-1, HRM14-1L	HRM240	ETYSBM
		HRM241	PRINCIPLES OF MARKETING	4.5	-	3.0	FIN101		ETYSBM
		HRM242	FOOD COST CONTROL	4.5	-	3.0	ACCT101		ETYSBM
		LANG131	FRENCH 1	3.0	4.5	3.0			CCESC
		SSE03	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	19.5	9.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	1	HRM310	BANQUET & CATERING MANAGEMENT	3.0	-	2.0	HRM210, HRM210L		ETYSBM
		HRM310L	BANQUET & CATERING MANAGEMENT LABORATORY	-	9.0	2.0	HRM210, HRM210L	HRM310	ETYSBM
		HRM311	EVENTS, CONVENTION MANAGEMENT	4.5	-	3.0	HRM100		ETYSBM
		HRM312	MARKET RESEARCH	4.5	-	3.0	MATH30-14		ETYSBM
		HRM313	TOTAL QUALITY MANAGEMENT	4.5	-	3.0	HRM241		ETYSBM
		LANG132	FRENCH 2	3.0	4.5	3.0	LANG131		CCESC
			<b>Total</b>	<b>19.5</b>	<b>13.5</b>	<b>16.0</b>			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	2	ENG13	ENGLISH FOR THE WORKPLACE 2	4.5	-	3.0	ENG12		SLHS
		HRM320	INTERNATIONAL CUISINE	3.0	-	2.0	HRM310, HRM310L		ETYSBM
		HRM320L	INTERNATIONAL CUISINE LABORATORY	-	4.5	1.0	HRM310, HRM310L	HRM320	ETYSBM
		HRM321	FACILITIES & DESIGN	4.5	-	3.0	HRM312		ETYSBM
		HRM322	ADVANCE BAKING	3.0	-	2.0	HRM221, HRM221L		ETYSBM
		HRM322L	ADVANCE BAKING LABORATORY	-	4.5	1.0	HRM221, HRM221L	HRM322	ETYSBM
		LAW111	LAW ON OBLIGATIONS AND CONTRACTS	4.5	-	3.0			ETYSBM
			Total	19.5	9.0	15.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	3	HRM330	ROOMS DIVISION	4.5	-	3.0	HRM211, HRM211L, HRM212		ETYSBM
		HRM331	CRUISE MANAGEMENT	4.5	-	3.0	HRM212, HRM211, HRM211L		ETYSBM
		RZL10	RIZAL'S WORKS & WRITINGS OF OTHER FILIPINO HEROES	4.5	-	3.0			SLHS
		SSE04	SOCIAL SCIENCE ELECTIVE	4.5	-	3.0			SLHS
			Total	18.0	0.0	12.0			

Yr	Qtr	Code	Title	Lec Hrs	Lab Hrs	Credit Units	Prereq.	Co-requisites	Caretaker
3	4	HRM340R	RESTAURANT PRACTICUM	30.0	-	3.0	HRM310, HRM310L		ETYSBM
		HRM341R	HOTEL PRACTICUM	40.0	-	4.0	HRM330		ETYSBM
			<b>Total</b>		<b>0.0</b>	<b>7.0</b>			

**Total Academic Units : 169.00**

# E.T. YUCHENGCO SCHOOL OF BUSINESS AND MANAGEMENT

**ACCT101. BASIC ACCOUNTING** This course provides an introduction to accounting, within the context of business and business decisions. Students explore the role of accounting information in the decision-making process and learn how to use various types of accounting information found in financial statements and annual reports. This course starts with a discussion of accounting thought and the theoretical background of accounting and the accounting profession. The next topic is the accounting cycle – recording, handling, and summarizing accounting data, including the preparation and presentation of financial statements for merchandising and service companies. Following this is an introduction to accounting information systems – manual and computerized. Emphasis is placed on understanding the reasons underlying basic accounting concepts and providing students with an adequate background on the recording, classification, and summarization functions of accounting to enable them to appreciate the varied uses of accounting data. Also discussed are special journals, the voucher system, and simple bank reconciliation.

Pre Requisite : MATH12  
Credit : 3 units

## **ACT101. FUNDAMENTALS OF ACCOUNTING FOR NON-ACCOUNTANTS**

The course deals with the basic concepts of accounting, interpretation of financial statements and the measurement of financial condition.

Credit : 3 units

## **ACT102. MANAGERIAL ACCOUNTING**

This course discusses cost concepts, overhead allocation, job costing, variance analysis, breakeven, budgeting, and differential costs. It highlights the importance of accounting information in managerial decision making.

Credit : 3 units  
Prerequisite : ACT113-1 for BA/ACT114 for ENT

## **ACT111-0/ACT111-1. FUNDAMENTALS OF ACCOUNTING 1A**

This course provides an introduction to accounting, within the context of business and business decisions. Students explore the role of accounting information in the decision-making process and learn how to use various types of accounting information found in financial statements and annual reports. This course starts with a discussion of accounting thought and the theoretical background of accounting and the accounting profession. The next topic is the accounting cycle – recording, handling, and summarizing accounting data, including the preparation and presentation of financial statements for merchandising and service companies. Following this is an introduction to accounting information systems –manual and

computerized. Emphasis is placed on understanding the reasons underlying basic accounting concepts and providing students with an adequate background on the recording, classification, and summarization functions of accounting to enable them to appreciate the varied uses of accounting data. Also discussed are special journals, the voucher system, and simple bank reconciliation.

Credit : 3 units

## **ACT112-0/ACT112-1. FUNDAMENTALS OF ACCOUNTING 1B**

Following ACT111, this is an introduction to accounting information systems – manual and computerized. Emphasis is placed on understanding the reasons underlying basic accounting concepts and providing students with an adequate background on the recording, classification, and summarization functions of accounting to enable them to appreciate the varied uses of accounting data. Also discussed are special journals, the voucher system, and simple bank reconciliation.

Credit : 3 units  
Prerequisite : ACT111-0 for ACT  
ACT111-1 for BA & ENT

## **ACT113-0/ACT113-1. FUNDAMENTALS OF ACCOUNTING 2**

This is a continuation of the first course in accounting. It deals with transactions, financial statements, and problems peculiar to the operations of partnerships and corporations as distinguished from sole proprietorships. Topics include partnership formation and operations including accounting for the admission of partners, changes in capital, and profit-and loss-sharing ratios; the conversion of unincorporated enterprise into a corporation; accounting for incorporated enterprises, including the preparation of financial statements for internal and external purposes; and sample financial statements of companies in the service, manufacturing, and trading industries.

Credit : 6 units  
Prerequisite : ACT112-0 for ACT/ACT112-1 for BA

## **ACT113X. EXIT (QUALIFYING) EXAM**

The course includes a set of examinations covering the basic principles of accounting as discussed in ACT111-0, ACT112-0, and ACT113-0 to evaluate the readiness of the students to take advance courses.

Credit : 0 Unit  
Prerequisite : ACT112-0  
Corequisite : ACT113-0

## **ACT114. FUNDAMENTALS OF ACCOUNTING 2 FOR NON-ACCOUNTANTS**

This is a continuation of the first course in accounting in entrepreneurship program. It deals with transactions, financial statements, and problems peculiar to the

operations of partnerships and corporations as distinguished from sole proprietorships. Topics include partnership formation and operations including accounting for the admission of partners, changes in capital, and profit-and loss-sharing ratios; the conversion of unincorporated enterprise into a corporation; accounting for incorporated enterprises, including the preparation of financial statements for internal and external purposes; and sample financial statements of companies in the service, manufacturing, and trading industries.

Credit : 3 units  
Prerequisite : ACT112-1

#### **ACT121. FINANCIAL ACCOUNTING THEORY AND PRACTICE 1A**

This course introduces the nature, functions, scope, and limitations of the broad field of accounting theory. It deals with the study of the theoretical accounting framework – objectives of financial statements, accounting conventions, and generally accepted accounting principles (national concepts and principles as well as international accounting standards), the conditions under which they may be appropriately applied, their impact or effect on the financial statements; and the criticisms leveled against them. The course covers the detailed discussion, appreciation, and application of accounting principles covering the asset accounts. Emphasis is given to the interpretation and application of theories of accounting in relation to cash, temporary investments, receivables, inventories, prepayments, long-term investments, property, plant and equipment, intangibles, and other assets, including financial statement presentation and disclosure requirements. The related internal control, ethical issues, and management of assets are also covered. Exposure to computerized system in receivables, inventory, and lapsing schedules is a requirement in this course.

Credit : 6 units  
Prerequisites : ACT113-0, ACT113X

#### **ACT122. FINANCIAL ACCOUNTING THEORY AND PRACTICE 1B**

This course is a continuation of Financial Accounting 1. It is designed to cover the financial accounting principles relative to recognition, measurement, valuation, and financial statement of presentation of liabilities and stockholders' equity, including disclosure requirements. The related internal control, ethical issues, and management of liabilities and owner(s)' equity are also covered.

Credit : 3 units  
Prerequisite : ACT121

#### **ACT123. FINANCIAL ACCOUNTING THEORY AND PRACTICE 2A**

This course is a continuation of Financial Accounting 2A. Continuation of ACT122 related internal control, ethical issues, and management of liabilities and owner(s)' equity are also covered. It also deals with contemporary issues

such as accounting for changing prices, leases, employees' retirement benefits, deferred taxes, and other current related items. Added to this course is the culmination of the Financial Accounting cluster. It deals with the preparation of a properly classified balance sheet, income statement, statement of changes in equity, and statement of cash flows, including the required disclosures and notes to the financial statements.

Credit : 6 units  
Prerequisite : ACT122

#### **ACT124. FINANCIAL ACCOUNTING THEORY AND PRACTICE 2B**

This course is the culmination of the Financial Accounting cluster. It deals with the preparation of a properly classified balance sheet, income statement, statement of changes in equity, and statement of cash flows, including the required disclosures and notes to the financial statements.

Credit : 6 units  
Prerequisite : ACT123

#### **ACT125-1. FINANCIAL ACCOUNTING THEORY AND PRACTICE 3**

This course is the culmination of the Financial Accounting cluster. It deals with the preparation of a properly classified balance sheet, income statement, statement of changes in equity, and statement of cash flows, including the required disclosures and notes to the financial statements. It also covers reconstruction of accounts from incomplete records, change from cash basis to accrual basis of accounting, correction of errors, accounting changes, discontinued operations, earnings per share, accounting for changing prices, interim reporting, segment reporting, and other current related items. The students will also be exposed to the financial statements of specialized industries.

Credit : 6 units  
Prerequisite : ACT124

#### **ACT128P. ACCOUNTING INFORMATION SYSTEMS**

This course is designed to introduce Accountancy students to the workings of AIS and how to effectively take advantage of its power in the different functions of accounting, finance, audit and control.

Credit : 3 units  
Prerequisites : ACT131, IT132-1, IT132-1L, MGT100

#### **ACT130. COST ACCOUNTING FOR NON-ACCOUNTANTS**

This course is designed to orient the students to the cost accounting and cost management framework of business. Topics discussed are process cost systems; accounting, planning, and control for materials, labor, and factory overhead; accounting for joint and by-product costs; and cost management systems (CMS) for the new manufacturing environment, such as activity-based costing, target costing, total quality management, value reengineering, and theory of constraints.

Credit : 3 units  
Prerequisite : ACT102

**ACT131. COST ACCOUNTING AND COST MANAGEMENT**

This course is designed to orient the students to the cost accounting and cost management framework of business. Topics discussed are overview of cost accounting; manufacturing cost accounting cycle; costing methods: job and process cost systems; accounting, planning, and control for materials, labor, and overhead; accounting for joint and by-product costs; and cost management systems (CMS) for the new manufacturing environment, such as activity-based costing, target costing, total quality management, value reengineering, and theory of constraints. Also discussed is the impact of environmental concerns on costs.

Credit : 6 units

Prerequisites : ACT125-1, MGT131

**ACT141. ADVANCED ACCOUNTING 1 & 2**

This course deals with specialized accounting problems likely to be encountered by accountants. The study of the various topics in this course is based on fundamental valuation accounting and accounting theory as applied to special income and expense recognition methods and expanded business operations. This course includes specialized problems in partnership accounting; accounting for joint ventures and associated enterprises (including International Accounting Standards Statements Nos. 24, 28, and 31); accounting for domestic branches; accounting for installment sales; accounting for long-term construction contracts; fire insurance accounting; and other special issues such as build-operate-transfer (BOT) and similar schemes. This course is a continuation of Advanced Accounting 1. It also deals with consolidation and mergers, parent-subsidiary relationships, and consolidated statements, including foreign subsidiaries. Also discussed are debt restructuring, accounting for financially distressed corporations, accounting for the winding up of an enterprise.

Credit : 6 units

Prerequisite : ACT131

**ACT143-1. ADVANCED ACCOUNTING 3**

This course is the last part of the advanced accounting courses. It is designed to cover accounting and reporting for not-for-profit organizations, government accounting, and accounting variations among countries. The impact of environmental concerns foreign currency transactions are also taken up. A large part of the course covers the Philippine Government Accounting Standards (PGAS) and the New Government Accounting System (NGAS) prescribed by the Commission on Audit. The other topics deal with accounting for the effects of changes in foreign exchange rates and other similar current issues.

Credit : 6 units

Prerequisite : ACT141

**ACT151. MANAGEMENT ACCOUNTING 1 & 2**

This course is designed to acquaint students with the role of the accountant in the management team by providing and assisting in the analysis, interpretation, and forecasting of business organizations. It covers the discussion of the foundation of management accounting: its expanding role, organizational structure, and professional ethics for management accountants; design of Management Accounting Systems (e.g., responsibility accounting system), evaluating the impact of changes in business structure, functions, and appropriateness of management accounting techniques and methods; performance measurement for planning and control such as: marginal, absorption, and opportunity costing; cost behavior; cost-volume-profit relationship; advanced analysis and appraisal of financial and related information; business planning and budgetary systems; standard costing and variance analysis; quantitative techniques; and methods for planning and control. It also deals with application of techniques and concepts focusing on segment reporting, profitability analysis, and decentralization; information for decision-making purposes (short-term and long-term) and non-financial indicators such as productivity per employee or per service unit; decision making affecting short-run operations of the company; capital budgeting decisions; and environmental cost accounting.

Credit : 6 units

Prerequisites : ACT171, FIN113-0

**ACT170. ASSURANCE PRINCIPLES, PROFESSIONAL ETHICS AND GOOD GOVERNANCE**

This course is designed to expose students both to the demand for and the supply of the profession's flagship service - financial statement audits - and to the nature of the value-added assurance services which decision makers demand in the information age. Topics include nature of the accounting profession, auditing and assurance fundamentals: relationship among assurance, attestation, and audit services; consulting vs. assurance services; types of attestation services (agreed-upon procedures engagement and review engagement); types of audits (internal, external or financial statement audits, government audit, and special purpose audits); relationship of accounting and auditing; other services (operational audits, compliance audits, and non-attest services); professional standards: assurance standards and attestation and auditing standards; public sector regulation of accounting practice and legal liability; the framework of financial statements auditing: risk-based approach as audit methodology; audit evaluation and planning, including the concept of risk and materiality; assessing internal controls, and tests of controls including internal controls in computer-based business systems; performance of an audit: evidence collection, analysis, and substantive tests; reporting: reports on assurance services, attestation services, and financial statement audits; and completing the audit, including communications with board of directors and management concerning internal control weaknesses. Also discussed in detail are the basic professional values

and the Code of Ethics for Professional Accountants and SEC's Code of Corporate Governance.

Credit : 6 units

Prerequisites : ACT125-1

#### **ACT171. AUDITING AND ASSURANCE SERVICES 1 & 2**

This course is designed to expose the students both to the demand for and the supply of the profession's flagship service – financial statement audits – and to the nature of the value-added assurance services which decision makers demand in the information age. Topics include auditing and assurance fundamentals; relationship among assurance, attestation, and audit services; consulting vs. assurance services; types of attestation services (agreed upon procedures engagement and review engagement); types of audits (internal, external or financial statement audits, government audit, and special-purpose audits); relationship of accounting and auditing; other services (operational audits, compliance audits, and non-attest services); professional standards; assurance standards and attestation and auditing standards; professional ethics; legal liability; the framework of financial statements auditing: risk-based approach as audit methodology; audit evaluation and planning, including the concept of risk and materiality; assessing internal controls, and test of controls; performance of an audit: evidence collection, analysis, and substantive tests; reporting: reports on assurance services, attestation services, and financial statement audits; and completing the audit including communications with board of directors and management concerning internal control weaknesses. It covers detailed approaches to problems and situations normally encountered in the independent examination of cash, receivables, inventories, investments, prepaid expenses, and deferred charges. It deals specifically with the application of auditing standards, techniques, and procedures; internal control evaluation; preparation of audit working papers; introduction of computer application in auditing; audit adjustments; and audit reports pertaining to medium-sized manufacturing or trading concern. The determination of audit objectives and audit programs, evaluation of internal control, and determination of substantive procedures as applied to various accounts are better appreciated as the transaction cycle approach is employed in the course. Audit working papers and audited financial statements are the natural outputs of this course leading to the preparation of audit reports.

Credit : 6 units

Prerequisites : ACT170, IT132-1, IT132-1L

#### **ACT172-0. TECHNICAL WRITING: BUSINESS AND ACCOUNTING APPLICATION**

The Sarbanes-Oxley Act of 2002/Section 404, and technological and global business developments, have had a significant impact on the field of accounting. In particular, accountants are now compelled to take greater responsibility for communication with clients and the public, and there is a clear shift toward more disclosure and transparency, with an accompanying demand for stronger

writing and speaking skills than in the past. Although accountants may view themselves as “numbers” people, they will be required to engage in a variety of writing tasks on the job, and companies increasingly expect writing mastery before graduation. In this course, students learn how write accounting and auditing reports efficiently, self-edit their own work confidently, offer competent feedback to their peers, master a number of document requirements and structures and write strategically for a variety of audiences.

Credit : 3 units

Co-requisite : ENG13

#### **ACT175P. AUDITING IN A CIS ENVIRONMENT**

This course complements the course in auditing. It discusses information technology (IT) -related risks, security and control mechanisms and techniques that may be employed to address the risks, and the impact of computer use on the audit. It also introduces computer assisted audit techniques and tools. In this course, students gain an appreciation of the particular features and understanding of the risks involved in auditing in a CIS environment, the CIS controls they would expect to find in this particular area, how auditors use CAATS (Computer Assisted Audit Techniques) in this area. The students gain hands-on experience in the use of computers in performing audits.

Credit : 3 units

Prerequisites : ACT128P, ACT171

#### **ACT196. SYNTHESIS**

Synthesis is a one unit-course that provides an integrating framework and experiences for understanding the roles of accountants, their functions, and how they fit within the context of business and the larger environment. Students will acquire knowledge and develop the skills necessary to be effective in organizations and to learn general principles associated with their profession as accountants. A paper integrating the concepts taught in all courses is required. Students exhibit knowledge of these concepts by making an informed decision on a current accounting/financial issue. The course is designed to cultivate students' ability to make strategic decisions logically based on multidimensional analyses of corporate structure, strategy, finance, and so forth.

Credit : 1 unit

Prerequisites : ACT200R-2

#### **ACT197-0. MANAGEMENT CONSULTANCY**

This course covers basic considerations of management consultancy engagements by CPAs; areas of management consultancy; professional attributes of management consultants; and consultancy practice: organization, management standards, and ethical considerations. It also covers project feasibility – aspects of project development cycle, economic aspect, technical aspect, financial aspect (investment cost, financing, evaluation); information systems (IS) engagement, management/operations audits, and business process improvement/reengineering.



Together with Mgt 4 – Business Policy and Strategy, this course serves as an integrative course to be taken in the last term.

Credit : 3 units

Prerequisites : ACT151, ACT128P, ACT131, FIN113-0, IT132-1, IT132-1L, MGT121

#### **ACT198-1. CORRELATION 1**

This course is for assimilation of all exit exams in Accountancy Program. Students will have an experience of a mock licensure examination where they will be taught on how to properly answer during their board exam while combining all the accountancy topics they learned in the Program.

Credit : 3 units

Prerequisites : ACT113-0, ACT125-1, ACT131, ACT143-1, ACT171, ACT151, MATH30-2, TAX002

#### **ACT198-2. CORRELATION 2**

This is the continuation of CORRELATION 1 where students will be trained further in answering correctly for their licensure examination.

Credit : 3 units

Prerequisite : ACT198-1

#### **ACT199R. PRACTICUM IN AUDIT ENVIRONMENT**

This is a 240-hour course spent on auditing firm, which will provide students with real life experience bridging the gap between theories and actual audit practices.

Credit : 3 units

Prerequisites : ACT151, ACT171

#### **ACT200R-1. THESIS / FEASIBILITY STUDY 1**

Students are required to exhibit what they have learned by completing a Feasibility Study; thesis writing for students on Year 4 standing. Thesis needs to be submitted and defended as a prerequisite for graduation. This course is a capstone course where students are required to use the knowledge obtained from previous accounting and finance courses including the research skills learned in this course to solve accounting and finance problems. It introduces students to research of current issues in accounting and finance using various online databases. The students learn applied research for solving complex accounting and reporting issues including both financial and tax accounting cases. Formal defense of results of research is required.

Credit : 1 unit

Prerequisite : ACT151

#### **ACT200R-2 THESIS / FEASIBILITY STUDY 2**

Continuation of ACT200R-1.

Credit : 1 unit

Prerequisite : ACT200R-1

#### **ACT200R-3 THESIS / FEASIBILITY STUDY 3**

Continuation of ACT200R-2.

Credit : 1 unit

Prerequisite : ACT200R-2

#### **ECO100. BASIC ECONOMICS**

In this course, students learn the various economic questions, economic methods, and the market as well as basic economic concepts such as elasticity, price regulation and consumer choice. General topics include basic market analysis, consumer behavior, theory of the firm, market structures, general equilibrium, production and the firms' economic policies, market structures-monopolistic competition and oligopoly, and welfare economics. It also covers a study of national economic issues and measures of performance. Students are introduced to problems pertaining to unemployment and inflation, expenditure decisions, aggregate demand management, unemployment, trade balances, income distribution, fiscal and monetary policies and the global environment (international trade, globalization of markets, foreign exchange controls, trade restrictions regional and international trade agreements, etc).

Prerequisite : MATH11-1

Credit : 3 units

#### **ECO99. INTRODUCTION TO ECONOMICS WITH LAND REFORM AND TAXATION**

This course seeks to provide students with a thorough understanding of the workings of the economy. It also aims to give an appreciation of basic economic concepts that are covered in microeconomics, macroeconomics, and international economics essential to both business & non-business majors. Topics include, among others, household behavior and consumer choice, firm theory, income distribution and poverty, and globalization and international trade.

Credit : 3 units

#### **ECO101. INTRODUCTION TO MACROECONOMIC THEORY AND PRACTICE**

This course is a study of national economic issues and measures of performance. The focus is on national income accounting and determination. Students are introduced to problems pertaining to unemployment and inflation, expenditure decisions, aggregate demand management, unemployment, trade imbalances, income distribution, fiscal and monetary policies and the global environment (international trade, globalization of markets, foreign exchange controls, trade restrictions, regional and international trade agreements, etc.).

Credit : 3 units

#### **ECO102. INTRODUCTION TO MICROECONOMICS AND LAND REFORM**

In this course, students learn the various economic questions, economic methods, and the market, as well as basic economic concepts such as elasticity, price regulation, and consumer choice. General topics include basic market analysis, consumer behavior, theory of the firm, market structures, general equilibrium, production and the firm's

economic policies, market structures, monopolistic competition and oligopoly, and welfare economics. The implications of changes in prices, quantities, and policies on resources allocation are explored. Also discussed are land reform and an introduction to the basic concepts of taxation.

Credit : 3 units

Prerequisite : ECO101 in ACT, BA and ENT

#### **ENT100. FUNDAMENTALS OF ENTREPRENEURSHIP**

The course covers the different principles and process in business management. It emphasizes the application of these principles by assisting the students to conceptualize, develop, and implement entrepreneurial projects.

Credit : 3 units

Prerequisite : HRM100 in HRM/MATH30-2, MGT121 in BA

#### **ENT99. ENTREPRENEURIAL BEHAVIOR**

This course is designed to enable students to enumerate and identify entrepreneurial traits, behaviors and competencies. The students will be able to perform self-assessments to determine the level of predisposition to entrepreneurship. The course will also include personal entrepreneurial competencies, management styles, business ethics, responsibilities, and duties of entrepreneur.

Credit : 3 units

#### **ENT100. FUNDAMENTALS OF ENTREPRENEURSHIP**

This course deals with the identification of opportunities and market for hospitality/tourism ventures. Students follow the outline of a feasibility study that includes technical, legal, marketing, and financial aspects of developing an enterprise.

Prerequisite : HRM100

Credit : 3 units

#### **ENT102-1. BUSINESS OPPORTUNITY I**

This course is designed to enable students to apply project planning, including steps/stages in project planning process, evaluation of external factors affecting entrepreneurial activities, internal factors important in identifying business opportunities, and environmental scanning.

Credit : 2 units

Prerequisite : ENT99

#### **ENT102F. BUSINESS OPPORTUNITY I FIELD**

This course complements ENT102 and is designed to enable students to implement what they have learned in the lecture class in a simulated environment. This includes field trips, serendipity walks, mystery shopping trips, and other field activities designed to spark entrepreneurial ideas in the students.

Credit : 1 unit

Co-requisite : ENT102-1

Prerequisite : ENT99

#### **ENT103-1. BUSINESS OPPORTUNITY II**

This course is designed to enable students to apply project identification/selection techniques, and actually identify and select the business opportunity the student would like to pursue. This course will include topics on macro and micro screening, and steps in project selection. The students will also be taught how to relate entrepreneurial competencies with project selection while considering the current business environment.

Credit : 2 units

Prerequisite : ENT102-1

#### **ENT103F. BUSINESS OPPORTUNITY II FIELD**

This course complements ENT103 and is designed to enable students to implement what they have learned in the lecture class in a simulated environment. It includes field observations, mini-business implementation, and other field activities.

Credit : 1 unit

Co-requisite : ENT103-1

Prerequisite : ENT102-1

#### **ENT110. FEASIBILITY STUDY/BUSINESS PLAN I**

This course is designed to enable students to write and prepare a business plan. The course will cover the features of a feasibility study and a business plan, including marketing, operations, personnel and financial plans. Requirements in manufacturing and service sectors will be differentiated. A comprehensive marketing plan of a particular project is the expected as a major output required by the course.

Credit : 3 units

Prerequisite : ENT103-1

#### **ENT111. FEASIBILITY STUDY/BUSINESS PLAN II**

This course is designed to enable students to prepare marketing, operations, personnel and financial plans. The students will learn to evaluate their plans and determine their viability, considering the available resources. Topics to be discussed are sourcing of financing, incubators, and venture capital, among others. The expected output from each student is a complete Business Plan.

Credit : 3 units

Prerequisite : ENT110

#### **ENT120. MANAGING THE FAMILY BUSINESS: ISSUES AND CONCERNS**

This course discusses the issues and concerns facing family businesses and its management. The course enables the students to understand how family businesses operate in the country. The course touches on the dynamics of the family within the business, transfer of ownership, professionalism, and succession.

Credit : 3 units

Prerequisite : MGT100

#### **ENT122. MANAGEMENT OF SERVICE OPERATION**

This course will discuss the issues and concerns facing an entrepreneur who will embark on a service business. Success and failure indicators in a service business are tackled. It includes discussions on service standardization, quality control, efficiency and effectiveness.

Credit : 3 units  
Prerequisite : MGT131

#### **ENT123. RETAIL MANAGEMENT**

This course will discuss the issues and concerns related to managing a retail business. This course touches on inventory control, sales process and delivery, manpower efficiency and retail marketing effectiveness.

Credit : 3 units  
Prerequisite : MGT131

#### **ENT124. E-COMMERCE STRATEGIES**

This course aims to teach the students the basics of conducting business and commerce using internet facilities and network. It introduces the students to the tools, systems, and skills needed to conduct electronic business and commerce.

Credit : 3 units  
Prerequisite : MGT112

#### **ENT128. DIRECT MARKETING**

This course will discuss the issues and concerns related to direct marketing.

Credit : 3 units  
Prerequisite : MGT121

#### **ENT130. FRANCHISING**

This course aims to provide the students with insights on franchising as a way of doing business. It is designed to give the students a better understanding of the franchising system from the point of view of both the franchiser and the potential franchisee. Guest speakers will be invited to talk about their actual experiences with franchising.

Credit : 3 units  
Prerequisite : MGT121

#### **ENT131. EXPORT MARKETING**

This course intends to help students understand the underlying principles of globalization and its impact on the Philippine economy as far as market access to export markets are concerned. It also discusses the principles and rationale of exporting Philippine-made products and services as a source of generating foreign exchange earnings, employment, transfer technology, and foreign investments.

Credit : 3 units  
Prerequisite : MGT121

#### **ENT132. AGRIBUSINESS MANAGEMENT**

This course aims to enable the students to explore a career in agribusiness, a major component of the nation's economic progress. The course brings to the fore the need

for scientific management and professionalism to improve the state of agriculture in the country.

Credit : 3 units  
Prerequisite : MGT100

#### **ENT133. MANAGING A MANUFACTURING ENTERPRISE**

This course intends to help students understand the issues and concerns related to managing manufacturing enterprises. It will discuss topics such as inventory and quality control, costing, and efficiency in the manufacturing process.

Credit : 3 units  
Prerequisite : MGT100, MGT132

#### **ENT190R. BUSINESS PLAN IMPLEMENTATION I**

This course is designed to encourage and allow the students to actually implement the business plan they have produced in their senior year. The students are expected to take the initial steps in setting up the project as a business activity where actual revenue generation can be realized.

Credit : 5 units  
Prerequisite : ENT111  
Corequisite : ENT191

#### **ENT191. ENTREPRENEURSHIP INTEGRATION**

This course will summarize and integrate all the entrepreneurship courses. One to three successful entrepreneurs in the locality will be invited to relate their experience. The students will be expected to assess and look for entrepreneurial traits and behaviors that made the speakers successful.

Credit : 3 units  
Prerequisite : MGT198

#### **ENT199R. BUSINESS PLAN IMPLEMENTATION II**

This course is a continuation of Business Plan Implementation I. The students are expected to have the project up and running as a business activity where actual revenue generation is being realized. The students will present their projects to a panel for review and evaluation to successfully pass the course.

Credit : 5 units  
Prerequisite : ENT190R

#### **FIN101. BASIC FINANCE**

This course presents the principles of financial management for short and long-term planning that includes topics relevant to decision-making and essential to the financial condition of the enterprise. Topics include cash flow, management, budgeting, capital budgeting, and concept of interest.

Prerequisite : ACCT101  
Credit : 3 units

#### **FIN111-0/FIN111. INTRODUCTION TO BUSINESS, FINANCE, AND PHILIPPINE FINANCIAL SYSTEM**

This introductory course to the world of business and finance deals with the nature, types, rationale, and

dynamics of business. It considers the environment in which the business enterprise exists: economic, legal-political, social, cultural and physical. The discussions cover the following topics: different type of business organizations, private versus public, sole proprietorship, partnership, corporation, and cooperatives; relationships with the government and effects of statutes and government regulations; functional areas of business – marketing, operations, finance and human resource management; overall view of the Philippine Financial System and monetary credit and credit management, as well as current developments and issues related to these areas; impact of government policies on the financial system especially in relation to money, banking, and interest rates, financial markets in general and other role of players such as the various financial market institutions; various types of financial instruments; role of the chief financial officer and finance manager are but his/her need to appropriate the financial system; the issues on money; and development of banking and other financial institutions.

Credit : 3 units

Prerequisites :ACT113-0,ECO102,MGT100 in ACT  
FIN100,ECO102, MGT100 in BA

#### **FIN112-0/FIN112. FINANCIAL MANAGEMENT 1**

This course provides the synthesis of financial policy into a grand strategy which integrates organizational purpose and goals. The focus of the course is on current thinking regarding valuation of the firm, investment decision processes, financing, and dividend policy, asset management and financial strategies and portfolio theory. This course also covers the financial analysis (interpreting and analyzing financial statements for indications of business performance and use of computers for financial analysis, assessing information weaknesses in financial statements), planning, and concept of risk. It includes the formation and use of current assets, working capital, and credit policy. Finally, the course includes the understanding of long term financing instruments and the capital structure.

Credit : 3 units

Prerequisites : FIN111-0, MATH11 in ACT

#### **FIN113-0/FIN113. FINANCIAL MANAGEMENT 2**

An advanced course in financial management, it covers the more complex aspects of financial decisions such as capital expenditures and investments, long-term financial planning, and treasury management. Also discussed are sources of long-term capital; capital structure decisions; cost of capital and valuation; dividend policy; financial markets and institutions; mergers and acquisitions; risk management through options, futures, and swaps; and international financial management decisions.

Credit : 3 units

Prerequisite : FIN112-0 in ACT

#### **HRM100. PRINCIPLES OF MANAGEMENT IN THE HOSPITALITY INDUSTRY**

This course is an introduction to hospitality industry management principles, organizations and other related business enterprises. Its principal objective is to provide students with specific understanding of the different functions, duties, and responsibilities of hospitality industry executives and managers. Students also learn to appreciate the importance of ethics in business and how hospitality industry businesses and other related enterprises operate. Topics discussed include: the structure, functions, and objectives of the different types of hospitality businesses and organizations; related organizations and their socio-cultural and political environment; corporate governance and hospitality business ethics; styles of management; the management process and the business management functions – marketing, operations, research and development, finance, and human resource management; and international business.

Credit Unit(s): 3 units.

#### **HRM12-1. PRINCIPLES OF FOOD SAFETY & HYGIENE**

This course develops the knowledge of basic principles of sanitation and safe food handling in hospitality operations. The course focuses on prevention of food borne illnesses and introduces the students to HACCP planning and implementation. Successful completion of the course can lead to certification as a “Safe Food Handler”.

Prerequisite : HRM100

Credit : 3 units

#### **HRM12-2. PRINCIPLES OF TOURISM1**

This course provides an introduction to the study of tourism, where tourism is examined from the perspectives of a phenomenon, the major factors that contribute to its development; growth and decline both in the world and in the Philippines are analyzed. As an industry, the course looks at the various sectors that comprise the tourism system and how they interact with each other. As a field of research, major tourism theories are introduced. Basic definitions and concepts relating to tourism’s political, environmental, economic and cultural impacts are also discussed.

Prerequisite : HRM100

Credit : 3 units

#### **HRM13-1. CULINARY ARTS1**

Following this introductory course in food production, students will be able to identify and analyze the elements of safe food preparation that include food chemistry, basic cooking techniques and proper use of preparation utensils and equipment. Students will also prepare small quantity, industry standard menus in a commercial kitchen setting.

Pre requisite : HRM12-1

Credit : 2 units

#### **HRM13-1L CULINARY ARTS1 LABORATORY**

The course introduces to the important aspect of professional chef. The importance of uniform and knife skills will be practiced. The course also covers the basic preparation of the staples in the professional kitchen. The students will be grouped to prepare the different stocks, soups, & sauces, plating. Here, the concept of centralized requisition used different hotels and restaurant will be put into practice.

Pre requisite : HRM12-1  
Corequisite : HRM13-1  
Credit : 1unit

### **HRM13-2. FOOD & NUTRITION**

This course studies the principles involved in the selection, preparation and cooking of different classes of food to ensure proper nutrition and value. It discusses the chemical composition of different food, their structure and their reaction to different cooking processes. The art of food presentation is also emphasized.

Prerequisite : HRM12-1  
Credit : 3 units

### **HRM13-3. INTRODUCTION TO HOSPITALITY MANAGEMENT**

History and development of the hospitality industry, including food beverage, and lodging management.

Prerequisite : HRM100  
Credit : 3 units

### **HRM14-1. FOOD & BEVERAGE**

This course provides students with the knowledge, skills and attitude necessary to perform the duties, tasks, and steps required of Food and Beverage Service in the various food and beverage outlets. It also provides students with sufficient knowledge to make decisions about food and wine services, styles, procedures and workflow in a hospitality environment.

Pre requisite : HRM13-1 & HRM13-1L  
Credit : 2 units

### **HRM14-1L. FOOD & BEVERAGE LABORATORY**

The course will expose the students to preparation of different food and beverages taking into consideration pricing strategy, production concerns, sanitation and safety issues and the best way to serve them. Students will be grouped and will learn the different banquet set – up, table skirting, napkin folding, flower arrangement, and different style of serving the guest.

Pre requisite : HRM13-1 & HRM13-1L  
Corequisite : HRM14-1  
Credit : 1unit

### **HRM14-2. PRINCIPLES OF TOURISM 2**

This course presents a comprehensive survey of the major players that comprise the tourism industry and how they relate with each other. The nature and distinctive aspects of tourism are discussed and linked to specific business strategies. The major sectors (business, government, and voluntary organizations, etc.) are defined and classified.

The commercial sectors are examined in terms of typical organizational structures and major functions of divisions within the structure are described. Impacts of macro-environmental trends and events on each sector and the corresponding qualifications for the jobs.

Pre requisite : HRM12-2  
Credit : 3 units

### **HRM210. CULINARY ARTS 2.**

This is an advanced course in food preparation that covers international cuisine and theme menus. It builds on the skills acquired in HRM13-3. Students will learn to plan menus, write recipes that incorporate established food safety standards, schedule labor and production, and execute meals for up to 50 customers.

Prerequisite : HRM13-1 & HRM13-1L  
Credit : 2 units

### **HRM210L. CULINARY ARTS 2 LABORATORY**

Emphasis is made on the actual preparation of the food. The students will be grouped to prepare dishes with a specific major class of food in mind. The course focuses on different cooking methods of meat, poultry, fruits, vegetables and other classification of food. A course designed to help students develop their abilities in the kitchen.

Pre requisite : HRM13-1 & HRM13-1L  
Corequisite : HRM210  
Credit : 1unit

**HRM211. HOUSEKEEPING.** This course assists students with the development of practical applications of housekeeping operation including the planning, organizing, staffing, and control techniques required to assure quality service. The course examines appropriate personal and professional practices, career opportunities, and organizational structures within a housekeeping department.

Prerequisites: HRM 13-3  
Credit : 2 units

### **HRM211L. HOUSEKEEPING LABORATORY**

This course is a laboratory to accompany HRM211. Emphasis is placed on the development of skills for the performance of housekeeping tasks. Upon completion, students should be able to demonstrate mastery of housekeeping skills.

Pre requisite : HRM13-3  
Corequisite : HRM211  
Credit : 1unit

### **HRM212. FRONT OFFICE**

This course is designed to provide students with the knowledge, skills and attitudes to perform front office and reception duties and be qualified as a Front Office Attendant in any lodging establishments.

Prerequisite : HRM13-3  
Credit : 3 units

**HRM220. PERSONALITY DEVELOPMENT**

Introduces students to a range of mores and decorum required to effectively work with other services to international visitors and associates. Various levels of treatment accorded domestic and international dignitaries with specific types of events and accommodation in the hospitality industry.

Prerequisite : HRM13-3

Credit : 3 units

**HRM221. INTRODUCTION TO BAKING**

Introduces students to pastry and baking with an understanding of the ingredients and methods used in creating breads, pastries, cookies and other desserts. Students learn how dairy, fruits, flour and chocolate come into play with pastry and baking. The fundamentals of dough and basic decorating skills are covered, and this pastry and baking class also introduces students to baking equipment and baking costs. Some pastry and baking classes break pastry desserts into egg-based, sugar-based and cream-based desserts for introductory courses.

Prerequisite : HRM210 & HRM210L

Credit : 2 units

**HRM221L. INTRODUCTION TO BAKING LABORATORY**

The students will be exposed to the world of a baker. They will understand and see the effects of gluten on baked products. The students will grouped and bake the different baked products discussed in the class like breads, pies, pastries, tarts, cookies, muffins and other baked goods.

Pre requisite : HRM210 & HRM210L

Corequisite : HRM221

Credit : 1unit

**HRM222. COMPUTER APPLICATION**

Provides students with hands-on experience with a number of restaurant-specific computer software packages. Special emphasis is placed on how the technology can be used to enhance management decision-making, cost control, marketing and service to the guest.

Prerequisite : HRM212

Credit : 1 unit

**HRM222L. COMPUTER APPLICATION LABORATORY**

This course is laboratory to accompany HRM222. Emphasis is placed on practical computer applications of theory covered in HRM222. Upon completion, students should be able to demonstrate a basic proficiency in computer-based, front office applications.

Pre requisite : HRM212

Corequisite : HRM222

Credit : 1unit

**HRM223. HUMAN BEHAVIOR IN ORGANIZATION**

This course introduces the students to the factors affecting the behavior of individuals and groups in an organization. Various theories and models of organization, work group

behavior, motivation in life and work, and human relations among others are discussed and related to organizational practices and phenomena.

Prerequisite : HRM100

Credit : 3 units

**HRM230. TOURISM PLANNING & DEVELOPMENT**

This course presents an overview of the tourism planning process, contemporary models of tourism planning and development (with emphasis on sustainable tourism principles), various levels of tourism planning and the roles and responsibilities of stakeholders such as government, industry, non-governmental organizations and local communities.

Discussions will also be made on the impact of the General Agreement on Trade and Services (GATS) on Philippine tourism. The subject explores the effect of legislation and government policies on tourism development at the national and local levels. Methods for soliciting local participation in tourism planning are also taken up. The impacts of tourism on the natural environment, local and regional economies and on local communities are discussed as well as mitigating strategies. Case studies in the Philippines are emphasized. The subject may include a field trip component.

Pre requisite : HRM12-2

Credit : 3 units

**HRM240. BAR MANAGEMENT**

This course is designed to provide students with the practical knowledge needed to manage a bar or beverage operation. The course presents principles and theories to support and reinforce the practical aspects.

Prerequisite : HRM14-1 & HRM14-1L

Credit : 2 units

**HRM240L. BAR MANAGEMENT LABORATORY**

The course will allow the students to taste and evaluate the different kinds of beverages – alcoholic and non-alcoholic. Focus will be on the evaluation and appreciation of wine from the different parts of world. The students will learn also the art of coffee and define the different kinds of tea.

Pre requisite : HRM14-1 & HRM14-1L

Corequisite : HRM240

Credit : 1unit

**HRM241. PRINCIPLES OF MARKETING**

In this course, the students learn about the design, development, implementation and evaluation of comprehensive marketing plan; product analysis; market analysis; market positioning strategies; goal strategies; program formulation; marketing tactics and practices; decision-making in terms of product, place, price and channel or distribution; mixers for tourism attraction and service.

Prerequisite : FIN101

Credit : 3 units

**HRM242. FOOD COST CONTROL**

This course will enable students to develop knowledge, skills, attitude in food and beverage control systems and to efficiently and effectively plan menus at profitable prices, taking into consideration constraints, preparation and other variables affecting food and beverage outlets.

Prerequisite : ACCT101  
Credit : 3 units

#### **HRM310. BANQUET & CATERING MANAGEMENT**

This course provides students with skills and knowledge required to analyze, interpret and manage the departmental operation for the food and beverage division of a hospitality establishment.

Prerequisite : HRM210 & HRM210L  
Credit : 2 units

#### **HRM310L. BANQUET & CATERING MANAGEMENT LABORATORY**

The course will allow the students to do off-premise and on-premise catering. They will be asked to look for real catering occasions like wedding, debut, conferences, company outing, children's birthday party etc. if they cannot find real clients, the students will be asked to do mocked – ups.

Pre requisite : HRM210 & HRM210L  
Corequisite : HRM310  
Credit : 2units

#### **HRM311. EVENTS & CONVENTION MANAGEMENT**

The course provides the student with an introductory approach to planning and executing meetings, special events and conferences. The course examines practical advice on every aspect of organizing and managing special events, such as how to choose the best venue; preparing and managing the budget; scheduling; coordinating food and beverages, selecting decor, themes, and entertainment; media; and staffing.

Prerequisite : HRM241  
Credit : 3 units

#### **HRM312. MARKET RESEARCH**

Course introduces measurement and research techniques employed in marketing. Curriculum places emphasis on design, execution, analysis, and interpretation of both qualitative and quantitative research. Students learn to initiate and execute a meaningful research study.

Prerequisite : Math30-14  
Credit : 3 units

#### **HRM313. TOTAL QUALITY MANAGEMENT**

This course aims to enable participants to recognize and assess quality management processes in a hospitality and tourism organization and to evaluate departmental processes and planning strategies.

Prerequisite : HRM241  
Credit : 3 units

#### **HRM320. INTERNATIONAL CUISINE**

This course enhance the students to develop & explore other opportunities in the Hospitality Industry through International Cookery either part of a bigger organizational or stand alone business through practical application in cooking various international cuisine. It includes laboratory works such as meal planning, purchases, costing, production, presentation with table setting and beverage service.

Prerequisite : HRM310 & HRM310L  
Credit : 2 units

#### **HRM320L. INTERNATIONAL CUISINE LABORATORY**

The course exposes the students to the different foods that people eat around the world. Emphasis will be made on the food habits and how it is shaped by geography, history, culture, religion and economic factors. Rather than focusing only on food, the students will develop a broader understanding and appreciation of the cultural uniqueness of the food patterns in nations around the world.

Pre requisite : HRM310 & HRM310L  
Corequisite : HRM310  
Credit : 1unit

#### **HRM321. FACILITIES & DESIGN**

This course enhance the non-formal students of the University Extension and Development Center to explore other opportunities in the Hospitality Industry through International Cookery either part of a bigger organizational or stand alone business through practical application in cooking various international cuisine. It includes laboratory works such as meal planning, purchases, costing, production, presentation with table setting and beverage service.

Prerequisite : HRM312  
Credit : 3 units

#### **HRM322. ADVANCE BAKING**

Students will prepare a variety of pastries including tarts, cakes, and restaurant-style desserts. The use of sauces and plate presentations will be emphasized. Students will be required to create a dessert menu and demonstrate baking proficiency through production of selected items.

Prerequisite : HRM221 & HRM221L  
Credit : 2 units

#### **HRM322L. ADVANCE BAKING LABORATORY**

This course is a continuation of Introduction to Baking. The students will learn how to make a cake by baking their own base cake, to making different icing and decorations. The course will familiarize students in making cakes for all occasions. At the end of the course, they will be making their own wedding cakes or freestyle cakes.

Pre requisite : HRM221 & HRM221L  
Corequisite : HRM322  
Credit : 1unit

#### **HRM330. ROOMS DIVISION**

This course presents an understanding of the necessity for controls in Rooms Division and of the requirement to supervise the operations of a hotel front office and housekeeping.

Prerequisite : HRM221, HRM221L, & HRM212  
Credit : 3 units

### **HRM331. CRUISE MANAGEMENT**

This introductory course acquaints the student with current issues and trends related to the cruise industry. This also includes different types of cruise lines and the reasons for the popularity of this mode of travel. The course will focus on major elements of sea-based and land-based cruise preparation.

Prerequisite : HRM212, HRM211 & HRM211L  
Credit : 3 units

### **HRM340R. RESTAURANT PRACTICUM**

On-the-Job training program in various restaurants for senior Hotel & restaurant Management students to obtain real life experience on concepts and theories learned throughout the program

Pre requisite : HRM310, & HRM310L  
Credit : 3 units

### **HRM341R. HOTEL PRACTICUM**

On-the-Job training program in leading hotels for senior Hotel & Restaurant Management students to obtain real life experience on concepts and theories learned throughout the program

Pre requisite : HRM330  
Credit : 4 units

### **LAW111-0/LAW111. LAW ON OBLIGATIONS AND CONTRACTS**

This course deals with the basic principles of law in relation to contracts and obligations. It involves discussion of the nature, sources, kinds, and extinguishments of contracts including defective contracts and other miscellaneous topics relevant to the course. Topics include general legal concepts of enforceable rights and obligations: types of laws and the national legal system; nature, purpose, scope, and key principles of national legislation; sources of obligations; kinds of obligations under the Civil Code; specific circumstances affecting obligations in general (fortuitous events, fraud, negligence, delay, and breach of contract); duties of obligor to do or not to do; extinguishments of obligations; general principles of the law of contracts; elements and stages of contracts; freedom from contract and limitation; object of contracts; considerations of contracts; formalities; interpretations and reformations of contracts; and defective contracts (rescissible, voidable, unenforceable, and void).

Credit : 3 units  
Prerequisite : ENG11 for HRM

### **LAW112-0/LAW112. LAW ON BUSINESS ORGANIZATIONS**

This course is intended to give the students a broad knowledge of legal provisions governing business associations – limited liability company, partnership, and corporations. Topics include: nature of partnerships; elements and kinds of partnership; formalities required; rules of management, distribution of profits, and sharing of losses and liabilities; modes of dissolution; limited partnership; nature and classes of corporations; requirements for incorporation; powers of a corporation (expressed, implied, and incidental); Board of Directors; classes of stock; powers and obligations of stockholders; majority and minority controls; corporate reorganization (mergers, consolidations, and other business combinations); modes of dissolution and liquidation; and statutory books, records, and returns required for a corporation. Also discussed are the laws of associations such as clubs.

Credit : 3 units

Prerequisite : LAW111 for BA/LAW111-0 for ACT

### **LAW113-0/LAW113. SALES, AGENCY, AND OTHER COMMERCIAL LAWS**

This course deals with the law on sales covering contracts for the sale of goods including nature, forms, and requisites, distinguished from *dacion en pago*, cession in payment, contract for a piece of work, and barter; earnest money as distinguished from option money; rights/obligations of vendee and vendor; remedies of unpaid seller; warranties; sale with a right to repurchase of conventional redemption and legal redemption; sale on credit; and installment sales. It also covers the law on agency; its nature, form and kinds; obligations of the agent and of the principal; and modes of extinguishments; pertinent provisions of the Labor Code and the law on credit transactions such as loan, deposit, guarantee, pledge, real mortgage, antichresis, and chattel mortgage. Other relevant laws on commerce and trade such as Omnibus Investment Code, Foreign Investments Act, and Retail Trade Liberalization Law are also discussed.

Credit : 3 units

Prerequisite : LAW111 for BA/LAW111-0 for ACT

### **LAW114-0/LAW114. LAW ON NEGOTIABLE INSTRUMENTS**

This course deals with the provisions of the law on negotiable instruments. It includes discussions on topics on negotiability of the instruments; functions and kinds of negotiable instruments; construction of ambiguous instrument; forgery and its effect; consideration; accommodation party; manner and consequence of transfer of instruments; striking out endorsements; requisites of holder in due course; defense of the parties; discharge of negotiable instruments and the parties secondarily liable; liabilities of the parties; effects of alteration; and other kinds of instruments such as promissory notes and bills of exchange. Some of the major themes that will be explored in class include the process of negotiation and collecting, loss allocation and emerging payment systems using new technology and the internet.



Credit : 3 units  
Prerequisite : LAW111-0 for ACT

#### **MGT100. INTRODUCTION TO PRINCIPLES OF MANAGEMENT**

This course is an introduction to business management and organizations. Its principal objective is to provide students with an understanding of the different functions, duties, and responsibilities of enterprise executives and managers. Students also learn to appreciate the importance of ethics in business and how international enterprises operate. Topics discussed include: the structure, functions, and objectives of the different types of organizations; organizations and their socio-cultural and political environment; corporate governance and business ethics; styles of management; the management process and the business management functions – marketing, operations, research and development, finance, and human resource management; and international business.

Credit : 3 units

#### **MGT109-1. PRINCIPLES OF ACCOUNTING**

The course deals with the basic concepts of accounting, interpretation of financial statements and the measurement of financial condition.

Credit : 3 units

Prerequisite : MATH22-2

#### **MGT110. BUSINESS ETHICS, GOOD GOVERNANCE AND SOCIAL RESPONSIBILITY**

This course aims to instill values and beliefs that uphold justice, respect for human rights and the welfare of others to the student. It attempts to shape the persona of the student to be constantly aware of the moral and social consequences of his/her decisions and actions.

Credit : 3 units

#### **MGT112. BUSINESS ICT APPLICATION**

This course aims to introduce to students the information and communication technologies found in the corporate and small business environment to improve and aid business productivity. Topics covered include SAP, Quickbooks, and POS systems.

Credit : 2 units

Corequisite : MGT112L

#### **MGT112L. BUSINESS ICT APPLICATIONS LABORATORY**

This course complements MGT112 Business ICT Applications. Its aim is to let students be familiar and gain up-close experience with various ICT applications in business and enterprise environment.

Credit : 1 unit

Corequisite : MGT112

#### **MGT114. INTERNATIONAL MANAGEMENT**

This course discusses the cultural and business environment of emerging Asian economies, the US, and important European, Middle Eastern and Latin American countries. It involves both lecture and hands-on learning

through a week-long immersion in a specified country where students will have onsite visits to local businesses and interaction with business owners and executives. The objective is to familiarize the students with the international business environment, understanding and appreciating management perspectives and methodologies applied in foreign economies.

Credit : 3 units

#### **MGT115. QUANTITATIVE METHODS AND MANAGEMENT SCIENCE**

In this course, students acquire the knowledge and experience in conducting inquiries and evaluation of quantitative data. It covers mathematical decision models such as matrices and linear programming models and other special algorithms: inventory and production models; decision-making process under certainty and risk; decision tree construction and analysis; network models; PERT and CPM; business forecasting models; and computer application.

Credit : 3 units

Prerequisites : MGT131 for ACT/MATH30-13,  
MGT132 for BA/  
MATH30-13, MGT131 for ENT

#### **MGT121. FUNDAMENTALS OF MARKETING**

An introduction to the basic principles of marketing, this course covers the purpose and functions of marketing and the different roles it plays in the economy, analyzing market needs and identifying marketing opportunities and how to improve the services offered, ways of satisfying the needs of consumer with specific products or services through the marketing management process, which includes the basics of the marketing mix (product, price, place, and promotion), and obtaining competitive advantages. Also discussed are the social responsibilities of business within the context of marketing and the impact of the global economy on marketing.

Credit : 3 units

Prerequisite : MGT100 for ACT, BA and ENT/  
HRM100 for HRM

#### **MGT131. TQM, PRODUCTION AND OPERATIONS MANAGEMENT 1**

This course introduces the students to management tools related to managing operations and services including concepts in value analysis and appropriate technology as applied to small- medium- and large-scale industries. Topics include overview of production and operations management; productivity and competitiveness; decision making; forecasting; product and service design; process selection and capacity planning including linear programming; facilities layout; design of work systems including learning curves; location planning and analysis including the transportation model; and total quality management.

Credit : 3 units

Prerequisite : MGT100

### **MGT132. TQM, PRODUCTION AND OPERATIONS MANAGEMENT 2**

This course continues the introduction to the students of the management tools related to managing operations and services. It will discuss in depth operations management topics including the Balanced Score Card, project management, inventory and supply chain management.

Credit : 3 units  
Prerequisite : MGT131

### **MGT141. HUMAN BEHAVIOR IN ORGANIZATION**

This course introduces the students to the theories, concepts, models, and dynamics of human behavior in organizations. The course enables students to differentiate the application of these models in small-, medium-, and large-scale industries. It describes work organization and the workers and explains the interplay between them. It looks into the various organizational behavior and relates the individual workers' values, attitudes, and adjustment patterns to work, specifically under Philippine setting.

Credit : 3 units  
Prerequisites : MGT100

### **MGT142. ORGANIZATIONAL BEHAVIOR**

This course deals with the study of organizations with an emphasis on motivation, group dynamics, conflict management, and development of the organizational culture.

Credit : 3 units  
Prerequisite : MGT141

### **MGT171. MARKETING MANAGEMENT**

The course aims to provide students with a thorough understanding of the role of marketing management in the society, the economy and the firm. It deals with the marketing strategies of management. Case analysis are used to encourage creative thinking, decision-making and policy formulation among students.

Credit : 3 units  
Prerequisite : MGT121

### **MGT172. BUSINESS AND MARKET RESEARCH**

This course provides the student with the knowledge and skills in designing and conducting business research. It also aims to teach analysis and inference of data obtained from such activities and how to maximize its potential in making business decisions.

Credit : 3 units  
Prerequisites : MATH30-13 for ENT/ Math 30-13, MGT121 for BA

### **MGT173. PRINCIPLES AND TECHNIQUES OF ADVERTISING AND PUBLIC RELATIONS**

The course deals with the methods and principles of advertising in the printed and broadcasting media, plus the techniques in non-traditional advertising. An overview of

advertising agency operations is incorporated to stress on account management, creative, and media services.

Credit : 3 units  
Prerequisite : MGT121

### **MGT174. CONSUMER BEHAVIOR**

The course focuses on in-depth understanding of the consumer as the most important factor in the development of a product. It will include the study of **consumer** needs, motivations, and attitudes plus environmental influences which determines the buying behavior. The research application requires the students to conduct an analysis of a particular type of a consumer behavior through surveys or other data gathering methods adopted by marketing organizations.

Credit : 3 units  
Prerequisite : MGT121

### **MGT175. SALES MANAGEMENT AND PROFESSIONAL SALESMANSHIP**

The course covers the principles of salesmanship and sales management functions. This will include the methods of an effective salesperson, plus hiring, training, and management of salesmen. Topics also include motivating sales organization and implementing necessary control and monitoring system, different sales structure and strategy.

Credit : 3 units  
Prerequisite : MGT121

### **MGT176. DISTRIBUTION AND CHANNEL MANAGEMENT**

The course will expose the students on the different types of middlemen in the channels of distribution, and the effective approach to best serve specific consumers through physical distribution of products and services. Focus is on the different costs involved from the start of production to the point of consumption in the various marketing activities. Students are required to study a particular distribution system of a corporation belonging to the top 1000 corporations of the Philippines.

Credit : 3 units  
Prerequisite : MGT121

### **MGT177. PRODUCT AND BRAND MANAGEMENT**

The course deals with all functions involved in planning and developing certain product and service. The plan has the elements of product and product design, principles and techniques of branding, labeling, standardization, quality control, introduction of new products, modification or elimination of old ones. It also includes the strategies for pricing, advertising, sales promotion, distribution, publicity, and social responsibility.

Credit : 3 units  
Prerequisite : MGT121

### **MGT178. INTERNATIONAL MARKETING**

Five Ps with international consideration like global appeal, local / cultural factors and sensitivities, market

communication, etc. distribution channels, market research and data.

Credit : 3 units

Prerequisite : MGT121

#### **MGT179. PUBLIC RELATIONS**

The course will also cover different techniques and tools in developing effective relations with the various organization (profit or non-profit). It also includes the functions of PR in the overall marketing communications of a certain type of organization. The students will develop an effective PR for a product, for a company, for an individual, for an organization, or for a country.

Credit : 3 units

Prerequisite : MGT121

#### **MGT181. HISTORY AND EVOLUTION OF TECHNOLOGY**

From early invention to steam-engine: the driver of the industrial revolution, the integrated circuit and computers, this course will help students understand the role played by technology in shaping our lives and how our needs shape the development of these technologies across time. It will examine the technologies that were adopted and those that did not make it.

Credit : 3 units

Prerequisites : MGT100, MGT112

#### **MGT183. TECHNOLOGY STRATEGY AND MARKETING**

Marketing technology is very different from marketing other kinds of products. This course offers students the challenges of bringing a tech product to the market. Topics to be discussed include Tech adoption behaviors, viral marketing, Metcalfe's law, user and market education, etc. Students will recognize that in technology, the best doesn't necessarily win. The Value-chain (ladder) concept of a technology industry will also be taken up. The course will have an in-depth look at strategies to profit from technology ideas whether these are internally developed or externally sourced. Understanding of technology development principles like Inflection point, industry standards, strategic and industry alliances, upgrade opportunities, incremental upgrades, divergent path strategy, sourcing technology, cross licensing, technology acquisition, etc. The course will also look at what makes a compelling technology, killer app, disruptive technology and de facto standards.

Credit : 3 units

Prerequisite : MGT121

#### **MGT184. MANAGING AND FINANCING TECHNOLOGY PROJECTS AND R&D**

Bringing technology to the market usually requires substantial funding and considerable length of time before return on investment is realized (if ever). The course outlines the whole process of research and development and how to manage such from ideas, hypothesis to testing and control in product development. Exercises on project management specifically for technology projects are also

covered. The course will introduce the different techniques and tools to better manage technology-specific projects. Here, students will also learn the different stages and mode of financing of technology companies. It will cover risk and concerns of financing source. Topics to be discussed also include Bank loans, venture capitals, angel networks, IPO, licensing, etc.

Credit : 3 units

Prerequisite : MGT181

#### **MGT187. INTERNATIONAL MARKETING**

This course is intended to familiarize the students with the principles and practices of global marketing. The topics include the scope and challenge of international marketing, the cultural environment of global marketing, global marketing management, and the corporate context of marketing.

Credit : 3 units

Prerequisite : MGT121

#### **MGT198. STRATEGIC MANAGEMENT AND BUSINESS POLICY**

This is an integrating course for all the major functions of business. The course deals with comprehensive and strategic approaches to management and considers the organization in its totality from the viewpoint of senior management. Topics include: principles and concepts in the theories and practices of strategic management; analysis of the macro- and micro-environment; and the various tools for strategic analysis such as SWOT and Porter's Five Forces model.

Credit : 3 units

Prerequisites : FIN113-0, MGT121, MGT131, MGT141 for ACT/  
MGT121, MGT131 for BA/FIN100,  
MGT100 for ENT

#### **MGT198-2. CORPORATE STRATEGY AND PLANNING**

This is an advanced course in strategic management and planning. It covers the review of strategic analysis tools; development of corporate level strategies; strategic business unit (SBU) level strategies including value analysis; functional level strategies; and metrics for strategy implementation and evaluation.

Credit : 3 units

Prerequisites : MGT198, FIN100

#### **MGT198-3. CORPORATE LEADERSHIP**

This is a combination lecture and mentoring program where students are given an overview of the corporate leadership environment, and partnered with top business executives. It studies the profiles of top international and local executives, and their impact to the success or failure of their organizations.

Credit : 3 units

Prerequisites : MGT198

#### **MGT199R. PRACTICUM (OJT)**

On the Job training program for senior Business Administration students to obtain real life experience on concepts and theories learned throughout the program.

Credit : 6 units

Prerequisite : Candidate for graduation

#### **MGT200-1. FEASIBILITY STUDY AND BUSINESS PLAN 1 (THESIS)**

Capstone course where students are expected to integrate all knowledge and skills learned and developed in the program into a major business plan cum feasibility study of an approved business model.

Credit : 3 units

Prerequisite : 3rd year standing

#### **MGT200-2. FEASIBILITY STUDY AND BUSINESS PLAN 2 (THESIS)**

Continuation of MGT200-1

Credit : 1 unit

Prerequisite : MGT200-1

#### **MGT200-3. FEASIBILITY STUDY AND BUSINESS PLAN 3 (THESIS)**

Continuation of MGT200-2.

Credit : 1 unit

Prerequisite : MGT200-2

#### **TAX001-0/TAX001. PHILIPPINE TAX SYSTEM AND INCOME TAX**

This course is an in-depth study of income taxation and provides a reliable foundation on the core areas of tax that are likely to be encountered during the initial phase of a CPA's tax experience in professional practice. It covers an overview of the national tax system, and the income taxation of employees and unincorporated businesses and incorporated businesses. It provides the students with knowledge of the capital gains tax; final tax on certain passive income; and the year-end tax, including the minimum corporate tax, the normal tax, and the improperly accumulated profits tax of corporations. Tax forms are provided for specific topics discussed.

Credit : 3 units

Prerequisites : ECO101, MATH11

profits and computations of net taxable gifts, donor's tax, and tax credit. On business taxes, the value-added tax, percentage taxes, and excise taxes are discussed on who are the taxpayers, the tax base, and the tax rates. Community taxes on individuals and corporations, as required under the Local Government Code, are discussed. Reportorial and administrative requirements on all taxes are taken up. Finally, the remedies of the state for collection of taxes and the remedies of the taxpayers on taxes being assessed and/or erroneously paid are discussed. Emphasis is given on ethical considerations - tax avoidance and the minimization of tax liabilities vs. tax evasion.

Credit : 3 units

Prerequisite : TAX001-0

#### **TAX002-0/TAX002. BUSINESS AND TRANSFER TAXES**

This course is an in-depth study of business and transfer taxes and is a continuation of Tax 1. It covers value-added tax schemes; local direct taxes including real estate and other property taxes; excise taxes; transfer taxes on gratuitous transfers of property which are estate tax and the donor's tax; business taxes; and the remedies of the state and the taxpayer. On estate tax, the basic concepts of succession give the student an understanding of successional rights. Discussions on estate tax are on gross estate, deductions from the gross estate and computations for the net taxable estate, estate tax, and estate tax credit. On donor's tax, basic concepts of donation blend into the discussion of gross profits, deductions from the gross