

MINISTRY OF EDUCATION AND TRAINING
QUY NHON UNIVERSITY



MASTER'S PROGRAM

Level of education : **Master's**
Major : **Finance - Banking**
Code : **8340201**
Type of education : **Full-time**
Application-oriented training program

Binh Dinh, 2023

MASTER'S PROGRAM

*(Issued together with Decision No. 1611/QĐ-ĐHQN dated June 26, 2023
of the Rector of Quy Nhon University)*

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1. PROGRAM OBJECTIVES

1.1. General objectives

The application-oriented Master's program in Finance - Banking provides learners with comprehensive, in-depth, and up-to-date knowledge in the field of Finance - Banking, equips them with the essential skills for professional practice to identify and address practical issues related to their profession in a scientific and effective manner, and thereby fosters their capacity for independent and creative work. The program aims to train learners with a high level of expertise and the potential to become managers and leaders in enterprises and banks in the global business environment.

1.2. Specific objectives

Graduates of the Master's program in Finance - Banking are able to:

- In terms of knowledge

+ PO1: Enhance knowledge of business, management, and integrated knowledge in the field of Finance - Banking.

+ PO2: Acquire advanced and specialized knowledge in each specialization of Finance - Banking, such as corporate finance, commercial banking, public finance, insurance, financial investment, risk management, etc.

+ PO3: Enhance updated practical knowledge of the Finance - Banking field in Vietnam and around the world.

- In terms of skills

+ PO4: Develop the skills necessary for professional practice, such as critical thinking, analysis, synthesis, and evaluation of finance and banking data and information to identify and propose solutions to practical issues related to the field of Finance - Banking.

+ PO5: Develop the ability to communicate knowledge and discuss practical issues with specialists or colleagues in the same field in order to solve practical problems and

handle situations in the field of Finance - Banking.

+ PO6: Improve skills in the use of foreign languages and information technology.

- *In terms of autonomy and responsibility*

+ PO7: Have the capacity to provide professional leadership in the trained area of Finance - Banking; be able to self-direct personal competency development and adapt to a competitive environment.

+ PO8: Have the ability to plan, evaluate, and improve professional activities in organizations.

+ PO9: Be able to make expert conclusions on complex professional issues and defend and take responsibility for those professional conclusions.

2. EMPLOYMENT OPPORTUNITIES AND FURTHER STUDY PROSPECTS

Graduates of the application-oriented Master's program in Finance - Banking:

- Become managers in the field of Finance - Banking in government agencies, enterprises, commercial banks, securities companies, insurance companies, finance companies, and domestic and international economic groups.

- Conduct research for specialized teaching in Finance - Banking at universities and professional colleges; supplement required research methods in order to continue to doctoral-level study programs.

3. LEARNING OUTCOMES

The program is designed to ensure that graduates achieve the following learning outcomes:

3.1. Knowledge

1) PLO1: Apply knowledge, methodology, and scientific research methods in a thoughtful and logical manner to solve issues related to the field of Finance - Banking.

2) PLO2: Analyze and evaluate advanced finance and banking theories in order to identify and solve practical and research issues related to the field of Finance - Banking.

3) PLO3: Apply updated knowledge in the field of Finance - Banking to solve practical problems creatively and propose appropriate solutions.

3.2. Skills

- *General skills*

4) PLO4: Analyze, synthesize, critique, and evaluate data and information to propose solutions for handling issues in a scientific and comprehensive manner.

5) PLO5: Achieve a foreign language proficiency level equivalent to Level 4 of the 6-level Foreign Language Competency Framework for Vietnam or other equivalent certificates announced by the Ministry of Education and Training.

6) PLO6: Analyze data, manage data, and apply information technology creatively in the field of Finance - Banking.

- *Professional skills*

7) PLO7: Organize, direct, manage, and research activities related to the field of Finance - Banking in agencies, organizations, enterprises, commercial banks, and non-bank financial institutions.

8) PLO8: Synthesize, communicate, and disseminate knowledge based on research results, and discuss professional and scientific issues with people in the same and other disciplines.

3.3. *Autonomy and Responsibility*

9) PLO9: Have the ability to lead professionally, manage, evaluate, and improve professional activities; be able to propose initiatives to solve practical issues in the field of Finance - Banking.

10) PLO10: Be capable of independent research, self-learning, and self-directed personal competency development.

4. **ADMISSION REQUIREMENTS**

- Have graduated from a university program (or equivalent level or higher) in a major relevant to Finance - Banking.
- Possess foreign language proficiency of Level 3/6 or higher according to the 6-level Foreign Language Competency Framework for Vietnam or equivalent.
- Applicants graduating from relevant university majors: belonging to the Finance - Banking - Insurance group (73402) in the Statistical Classification of Higher Education Training Majors issued together with Circular No. 09/2022/TT-BGDĐT dated June 6, 2022 of the Ministry of Education and Training.

5. **ADMISSION APPLICANTS**

According to the current regulations on master's admission and training of the Ministry of Education and Training and Quy Nhon University.

Table of relevant undergraduate majors and supplementary knowledge modules:

- Relevant majors include:

STT	Master's major applied for	Relevant undergraduate graduation major
1	Finance – Banking	Finance - Banking
2	Finance – Banking	Insurance
3	Finance – Banking	Fintech

- Applicants graduating from undergraduate majors that are not among the relevant majors of the Finance - Banking - Insurance group (73402) are required to complete supplementary knowledge. The list of majors requiring supplementary knowledge and the modules to be supplemented includes:

STT	Major applied for the master's program	Major requiring supplementary Knowledge	Supplementary module	Notes
1	Finance - Banking	Business Administration	Basic Corporate Finance	Depending on
2	Finance - Banking	Marketing		
3	Finance - Banking	Real Estate		
4	Finance - Banking	International Business		
5	Finance - Banking	Commercial Business		

6	Finance - Banking	E-commerce		each specific case, the Faculty proposes supplementary knowledge modules	
7	Finance - Banking	Fashion and Textile Business			
8	Finance - Banking	Accounting			
9	Finance - Banking	Auditing			
10	Finance - Banking	Management Science			
11	Finance - Banking	Public Management			
12	Finance - Banking	Human Resource Management			
13	Finance - Banking	Management Information Systems			
14	Finance - Banking	Office Administration			
15	Finance - Banking	Labor Relations			
16	Finance - Banking	Project Management			
17	Finance - Banking	The remaining majors in the Statistical Classification of Higher Education Training Majors issued together with Circular No. 09/2022/TT-BGDĐT dated June 6, 2022 of the Ministry of Education and Training (except the group of majors under code 73402)			- Money and Banking - Basic Corporate Finance - Microeconomics - Macroeconomics
18	Finance - Banking	<i>Other majors will be considered case by case</i>			

6. PROGRAM DURATION AND TOTAL CREDITS

6.1. Program Duration: 2 years

6.2. Total credits: 60 credits (including 06 credits for internship and 09 credits for the Master's Thesis)

Program structure	Credits
General knowledge	8
Foundation and specialized knowledge	43
Compulsory modules	31
Elective modules	12
Master's Thesis	9
Total	60

7. TRAINING PROCESS AND GRADUATION CONDITIONS

7.1. Training process

The program is delivered under the credit-based system, in compliance with the current regulations of the Ministry of Education and Training and Quy Nhon University.

7.2. Graduation conditions

According to the current regulations of the Ministry of Education and Training and Quy Nhon University:

a) Have completed the modules of the training program and successfully defended the master's thesis;

b) Meet the foreign language requirement according to the program learning outcomes before graduation consideration; this is evidenced by one of the diplomas or foreign language certificates equivalent to Level 4 of the 6-level Foreign Language Competency Framework for Vietnam specified in the Appendix to this Regulation or other equivalent certificates announced by the Ministry of Education and Training, or a university degree or higher in a foreign language major, or a university degree or higher in another major whose program is delivered entirely in a foreign language;

c) Fulfill responsibilities as prescribed by Quy Nhon University; not be subject to criminal prosecution and not be under disciplinary action or study suspension.

8. ASSESSMENT METHODS AND GRADING SCALE

8.1. Assessment scale

A 10-point scale is used for all forms of assessment in the module.

8.2. Assessment forms, criteria, and weightings

- *Theoretical modules:*

No	Format	Evaluation criteria	Choose one of the three weighting groups		
			Group 1	Group 2	Group 3
1	Progress Assessment	<i>* Attendance assessment: active participation in class.</i> <i>* Learners complete an individual test (in written or presentation form).</i> <i>- Assessment criteria for the test: correct answers or requirements specifically stated in the M4 of the module.</i> <i>* Group reports or major assignments as required by the lecturer in charge of the module.</i> <i>- Assessment criteria: content, format, and presentation of the report or major assignment according to the detailed requirements in the M4 of the module.</i> <i>* Essays as required by the teaching lecturer.</i> <i>- Assessment criteria for essays: correct answers or requirements specifically stated in the M4 of the module.</i>	30%	40%	50%

2	Final Exam	<i>End-of-module examination</i> <i>* Examination format: written/oral.</i> <i>- Examination assessment criteria: according to the answer key or requirements specifically stated in the M4 of the module.</i> <i>* Examination format: report/assignment/essay</i> <i>- Examination assessment criteria: content and format according to the requirements specifically stated in the M4 of the module.</i>	70%	60%	50%
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-Professional Practice module

The assessment score for the Professional Practice module is graded by two lecturers based on the internship process and the content of the learner's report. The assessment criteria are specified in detail in the M4 of the module.

- Master's Thesis

Implemented in accordance with the master's admission and training regulations of Quy Nhon University. The assessment criteria are specified in detail in the M4 of the module.

8.3. Assessment Methods

The assessment methods used in the Master's program in Finance - Banking are divided into two main types: Formative Assessment and Summative Assessment, and are specifically stipulated in the program description.

9. PROGRAM FRAMEWORK

No	Course Code		Course Name	Semester	Number of credits			Prerequisite Course Code	Managing Faculty	Note
	Letter	Numeric			Total	Theory	Practise			
I. General knowledge component					8					
1	TCNH	83401	Philosophy	1	2	2			Political Theory, Law and Public Administration	
2	TCNH	83402	Scientific Methodology in Finance-Banking	1	3	1	1	1	Finance, Banking and Business Administration	
3	TCNH	83403	Managerial Economics	1	3	2	1		Finance, Banking and Business Administration	
II. Foundation and major knowledge component					43					
<i>II.1. Compulsory component</i>					<i>31</i>					
4	TCNH	83404	Strategic Management	1	3	2	1		Finance, Banking and Business Administration	

5	TCNH	83405	Corporate Financial Management	2	3	2	1			Finance, Banking and Business Administration	
6	TCNH	83406	Modern Banking Management	2	3	2	1			Finance, Banking and Business Administration	
7	TCNH	83407	Public Finance	2	2	1	1			Finance, Banking and Business Administration	
8	TCNH	83408	Financial Services Marketing	2	2	1	1			Finance, Banking and Business Administration	
9	TCNH	83409	Financial Risk Management	2	2	1	1			Finance, Banking and Business Administration	
10	TCNH	83410	International Finance	2	2	1	1			Finance, Banking and Business Administration	
11	TCNH	83411	Professional Practice 1	2	3					Finance, Banking and Business Administration	
12	TCNH	83412	Financial Investment	3	3	1	1	1		Finance, Banking and Business Administration	
13	TCNH	83413	Financial Analysis	3	3	2	1			Finance, Banking and Business Administration	
14	TCNH	83414	Professional Practice 2	3	3					Finance, Banking and Business Administration	
15	TCNH	83415	Sustainable Finance	3	2	1		1		Finance, Banking and Business Administration	
<i>II.2. Elective component</i>					12						
<i>Elective 1: Choose 3 out of 5 modules</i>					6						
16	TCNH	83416	Leadership	1	2	1	1			Finance, Banking and Business Administration	
17	TCNH	83417	Customer Experience Management	1	2	1	1			Finance, Banking and Business Administration	

										Administration	
18	TCNH	83418	Entrepreneurial Finance	1	2	1	1			Finance, Banking and Business Administration	
19	TCNH	83419	Insurance Business Management	1	2	1	1			Finance, Banking and Business Administration	
20	TCNH	83420	Analysis of Financial Data	1	2	1	1			Mathematics and Statistics	
<i>Elective 2: Choose 3 out of 5 modules</i>					6						
21	TCNH	83421	Central Bank	3	2	1	1			Finance, Banking and Business Administration	
22	TCNH	83422	Management Accounting	3	2	1	1			Economics and Accounting	
23	TCNH	83423	Cash Flow Management	3	2	1	1			Finance, Banking and Business Administration	
24	TCNH	83424	Corporate Valuation	3	2	1	1			Finance, Banking and Business Administration	
25	TCNH	83425	Fintech	3	2	1	1			Finance, Banking and Business Administration	
III. Thesis					9						
26	TCNH	83426	Master's Project	4	9					Finance, Banking and Business Administration	
Total					60						

Matrix table of the relationship between modules and learning outcomes

No	Course name	PLOs									
		1	2	3	4	5	6	7	8	9	10
1	Philosophy	X		X					X	X	X
2	Scientific Methodology in Finance-Banking	X	X	X	X	X		X	X	X	X
3	Managerial Economics	X		X	X		X	X	X	X	X
4	Strategic Management	X	X	X	X			X	X	X	X
5	Corporate Financial Management	X	X	X	X			X	X	X	X

6	Modern Banking Management	X	X	X	X			X	X	X	X
7	Public Finance				X			X	X	X	X
8	Financial Services Marketing	X	X	X	X		X	X	X	X	X
9	Financial Risk Management	X	X	X	X			X	X	X	X
10	International Finance	X	X	X	X			X	X	X	X
11	Professional Practice 1	X	X	X	X	X	X	X	X	X	X
12	Financial Investment	X	X	X	X			X	X	X	X
13	Financial Analysis	X	X	X	X			X	X	X	X
14	Professional Practice 2	X	X	X	X	X	X	X	X	X	X
15	Sustainable Finance	X	X	X	X			X	X	X	X
16	Leadership	X		X				X	X	X	X
17	Customer Experience Management	X	X	X	X		X	X	X	X	X
18	Entrepreneurial Finance	X	X	X	X			X	X	X	X
19	Insurance Business Management	X	X	X	X			X	X	X	X
20	Analysis of Financial Data	X	X				X			X	X
21	Central Bank	X	X	X	X			X		X	X
22	Management Accounting			X			X	X	X	X	X
23	Cash Flow Management	X	X	X	X			X	X	X	X
24	Corporate Valuation	X	X	X	X			X	X	X	X
25	Fintech	X		X	X		X			X	X
26	Master Thesis	X	X	X	X	X	X	X	X	X	X

10. TENTATIVE TEACHING PLAN

No	Course code		Course name	Number of credits	Teaching Plan (Semester)				Lecturer	Managing Faculty
	Letter	Numerical			1	2	3	4		
I. General knowledge				7	8	0	0	0		
1	TCNH	83401	Philosophy	2	2				Dr. Nguyễn Thị Ngọc Thùy Assoc. Prof. Dr. Đoàn Thế Hùng	Political Theory, Law and Public Administration
2	TCNH	83402	Scientific Methodology in Finance-Banking	3	3				Dr. Kiều Thị Hương Dr. Phạm Thị Hương	Finance, Banking and Business Administration
3	TCNH	83403	Managerial Economics	3	3				Dr. Đặng Thị Thanh Loan Dr. Nguyễn Thị Kim Ánh	Finance, Banking and Business Administration
II. Foundation and major knowledge				44	9	17	17	9		

II.1. Compulsory/ Compulsory				32	3	17	11	9		
4	TCNH	83404	Strategic Management	3	3				Assoc. Prof. Dr. Đỗ Ngọc Mỹ Dr. Nguyễn Chí Tranh Dr. Nguyễn Thị Hạnh	Finance, Banking and Business Administration
5	TCNH	83405	Corporate Financial Management	3		3			Dr. Phan Trọng Nghĩa Dr. Trần Thị Diệu Hương	Finance, Banking and Business Administration
6	TCNH	83406	Modern Banking Management	3		3			Dr. Nguyễn Hoàng Phong Assoc. Prof. Dr. Phạm Thị Bích Duyên	Finance, Banking and Business Administration
7	TCNH	83407	Public Finance	2		2			Dr. Lê Việt An Dr. Phan Thị Quốc Hương	Finance, Banking and Business Administration
8	TCNH	83408	Financial Services Marketing	2		2			Dr. Lê Dzu Nhật Dr. Nguyễn Hà Thanh Thảo	Finance, Banking and Business Administration
9	TCNH	83409	Financial Risk Management	2		2			Dr. Trần Thị Thanh Diệu Dr. Nguyễn Hoàng Phong	Finance, Banking and Business Administration
10	TCNH	83410	International Finance	2		2			Dr. Phạm Thị Thúy Hằng Dr. Trần Thị Diệu Hương	Finance, Banking and Business Administration
11	TCNH	83411	Professional Practice 1	3		3			Lecturers meeting current regulations	Finance, Banking and Business Administration
12	TCNH	83412	Financial Investment	3			3		Dr. Phan Thị Quốc Hương Dr. Nguyễn Hữu Trúc	Finance, Banking and Business Administration
13	TCNH	83413	Financial Analysis	3			3		Dr. Trần Thị Diệu Hương Dr. Đặng Hồng Vương	Finance, Banking and Business Administration
14	TCNH	83414	Professional Practice 2	3			3		Lecturers meeting current regulations	Finance, Banking and Business Administration
15	TCNH	83415	Sustainable Finance	2			2		Assoc. Prof. Dr. Phạm Thị Bích Duyên	Finance, Banking and

									Dr. Trần Thanh Phong	Business Administration
II.2. Elective component/ Optional				12	6	0	6			
<i>Elective 1: Choose 3 out of 5 modules</i>				6	6					
16	TCNH	83416	Leadership	2	2				Dr. Trịnh Thị Thúy Hồng Assoc. Prof. Dr. Đỗ Ngọc Mỹ	Finance, Banking and Business Administration
17	TCNH	83417	Customer Experience Management	2	2				Dr. Phạm Trần Trúc Viên Dr. Vũ Thị Nữ	Finance, Banking and Business Administration
18	TCNH	83418	Entrepreneurial Finance	2	2				Dr. Vũ Thị Nữ Dr. Phạm Trần Trúc Viên	Finance, Banking and Business Administration
19	TCNH	83419	Insurance Business Management	2	2				Dr. Phạm Thị Hường Dr. Đặng Hồng Vương	Finance, Banking and Business Administration
20	TCNH	83420	Analysis of Financial Data	2	2				Dr. Cao Tấn Bình Dr. Lâm Thị Thanh Tâm	Mathematics and Statistics
<i>Elective 2: Choose 3 out of 5 modules</i>				6			6			
21	TCNH	83421	Central Bank	2				2	Dr. Trịnh Thị Thúy Hồng Dr. Lê Việt An	Finance, Banking and Business Administration
22	TCNH	83422	Management Accounting	2				2	Assoc. Prof. Dr. Trần Thị Cẩm Thanh Dr. Lê Văn Tân	Economics and Accounting
23	TCNH	83423	Cash Flow Management	2				2	Dr. Trần Thanh Phong Dr. Phan Thị Quốc Hương	Finance, Banking and Business Administration
24	TCNH	83424	Corporate Valuation	2				2	Dr. Nguyễn Hữu Trúc Dr. Phan Trọng Nghĩa	Finance, Banking and Business Administration
25	TCNH	83425	Fintech	2				2	Dr. Phạm Thị Thúy Hằng Dr. Trần Thị Thanh Diệu	Finance, Banking and Business Administration
III. Thesis				9	0	0	0	9		
26	TCNH	83426	Master's Project	9				9	Lecturers meeting current regulations	Finance, Banking and Business Administration
Total				60						

11. GUIDELINES FOR PROGRAM IMPLEMENTATION

- This training program is applied from the 2023 admission cohort for graduate students in the Finance - Banking major.

- The training process is based on the designed curriculum, training objectives and target learners, workforce requirements, and specific training requirements. For elective modules, depending on actual development trends and social needs, the faculty managing the training major coordinates with the faculty managing the modules to advise learners in choosing appropriate modules.

- The head of the faculty managing the training major is responsible for organizing and guiding the principles for developing the training program to ensure the objectives, content, and learning outcomes of the program, while also satisfying the needs of learners and society.

- The training program is reviewed and updated in accordance with current regulations to meet the development of the Finance - Banking field and suit the country's socio-economic development needs./.

Binh Dinh, June 26, 2023

RECTOR

Assoc. Prof. Dr. Do Ngoc My