

| | | A201 | A202 | E201 | E202 | E270 | D301 | F301 | K201 | L201 | M301 | P301 | S302 | Z302 | J401 |
|--|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Outcomes | | | | | | | | | | | | | | | |
| Comprehend written materials | 1.1 | | | | | | | | | X | | | | | |
| Interpret written materials | 1.2 | | | | | | | | | X | | | | | |
| Organization of written work | 2.1 | | | | | | X | | | | | | | | X |
| Topic coverage in written work | 2.2 | | | | | | X | | | | | | | | X |
| Write correctly | 2.3 | | | | | | X | | | | | | | | X |
| Present effectively | 2.4 | | | | | | X | | | | | | | | X |
| Interaction with audience | 2.5 | | | | | | X | | | | | | | | X |
| Speak clearly | 2.6 | | | | | | X | | | | | | | | X |
| Collect data | 3.1 | X | | | | X | | | | | | | | | |
| Interpret data | 3.2 | X | | | | X | | | | | | | | | |
| Present data | 3.3 | X | | | | X | | | | | | | | | |
| Use quantitative analysis tools | 3.4 | | | | | X | | | | | | X | | | |
| Use appropriate statistical modeling tools | 3.5 | | | | | X | | | | | | X | | | |
| Identification and formulation of problem | 4.1 | | | | X | | | | | | | X | | | |
| Develop problem solution techniques | 4.2 | | | | X | | | | | | | X | | | |
| Interpret solution results | 4.3 | | | | X | | | | | | | X | | | |
| Skills in interpersonal relations | 5.1 | | | | | | | | | | | | | X | X |
| Work in groups and teams | 5.2 | | | | | | | | | | | | | X | X |
| Use word processing software. | 6.1 | | | | | | | | X | | | | | | |
| Use spreadsheet software. | 6.2 | | | | | | | | | | | | X | | |
| Use presentation software. | 6.3 | | | | | | | | X | | | | | | |
| Use database management software. | 6.4 | | | | | | | | | | | | X | | |
| Develop skills in web design. | 6.5 | | | | | | | | X | | | | | | |
| Information search tools | 6.6 | | | | | | | | | | | | X | | |

| Outcomes | | A201 | A202 | E201 | E202 | E270 | D301 | F301 | K201 | L201 | M301 | P301 | S302 | Z302 | J401 |
|---|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| ACCOUNTING | | | | | | | | | | | | | | | |
| Record accounting transactions. | 7.1.1 | X | | | | | | | | | | | | | |
| Phases of the accounting cycle. | 7.1.2 | X | | | | | | | | | | | | | |
| Major financial statements. | 7.1.3 | X | | | | | | | | | | | | | |
| Financial statements in decision making | 7.1.4 | X | | | | | | | | | | | | | |
| Overhead cost allocation. | 7.1.5 | | X | | | | | | | | | | | | |
| Cost behavior | 7.1.6 | | X | | | | | | | | | | | | |
| Variance analysis. | 7.1.7 | | X | | | | | | | | | | | | |
| Managerial accounting reports | 7.1.8 | | X | | | | | | | | | | | | |
| ECONOMICS | | | | | | | | | | | | | | | |
| Supply and demand | 7.2.1 | | | X | | | | | | | | | | | |
| Cost measures | 7.2.2 | | | X | | | | | | | | | | | |
| Market structures | 7.2.3 | | | X | | | | | | | | | | | |
| Measures of inflation, unemployment and GDP | 7.2.4 | | | | X | | | | | | | | | | |
| Growth policy | 7.2.5 | | | | X | | | | | | | | | | |
| Fiscal and monetary policies | 7.2.6 | | | | X | | | | | | | | | | |
| Money and the Federal Reserve system. | 7.2.7 | | | | X | | | | | | | | | | |
| Gains to trade, barriers to trade | 7.2.8 | | | X | | | | | | | | | | | |
| FINANCE | | | | | | | | | | | | | | | |
| The time value of money | 7.3.1 | | | | | | | X | | | | | | | |
| Valuation models | 7.3.2 | | | | | | | X | | | | | | | |
| Capital budgeting theory and its application | 7.3.3 | | | | | | | X | | | | | | | |
| Capital Asset Pricing Model. | 7.3.4 | | | | | | | X | | | | | | | |
| Capital structure | 7.3.5 | | | | | | | X | | | | | | | |
| LEGAL, ETHICAL, SOCIAL, INTERNATIONAL ISSUES | | | | | | | | | | | | | | | |
| National, international and intercultural factors | 7.4.1 | | | | | | X | | | | | | | | |
| Theories of trade and investment | 7.4.2 | | | | | | X | | | | | | | | |
| Major trade and investment flows | 7.4.3 | | | | | | X | | | | | | | | |
| Multinational enterprises | 7.4.4 | | | | | | X | | | | | | | | |
| National competitiveness | 7.4.5 | | | | | | X | | | | | | | | |
| Concept of ethics | 7.4.6 | | | | | | | | | X | | | | | |
| Nature and sources of law | 7.4.7 | | | | | | | | | X | | | | | |
| Rules that bound business entities | 7.4.8 | | | | | | | | | X | | | | | |
| MANAGEMENT | | | | | | | | | | | | | | | |
| Nature of an enterprise | 7.5.1 | | | | | | | | | | | | | | X |
| Environment of enterprise | 7.5.1.1 | | | | | | | | | | | | | | X |
| Stakeholders of enterprise | 7.5.1.2 | | | | | | | | | | | | | | X |
| Analytical framework of enterprise | 7.5.2 | | | | | | | | | | | | | | X |
| Competitive analysis | 7.5.2.1 | | | | | | | | | | | | | | X |
| Internal analysis of an organization | 7.5.2.2 | | | | | | | | | | | | | | X |
| Leadership and motivation | 7.5.3 | | | | | | | | | | | | | X | |
| MANAGEMENT INFORMATION SYSTEMS | | | | | | | | | | | | | | | |
| Nature of IS | 7.6.1 | | | | | | | | | | | | X | | |
| Database, its design and use | 7.6.2 | | | | | | | | | | | | X | | |
| Impact of IS on organization | 7.6.3 | | | | | | | | | | | | X | | |
| Implications of telecommunications and e-business | 7.6.4 | | | | | | | | | | | | X | | |
| MARKETING | | | | | | | | | | | | | | | |
| Eight universal functions of marketing. | 7.7.1 | | | | | | | | | | X | | | | |
| Marketing concept. | 7.7.2 | | | | | | | | | | X | | | | |
| Marketing opportunities. | 7.7.3 | | | | | | | | | | X | | | | |
| Segment product-markets / marketing mix | 7.7.4 | | | | | | | | | | X | | | | |
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| Role of operation management in business strategy | 7.8.1 | | | | | | | | | | | X | | | |
| Interaction with other functions | 7.8.2 | | | | | | | | | | | X | | | |
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