

University of the Philippines Cebu
School of Management



Course Offerings

Undergraduate Courses

<i>Business Administration (BA)</i>			
BA 99.1	Fundamental Accounting Theory and Practice I <i>Fundamental accounting theory and terminology with reference to accounting and management's use of accounting data</i>	3u.	
BA 99.2	Fundamental Accounting Theory and Practice II <i>Continuation of Fundamental Accounting Theory and Practice I</i>	3u.	Prereq: BA 99.1
<i>Cooperative Management (CM)</i>			
CM 102	Introduction to Cooperatives <i>Concepts, scope, principles and laws of cooperatives</i>	3u.	
<i>Economics (ECON)</i>			
ECON 121	Money and Banking <i>Theory and policy problems concerning money, credit, and financial institutions</i>	3u.	Prereq: ECON 101
<i>Foods and Nutrition (FN)</i>			
FN 27	Personnel Management in Food Service Institutions <i>Principles of management and personnel organization as applied to food service institutions</i>	3u.	Prereq: MGT 101
<i>Hotel and Restaurant Management (HRM)</i>			
HRM 102	Introduction to Hotel Management <i>Principles of hotel management</i>	3u.	field trips
HRM 104	Introduction to Tourism <i>The tourist industry; its development, composition, and role in the national economy</i>	3u.	field trips
HRM 130	Hotel Cost Control and Analysis <i>Accounting principles applied to the hotel and restaurant industry</i>	3u.	Prereq: BA 99.2 2h lec, 3h lab
<i>Information Technology (IT)</i>			
IT 102	Fundamentals of Programming <i>Systematic program development, data structures and file processing; graphical user interface concepts; database system concepts</i>	3u.	Prereq: CMSC 101 2h lec, 3h lab
IT 127	Database Management Systems <i>Database management system; data definition and manipulation language; principal database systems and query languages</i>	3u.	Prereq: CMSC 101 2h lec, 3h lab
IT 152	Management Information Systems <i>Role of MIS in the decision-making process of management; Includes identification, evaluation, modification and integration of information flows into MIS</i>	3u.	Prereq: CMSC 101 2h lec, 3h lab
IT 153	Accounting Information Systems <i>Fundamental principles of accounting; programming of accounting modules; general ledger, journal ledger, transaction ledger, accounts receivable, accounts payable</i>	3u.	Prereq: CMSC 101, MGT 115 2h lec, 3h lab
IT 197	Special Topics in Information Technology (Topic to be indicated) <i>Special topics in IT like Software Engineering, Systems Analysis and Design, Object-oriented Analysis and Design, Object-oriented Programming, Information Modeling, e-commerce applications</i>	3u.	Prereq: MGT 186 2h lec, 3h lab may be taken twice
<i>Management (MGT)</i>			
MGT 101	Introduction to Management <i>Principles and techniques of business organization and management and organizational behavior</i>	3u.	
MGT 104	Organizational Behavior <i>Theories and concepts on human behavior in organizations, individual, small group, inter-group, and supervisory behavior</i>	3u.	Prereq: MGT 101
MGT 115	Management Accounting <i>Uses of economic and accounting concepts for managerial planning and control</i>	3u.	Prereq: BA 99.2, ECON 11
MGT 121	Human Resource Management <i>Factors and objectives which shape personnel policies of employers and practices which effectuate these policies</i>	3u.	Prereq: MGT 101, MGT 104
MGT 132	Financial Institutions <i>Study of the structure, functions and operations of financial institutions, money and capital markets</i>	3u.	Prereq: ECON 101

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MGT 141	Financial Management I <i>Introduction to the principles governing financial management of business and non-business enterprises with emphasis on short-term planning and management of working capital</i>	3u.	Prereq: MGT 115 or COI
MGT 142	Financial Management II <i>Long-range planning and management of the long-term financial position of business and non-business organizations</i>	3u.	Prereq: MGT 141
MGT 145	Investment <i>Principles and practices with special emphasis on the evaluation of project studies, security analysis and the establishment of standards for the selection of industry, issue and security</i>	3u.	Prereq: MGT 142
MGT 146	Special Topics in Finance	3u.	Prereq: MGT 142
MGT 161	Law on Business Transactions and Transportation <i>Obligations, contracts, sales, bailments, quasi-delicts, damages, law on common carriers, Code of Commerce on Transportation, Carriage of Goods by Sea Act, and all other related laws</i>	3u.	
MGT 162	Law on Business Organizations and Labor <i>Single proprietorships, partnerships, corporations, cooperatives, Securities Act, laws on insolvency, civil code provision on the order of preference and concurrence of credits; labor code</i>	3u.	Prereq: MGT 161
MGT 164	Negotiable Instruments and Insurance <i>Negotiable instruments, Warehouse Receipts Law, Document of Title under the Civil Code and Insurance Law, all banking laws and related special laws</i>	3u.	Prereq: MGT 161
MGT 170	Introduction to Marketing Management <i>Marketing institutions; marketing policies and methods for products and services in a variety of manufacturing and service industries</i>	3u.	Prereq: ECON 11, MGT 101
MGT 171	Distribution Management <i>Analysis of problems in physical distribution of goods and services and marketing channels decisions</i>	3u.	Prereq: MGT 170
MGT 172	Advertising <i>The fundamental principles of advertising, the methods of representative advertisers, and problems of advertising generally encountered by business executives</i>	3u.	Prereq: MGT 170
MGT 173	Marketing Management <i>Analysis of problems in the various types of business enterprises from management perspective</i>	3u.	Prereq: MGT 115, MGT 170
MGT 174	Marketing Research <i>A survey of the techniques used in marketing research. Selected problems in the analysis of sales records, sales forecasting, estimating sales potentials, sampling consumer demand, determining the factors which influence demand for specific goods</i>	3u.	Prereq: MGT 170
MGT 175	International Marketing <i>Problems and policies with emphasis on foreign marketing analysis and export feasibilities, foreign trade promotion, export-import procedures and requirements, all considered from the Philippine perspective</i>	3u.	Prereq: ECON 101, MGT 170
MGT 176	Sales Management <i>Problems and policies in the management of the sales force of both manufacturing and commercial enterprises. Emphasis on sales analysis, planning and control, sales organization and personal selling</i>	3u.	Prereq: MGT 115, MGT 170
MGT 181	Management Science <i>The use of management science/operations research (MS/OR) in the analysis of business problems concerning operations, marketing, human resources and finance</i>	3u.	Prereq: MATH 100, STAT 101
MGT 186	Management of Information Systems and Technology <i>Strategic application of information systems and technology for effective managerial decision-making and policy formulation/ implementation; and the effective management of technological advances in planning and control</i>	3u.	Prereq: CMSC 101 2h lec, 3h lab
MGT 187	Operations Management <i>Principles, procedures and techniques in the design, operation and improvement of production systems</i>	3u.	Prereq: MGT 101, MGT 181

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MGT 188	Fundamentals of Business Analytics <i>An introduction to the different forms of analytics: descriptive, predictive and prescriptive analytics; tools and techniques in generating information that aid in decision making and addressing organization strategies and challenges</i>	3u.	Prereq: MGT 181, MGT 186, STAT 135
MGT 189	Management of Innovation <i>The fundamentals of managing innovation in firms</i>	3u.	Prereq: MGT 121, MGT 142, MGT 170, MGT 186, MGT 187
MGT 190	Strategic Management <i>Integration of the functional fields of business, stress being given to solving comprehensive case problems of business organization and management</i>	3u.	Prereq: MGT 199
MGT 191	Enterprise Planning and Development <i>Activities and dynamics involved in planning and developing a new enterprise</i>	3u.	Prereq: MGT 189
MGT 192	Management of Small Business <i>Characteristics, opportunities, and hazards of small business; problems of survival and growth and ways to deal with them</i>	3u.	Prereq: MGT 191
MGT 196	Practicum <i>Fieldwork component to provide senior students with opportunities to relate management theories and principles learned in class to the actual operations of a private/public organization</i>	3u.	Prereq: MGT 121, MGT 141, MGT 170, MGT 187
MGT 197	Special Topics in Management (Topic to be indicated)	3u.	Prereq: MGT 121, MGT 142, MGT 170, MGT 187, MGT 188 <i>may be taken twice</i>
MGT 199	Management Research	3u.	Prereq: MGT 121, MGT 142, MGT 187, MGT 188
MGT ECON 143	Managerial Economics <i>The application of fundamental economic tools of analysis in management</i>	3u.	Prereq: ECON 101, ECON 102, MGT 101