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## **COURSE DESCRIPTION**

### **BASIC CORE COMPETENCE**

#### 1. Managerial Economics

The course deals with the application of economic theory in the firm's decision making and with economic analysis of the structure and trends of the firm's environment. It will also cover interest rate markets and risk management, corporate finance, structured finance, as well as quantitative method and quantitative applications in finance.

#### 2. Financial Management

This course looks at the functions of obtaining, managing and investing funds in the business. It will put emphasis on financial markets and economics, financial analysis and valuation, advanced valuation, industrial equity analysis, fundamental analysis, and provides fundamentals of portfolio management.

#### 3. Marketing Management

This course examines the concepts, processes, and analytical techniques involved in managing the marketing function within a investment banking and investment management organization. The course concentrates on the application of key marketing theory and concepts to finance and investment markets, and describes how the problems of marketing financial services differ from those encountered in the other industrial sectors.

#### 4. Operations Management

The course deals with the integration of human, economic, and technological factors into service operations objectives. It is concerned with applied portfolio management, applied valuation, the use of trend analysis and measures of market conditions to uncover trading opportunities. The course also introduces the factors that characterize good business research, research process and design, measurement and data collection, instrument design, sampling, analysis, and research reporting.

#### 5. Human Resources Management

The course emphasizes the importance of people and the relevance of their attitudes and support in managing effective organizations.

## **SUPPORTING COMPETENCE**

### 6. The Theory of Organization

Besides the study of the structure and design of organizations to improve effectiveness, it also discusses the concepts of business ethics in the financial and investment industries including the ethical financing and ethical investment concept.

### 7. Financial and Management Accounting

This course is concerned both with the information needs of external users both on financial and management matters specially for decision-making, control and performance evaluation. It also covers the review of Indonesian securities law and shariah commercial laws.

### 8. Management Information System

The course is designed to familiarize participants with issues, problems and opportunities in management information systems and examines its role in supporting a wide range of organizational functions in the securities industry.

### 9. Managing International Business

This course deal with issues pertaining to financial markets in a globally competitive environment . It will **concentrate** on foreign exchange and international equity and bonds markets and trading.

### 10. Group Field Project

## **ADVANCE COMPETENCE**

### 11. Business Strategy

Mergers and acquisitions as well as other corporate finance advisory service will be compulsory topics for corporate finance stream, while marketing investment products and services will be compulsory for investment management stream. While shariah structured Finance will be offered as an elective.

### 12. Investment Analysis and Risk Management

The course introduces the advanced industrial equity analysis for the investment management stream and managing underwriting projects for the corporate finance stream. Financial risk management and advance investment management subjects are available as elective.

### 13. Funds Mobilization Capital Markets

The course discusses the working of financial system and capital markets for funds mobilization and corporate financial management. The course also covers mutual fund management and Shariah fund management subjects.

#### 14. International Finance

This course deals with identifying and evaluating the behavior of international financial variables as well as the economic and business risk management issues that are generated by international transactions including derivatives markets and trading. Practical case studies for project financing and privatization of government assets will be examined as well as advance portfolio management for meeting the challenges of the global markets.

#### 15. Academic Report

The participant is required under supervision to research and write an individual academic paper on a specific area of finance chosen by the participant that would be of practical use to his or her organization.