

CURRICULUM STRUCTURE OF INTERNATIONAL INFORMATICS, COMMUNICATION AND TELECOMMUNICATION (ICT) BUSINESS



**Telkom
University**

TELKOM UNIVERSITY

Jalan Telekomunikasi No. 1 Terusan Buah Batu

Bandung, INDONESIA

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CURRICULUM STRUCTURE OF INTERNATIONAL INFORMATICS, COMMUNICATION AND TELECOMMUNICATION (ICT) BUSINESS

NO	SEMESTER 1 COURSE CODE	COURSE	CREDITS	NO	SEMESTER 2 COURSE CODE	COURSE	CREDITS
1	IMH1A3	Civics and Culture	3	1	IMH1H4	Accounting	4
2	IMH1B2	Religion	2	2	IMH1I3	Business Ethics & GCG	3
3	IMH1C2	Critical Reading & Writing	2	3	IMH1J4	Business Statistics	4
4	IMH1D4	English For Business	4	4	IMH1K3	Creative Thinking in Business	3
5	IMH1E4	Mathematical Economics	4	5	IMH1L3	Telecommunication System	3
6	IMH1F3	Business Management	3	6	IMH1M3	Marketing Management	3
7	IMH1G4	Economics	4	7	IMH1N3	Project Management	3

NO	SEMESTER 3 COURSE CODE	COURSE	CREDITS	NO	SEMESTER 4 COURSE CODE	COURSE	CREDITS
1	IMH2A3	Management Information System	3	1	IMH2H4	Operation & Quality Management	4
2	IMH2B4	Financial Management	4	2	IMH2I3	International Human Resource Management	3
3	IMH2C3	Law and Regulation	3	3	IMH2J4	Data Management	4
4	IMH2D4	Quantitative Methods for Business	4	4	IMH2K4	E-Commerce & Information Business	4
5	IMH2E4	Telecommunication Business	4	5	IMH2L3	Research Methodology 1	3
6	IMH2F3	Organizational Behavior	3	6	IMH2M4	International Business & Trade	4
7	IMH2G3	Minor 1 (Microsoft Project)	3	7	IMH2N1	Academic Writing 1	1

NO	SEMESTER 5 COURSE CODE	COURSE	CREDITS	NO	SEMESTER 6 COURSE CODE	COURSE	CREDITS
1	IMH3A3	Entrepreneurship 1	3	1	IMH4A4	Internship	4
2	IMH3B4	International Finance	4	2	IMH4B4	Final Project	4
3	IMH3C3	International Business Law	3				
4	IMH3D4	Service Mgmt & Operation in Telco	4				
5	IMH3E3	Supply Chain Mgmt in Telco	3				
6	IMH3F4	Information Security Management and Audit	4				
7	IMH3G1	Academic Writing 2	1				

SEMESTER 1

COURSE TITTLE	IMH1A3 : CIVICS AND CULTURE Credits : 3 Semester : 1
DESCRIPTION	This course gives the Studentss ability to comprehend the manner which appropriate with moral principle of The Pancasila in their daily life.
LEARNING OBJECTIVES	Mention and apply content of The Pancasila in daily life.
COMPETENCIES	<ul style="list-style-type: none"> - Be able to come up with concept of The Pancasila as Indonesia's ideology - Be able to describe moral principle of The Pancasila - Be able to be the role model regarding to The Pancasila
SUBJECT	<ul style="list-style-type: none"> - The Pancasila on history of Indonesia's struggling - The pancasila as philosophy system - The Pancasila's ethic on creative, social, national, and mainly political life. - Comprehending The Pancasila as national ideology - Introduction to The Pancasila on Indonesia's constitution - Understanding The Pancasila as a social and national paradigm, and applying on
REFERENCE	<ul style="list-style-type: none"> - Universitas Gunadarma, Diktat Kuliah Pendidikan Pancasila, Edisi 2007 - Drs. H. Kaelan, M.S. Pendidikan Pancasila, Edisi Reformasi Tahun 2000, Paradigma Yogyakarta - Ditjen DIKTI Depdiknas, 2001, Kapita Selekta Pendidikan Pancasila, Bag. 1, Dirjen Dikti Depdiknas, Jakarta - Budiarjo Miriam, 1981, Dasar-dasar Ilmu Politik, Gramedia, Jakarta - Darmodiharjo Dardji, 1996, Pokok-pokok Filsafat Hukum, Gramedia Pustaka Utama, Jakarta. - Wibisono Koento, 1989, Pancasila Sebagai Ideologi Terbuka, Makalah Pada Lokakarya Dosen-dosen Pancasila PTN Dan PTS Kopertis Wilayah V, Yogyakarta - Sekneg RI, 1995, Risalah Sidang BPUPKI Dan PPKI, Jakarta. - Sinar Grafika, 2002, UUD 1945 Hasil Amandemen Agustus 2002, Jakarta - Ditjen Dikti Depdiknas, 2001, Kapita Selekta Pendidikan Pancasila Bag.II, Dirjen Dikti Depdiknas, Jakarta - Mahfud, M.D. 1998, Pancasila Sebagai Paradigma Reformasi Hukum, Makalah Diskusi Panel Pada Pusat Studi Pancasila UGM. - Ketetapan-ketetapan MPR/MPRS Yang Masih Berlaku

COURSE TITLE	IMH1B2 : RELIGION Credits : 2 Semester : 1
DESCRIPTION	<p>HINDU Hindu Religion Course consists of basic personal establishment which gives Students the guidance and motivates them to possess a good personality and character regarding to Hindu's universal moral principle. Students are also expected to have integrity, loyalty, dedication, and responsibility.</p> <p>ISLAM Islamic course offers MBTI Students the principle of personal manifestation consisting of knowledge, values, and attitudes. This course also builds MBTI Students's personality to be the person who believes in God and has a good character.</p> <p>CHRISTIAN This course deals with the meaning, objective, and benefit of The Alkitab which is implemented by Students personally and socially.</p>
LEARNING OBJECTIVES	<p>HINDU After joining this class, Students are expected to be able to essentially understand Hindu, to fully comprehend and to continually apply the principle of Hindu. Those abilities can be applied by establishing Hindu's universal moral principle to be a guidance and motivation. Afterwards, Students can possess a good character, integrity, loyalty, dedication and responsibility.</p> <p>ISLAM Students are expected to be able to compare essentially The Al-Quran and The Ijtihad after taking a part on this course. Then, they can conclude and choose The Al-Quran and The Ijtihad as the source of Islamic principle as well.</p> <p>CHRISTIAN After joining this course, Students hopefully can come up with the meaning of The Alkitab which is written several times on The New Engagement of Alkitab.</p>
COMPETENCIES	<p>HINDU</p> <ul style="list-style-type: none"> - Be able to understand the meaning of philosophy, knowledge, and religion - Be able to understand the history of Hindu's improvement in India and Indonesia - Be able to understand the commencement of universe and its element - Be able to know with Veda and Maha Rsi coding as well, and comprehend the principle of Veda and the source of Hindu's Principle - Be able to improve the loyalty and ensuring the existing of God - Be able to understand The Catur Purusatha and The Catur aSrama as the goal life through The Catur Marga Yoga

	<ul style="list-style-type: none"> - Be able to understand the principle on The Sad Darsana and The Nawa Darsana - Be able to understand the position of The Pandita and The Pinandita <p>ISLAM</p> <ul style="list-style-type: none"> - Be able to understand and explain the meaning of Alquran and Hadist - Be able to understand the Islamic aqidah - Be able to understand and describe the akhlakul karimah - Be able to describe the human's dimension and its potential - Be able to understand Dzikir and Do'a - Be able to comprehend how to make a good family regarding to Islamic principle - Be able to understand the system of Islamic Economy - Be able to understand (ZISWA) on business perspective - Be able to explain the prophet's business knowledge and competition - Be able to understand finance and economic syariah - Be able to understand marketing network/MLM on Islam - Be able to understand E-commerce on Islam <p>CHRISTIAN</p> <ul style="list-style-type: none"> - Be able to implemen the Alkitab in social life - Be able to describe the role of the Alkitab in social life
<p>SUBJECT</p>	<p>HINDU</p> <ul style="list-style-type: none"> - The philosophy of knowledge and religion - The history of Hindu - Universe - Veda, Holly Book and Source of Law - Sardha's principle on Hindu - Yoga, Cattur Purusa Artha, Catur Asrama, Catur Marga Yoga - Hindu Dharma's sociology - Sad Darsana - Moral principle and Hindu ethics - Yaja - Pandita and Pinanditha - Holly place, Tirtha Yatra, and Hindu's holly day - Niti Sastra and Hindu's leadership <p>ISLAM</p> <ul style="list-style-type: none"> - Al-Qur'an and Hadist - Ijtihad

	<ul style="list-style-type: none"> - Aqidah Islamiyah and Akhlaqul Karimah - Human's dimension and it's potential - Worship, dzikir, and doa - Mu'amalah, ikhtiar, integrity, and entrepreneurship - Syariah on making islamic family - The system of Islamic economy - Zakat, Infaq, Shodaqoh, and Waqaf - Prophet's business and competition - Financeand Syariah Economy - MLM on Islam - E-Commerce on Islam <p>CHRISTIAN</p> <ul style="list-style-type: none"> - The understanding of Alkitab - The Function and the benefit of Alkitab - The confession of Alkitab in social life
<p>REFERENCE</p>	<p>Netra, A.A. Oka, Drs. 2009. Tuntunan Dasar Agama Hindu. Widya Dharma. Denpasar.</p> <p>ISLAM</p> <ul style="list-style-type: none"> - Depag RI. 2000. Al-Qur'anul Karim. - Al Mawardi , Abul Hasan (1993). Mutiara Akhlaq Al Karimah.. Jakarta: Pustaka Amani - Ba'dani, Faishal bin Ali (2007) Ikhlas, Sulitkah. Solo: Aqwam Media Propetika - Helmy, Masdar (1987) Infaq dan Sedeqah Sumber Dana dan kekuatan Umat Islam. Bandung: PT Al Ma'arif - Sidiq, Muhammad Nejatullah (1984) Bank Islam. Bandung: Pustaka - Antonio, Safi'i. (2009). Muhammad SAW The Super Leader Super Manager. Jakarta: tazkia Publishing & Pro LM Centre - Rohanady, D. (2000) Akhlaq Sosial Muslim. Jakarta : Pustaka Jaman <p>CHRISTIAN</p> <ul style="list-style-type: none"> - Alkitab. Lembaga Kitab Indonesia. Jakarta.1999 - Douglas, J.D. The New Bible Dictionary. London Bible College. 2003. - Hill, Andrew E. Survai Perjanjian Lama. - Buku Pedoman dari Kurikulum Terbitan Departemen Agama. Kutikulum Sekolah Tinggi Theologi. Bandung.

COURSE TITTLE	IMH1C2 : CRITICAL READING & WRITING Credits : 2 Semester : 1
DESCRIPTION	Students have a knowledge, creativity, positive attitude in speaking Indonesia both oral and written which is applied on scientific work.
LEARNING OBJECTIVES	Arranging scientific essay
COMPETENCIES	<ul style="list-style-type: none"> - Be able to select the topic, theme, and title of scientific essay writing - Be able to link the reference with a good scientific work - Be able to show the draft of scientific essay - Be able to understand the rules of composing the word, sentence, and paragraph - Be able to define kind of scientific essay - Be able to indicate variety of languages formally and non-formally as well
SUBJECT	<ul style="list-style-type: none"> - Variety of scientific terms - Concept of effective sentences - Reading critically for writing - Quotation and reference - Selection of topic, theme, and title of scientific work - Academic paper - Theory of scientific writing - Closing - Presentation for scientific work
REFERENCE	<ul style="list-style-type: none"> - Mulyono, Iyo. 2011. Dari Karya Tulis Ilmiah Sampai Dengan Soft Skill. Bandung Yrama Media. - Soeseno, S. 1995. Teknik Penulisan Ilmiah Populer. Jakarta:Gramedia.

COURSE TITLE	IMH1D4 : ENGLISH FOR BUSINESS Credits : 4 Semester : 1
DESCRIPTION	This course provides Students English for Business in a real situation
LEARNING OBJECTIVES	Students are able to understand the proper English structure to be implemented in business activities
COMPETENCIES	By taking this class, Students are able to identify kind of tenses and sentence pattern, to change passive voice into active voice, to explain type of sentences, to compos academic writing by English, to describe English text accurately, and to demonstrate the form of business activities
SUBJECT	<ul style="list-style-type: none"> - Tenses - Passive voice - Sentences - Paragraph Buliding - Reading Skills - Business Activities
REFERENCE	<ul style="list-style-type: none"> - Azar, Betty Schramfer. 2002. Understanding and Using English Grammar. Pearson Longman. - Mikulecky, Beatrice S. And Jeffries, Linda. 2002. Reading Power 3th edition. Pearson Longman. - Claudio, Anibal Munoz. 2006. An Easy Way To Make Questions in English. University of Puerto Rico. - Djuhaeri, Otong Setiawan. 2008. Functional English Grammar. Yrama Widya. - Miles, Andrew D. 2007. Basic Business Agenda Exercises. Barcelona. - Krannich, Caryl Rae; Krannich Ronald L. 2003. Nail The Job Interview!. Impact Publication: Manassas Park Virginia - MacKenzie, Ian. 1997. English for Business Studies (A Course for Business Studies and Economics Studentss). Cambridge University Press. - Sweeney, Simon. 2000. English for Business Communication. Cambridge University Press. - 9. Tullis, Graham; Trappe, Tonya. 2006. New Insights into Business (Students's Book). Longman

COURSE TITTLE	IMH1E4 : MATHEMATICAL ECONOMIC Credits : 4 Semester : 1
DESCRIPTION	Math is the tool which can simplify the presentation and comprehension of problem. By using math terms, some problems can be easy to be presented, comprehended, and solved. As the developed knowledge, economics deals with math in every its discussion. Due to this fact, every concept of Math has become primary analytical tools on economics. Thus, modern economics has been used mathematically.
LEARNING OBJECTIVES	After taking this class, Students are expected to be able to use technique of math as the tool to overcome the problem in business and economy
COMPETENCIES	After dealing with the discussion, Students are expected to be able to identify everything in terms of functional concept such as equation. They come up with linearity such the way to form non-linear equation, linking the primary characteristic of exponential and logarithmic function, presenting important characteristic of differences related to the function which consists of one-free-variable on its equation. They hopefully can link differential theory to be implemented in economical models consisting of one-free-variable, present differential characteristic to the function which has more free variable, compose and conclude theories of economic math including the originality of mathematics, logic of economics, and implementation of math's concept on economics.
SUBJECT	Math function, linearity, equation, non-linear connection, economical implementation of non-linear function, exponential and logarithmic, different of simple function, differential economic implementation, partial difference, economical implementation on partial difference, and matrix
REFERENCE	Dumairy, (1999). Matematika Terapan untuk Bisnis dan Ekonomi. BPFE, Yogyakarta.

COURSE TITTLE	IMH1F3 : BUSINESS MANAGEMENT Credits : 3 Semester : 1
DESCRIPTION	This course provides Students the understanding of business management based on the concepts, of needed theory, and of the implementation to analyse current business
LEARNING OBJECTIVES	At the end of this course, Students are able to present the relationship between management concept and their own business with business/operation in existing company
COMPETENCIES	<ul style="list-style-type: none"> - Be able to identify management concept, business system, and business environment - Be able to describe business ethics and its responsibility - Be able to describe entrepreneurship and business company - Be able to enlighten organizational business company - Be able to present how to manage companies aspects

	- Be able to analyse business in some companies
SUBJECT	Management, business environment, business ethics and responsibility, entrepreneurship, business company, organizational business company, companies aspects, and analysis of company business management
REFERENCE	<ul style="list-style-type: none"> - Griffin Ricky W, Ebert Ronald D, (2006) Business, Pearson Prentice Hall - Ferrell, OC Geoffrey Hirt, Ferrel Linda, (2006) Business A Changing World, Mc Graw Hil - Batemann Thomas S, Snell Scott A Management Competing In The New Era, Mc Graw Hil - Ball, Donald A And Mc Culloc Wendell, International Business, Edisi 9, Salemba Empat, 2005 - Anoraga Pandji, Manajemen Bisnis, Bineka Cipta, 2009

COURSE TITLE	IMH1G4 : ECONOMICS Credits : 4 Semester : 1
DESCRIPTION	This course will provide Students micro economics including the rule of demand and offer, producer, consumer and structural market. They also will engage with macro economics such as national income, economic growth, inflation and unemployment
LEARNING OBJECTIVES	After taking this course, Students are expected to be able to analyse business by using basic economy concept both micro and macro
COMPETENCIES	<ul style="list-style-type: none"> - Be able to define economics scope - Be able to describe the role of producer and consumer - Be able to enlighten production theory and production cost - Be able to link structural market and competitive strategic - Be able to count level of national income, economic growth, inflation and unemployment - Be able to analyse business by using basic concept of macro and micro economy, and the relationship between them
SUBJECT	Economic scope, role of producer and consumer, production theory and production cost, structural market and competitive strategic, national income, economic growth, inflation, unemployment, macro and micro economic concept in business
REFERENCE	<ul style="list-style-type: none"> - pyndick, robert S, and rubinfeld, daniel L. 2009. Microeconomics. Seventh edition. Prentice hall. - Mankiw, N. Grgory. 2008. Principle of Economics. Fifth Edition. Thomson South Western Cengage Learning. - Blancard, Oliver. 2003. Economics. Eighteenth edition. McGraw-Hill

SEMESTER 2

COURSE TITLE	IMH1H4: ACCOUNTING Credits : 4 Semester : 2
LEARNING OBJECTIVES	After joining this class, Students are expected to be able to demonstrate registration system, to analyse and provide financial statement to service enterprise and trade company
COMPETENCIES	After taking this course, Students are able to explain accounting scope, to formulate accounting basic equality, to describe registration system to each stage of accounting cycle, to formulate result of registration on each stage of accounting cycle, and to formulate registration of supported transaction on primary ledger
SUBJECT	Accounting and business, accounting equation, accounting cycle of service enterprise, adjustment entries, worksheet and financial statement, closing entries and post closing trial balance, transaction journal of trading company, subsidiary ledger, closing entries, cash, account receivables, tangible fixed assets and intangible fixed assets account, and firm
REFERENCE	- Warren, Carl S.; Reeve dan Fess, Accounting, 21th Edition, Thomson South – Western, 2005 - Soemarso SR, Akuntansi: Suatu Pengantar, Buku 1, Edisi Lima, Penerbit Salemba Empat.

COURSE TITLE	IMH1I3 : BUSINESS ETHICS & GCG Credits : 3 Semester : 2
DESCRIPTION	This course provides Students the knowledge of corporate governance anlysis tools consisting of governance board, governance principles and governance mechanism, and business ethics discussion
LEARNING OBJECTIVES	After taking this course, Students are able to differ the ethical and unethical business on companies GCG implementation
COMPETENCIES	<ul style="list-style-type: none"> - Be able to define GCG, task and authority of governance board - Be able to present GCG's principle and the theories related to GCG - Be able to describe corporate social responsiity - Be able to give some examples of ethical and unethical advertisement, and unethical behaviour on business - Be able to predict risk management and GCG evaluation in company

	- Be able to differ ethical and unethical business on GCG's implementation in company
SUBJECT	GCG, Governance Principles, corporate social responsibility, advertisement and its ethical dimension, risk management and GCG assessment, and GCG's implementation
REFERENCE	<ul style="list-style-type: none"> - Komite Nasional Kebijakan Governance (KNKG). Pedoman Umum Good Corporate Governance Indonesia.2006 - Ety Retno Wulandari. Good Corporate Governance konsep, prinsip, dan praktik. Lembaga Komisariss dan Direktur Indonesia (LDI-KNKG). - Kees Bertens. "Pengantar Etika Bisnis". Kanisius. Yogyakarta. 2005. - Philip Kotler, Nancy Lee. Corporate Sosial Responsibility. John Wiley and sons.2005.

COURSE TITTLE	IMH1J4 : BUSINESS STATISTICS Credits : 4 Semester : 2
DESCRIPTION	This course provides Studentss to be able to describe basic concept of statistics, to overcome business and management problem, to describe how to collect datas and to analyse them to get the parameter, to identify and implement some basic statistic method to eovercome business and management problem. This course also give Studentss the ability to analyse result by using concept of basic statistics, and to implement statistic software for solving problem on business and management then to analyse its result.
LEARNING OBJECTIVES	Studentss are expected to comprehend concept of basic statistics on business and management, to identify and to overcome variety of problem on business and management by using concept of basic statistics, to recognize statistic software and how to use it properly
COMPETENCIES	<ul style="list-style-type: none"> - Be able to identify variety and source of data - Be able to describe concept of data parameter - Be able to count data related to variety of distribution probabilities - Be able to intreprete the meaning of prediction of reliant interval - Be able to interpret statistical result on business and management
SUBJECT	Basic concept of business statistics, basic concept of parameter dispersion and data counting, probability concept, point prediction and reliant interval, and using proper statistic tools in a case
REFERENCE	<ul style="list-style-type: none"> - Berenson, Mark L.; Levine, David M.; Krehbiel, Timothy C., Basic Business Statistics, 11/E, Prentice Hall, 2009. (BLK) - Lind, Douglas A.; Marchal, William G.; & Wathen, Samuel A. Statistical Techniques In Business & Economics International 13th Edition, McGraw Hill (LMS) - Lind, Douglas A.; Marchal, William G.; & Wathen, Samuel A. Teknik-teknik Statistika Dalam Bisnis Dan Ekonomi, Edisi 13, McGraw Hill, Salemba Empat.

COURSE TITLE	IMH1K3: CREATIVE THINKING IN BUSINESS Credits : 3 Semester : 2
DESCRIPTION	Creative Thinking in Business sharpens students' creative thinking as an individual and as a group as well as encourages students to implement it in order to develop creative products.
LEARNING OBJECTIVES	After taking the courses, students are able to produce creative product prototypes in a group.
COMPETENCIES	By studying the subjects, students are able to: <ul style="list-style-type: none"> - Describe the basic concepts of creativity - Describe various creative thinking techniques - Create alternative concepts in creative product either individually or as a group - Relate the concepts in creative products with customers' problems in a group - Evaluate concepts in creative products in a group - Design creative product prototypes in a group - Produce creative product prototypes in a group
SUBJECT	Basic Concepts in creativity, Creative thinking techniques, Developing creative product concepts, Developing customer based creative product concepts, Testing creative product concepts, Creative Product Prototype Design, and Creative product prototype production
REFERENCE	- Goman, Carol Kinsey. Creativity in Business: Mengubah Gagasan Menjadi Keuntungan. Penerbit PPM. 2003 - Crawford, Merle and Di Benedetto, Anthony. New Product Management. McGraw-Hill International. 2008.

COURSE TITLE	IMH1L3 : TELECOMMUNICATION SYSTEM Credits : 3 Semester : 2
DESCRIPTION	This course provides Students concept of basic telecommunication system, type of data communication service, architectural concept, topology and network protocol, concept of wireless technology, and implementation of telecommunication technology on telecommunication business
LEARNING OBJECTIVES	Be able to present the implementation of telecommunication technology on telecommunication business (c3)
COMPETENCIES	- Be able to understand concept of basic telecommunication system - Be able to describe concept of data communication - Be able to comprehend concept of telecommunication network and model

	- Be able to present wireless network technology on telecommunication business
SUBJECT	Concept of basic telecommunication system, data communication, network concept, and wireless network
REFERENCE	<ul style="list-style-type: none"> - Anders Hellman Dan Gudrun Bager. (1997). Understanding Telco Communication. Ericson Telecom, Telia, And Students Litterature. - Gunawan Wibisono Dan Gunadi Dwi Hantoro. (2008). Mobile Broadband Tren Teknologi Wireless Saat Ini Dan Masa Mendatang. Penerbit Informatika Bandung.

COURSE TITTLE	IMH1M3: MARKETING MANAGEMENT Credits : 3 Semester : 2
DESCRIPTION	This course provides Studentss concept of marketing management including the aspect of management and marketing, instrument and marketing analysis, decision of marketing mix, developing the strategy and the plan of marketing program in organization
LEARNING OBJECTIVES	At the end of the class, Studentss are expected to be able to implement marketing management concept in organization
COMPETENCIES	After taking this course, Studentss are expected to be able to explain the scope of marketing management concept in some organization, to mention sample of marketing concept in some organization, to develop marketing management concept related to consumer. They also can enlighten proper marketing strategy, demonstrate concept of integrated marketing channel, link marketing communication with marketing mix properly, and make marketing plan in some organization
SUBJECT	Marketing management, customer relationship, marketing strategy, making offering price, giving the value, communicate the value, and marketing program
REFERENCE	<ul style="list-style-type: none"> - Kotler, P. and Keller, K. L. (2009). Marketing Management, 13th Edition. Pearson Education, Inc. - Kotler, P. and Armstrong, G. (2010). Principles of Marketing, 13th Edition. USA: Pearson-Prentice Hall

COURSE TITLE	IMH1N3 : PROJECT MANAGEMENT Credits : 3 Semester : 2
DESCRIPTION	This course covers the introduction to project management, history about the project planning techniques development, planning a project activity, making a network diagram, scheduling a project and allocating the resources, planning a project budget, making a project proposal to join a tender and controlling as well as evaluating a project of telecommunication infrastructure bulding or informatics and multimedia.
LEARNING OBJECTIVES	After taking this course, students are able to evaluate the project management process and have the ability and skills to plan, control the project and provides an attitude an ethics in handling the project.
COMPETENCIES	After taking this subject, students are able to understand the project management concepts, calculate and making a project plan.
SUBJECT	Concept of Project Management, Project Palnning, Project Management, and Project Controlling
REFERENCE	<ul style="list-style-type: none"> - Clifford, Gray., Project Management: Managerial Process, 4th Ed, McGraw-Hill, 2007 - Project Management Institute.,A Guide To The Project Management Body Of Knowledge, 4thed,2008. - Soeharto, Iman., Manejemen Proyek, Erlangga, Jakarta, 1999 - Meredith, Mantel., Project Management, Managerial Approach, John Wiley & Sons, Canada, 2003 - Nicholas, John., ProjectManagement For Business And Engineering,2nded, Elsevier Butterworth???Heinemann - Verzuh., The Fast Forward MBA In Project Management, 2nded, John Wiley

SEMESTER 3

COURSE TITLE	IMH2A3 : MANAGEMENT INFORMATION SYSTEM Credits : 3 Semester : 3
DESCRIPTION	To some extent, the importance of information has been realized by companies so that it is deserved to be managed exclusively apart from any other management fuctions, marketing, manufacturing, financial and human resource. It is for all information service to all managerial levels in all of the functional area
COURSE TITLE	SM451024 : Information System Management Credits : 4 Semester : 4
DESCRIPTION	To some extent, the importance of information has been realized by companies so that it is deserved to be managed exclusively apart from any other management fuctions, marketing, manufacturing, financial and human resource. It is for all information service to all managerial levels in all of the functional area
COURSE TITLE	SM451024 : Information System Management Credits : 4 Semester : 4
DESCRIPTION	To some extent, the importance of information has been realized by companies so that it is deserved to be managed exclusively apart from any other management fuctions, marketing, manufacturing, financial and human resource. It is for all information service to all managerial levels in all of the functional area

COURSE TITLE	IMH2B4 : FINANCIAL MANAGEMENT Credits : 4 Semester : 3
DESCRIPTION	This course provides students concept of basic theory on financial management in terms of goal or financial decision in conducting concept of financial management
LEARNING OBJECTIVES	Selecting proper investment to be conducted based on comparison of evaluation on estimation
COMPETENCIES	After taking this course, students are expected to be able to understand financial principle and scope of financial management, to describe type of investment either in a real sector or in financial sector, to predict level of risk or return of investment on real sector and financial sector. Students hopefully can count proper investment, compare result of estimation in every investment, and selecting the proper investment to be conducted regarding to evaluation on estimation

SUBJECT	Financial report, time value of money, bond payable, stock, returned investment, capital structures, stock management, capital budgeting concept, and lease
REFERENCE	- Keown, Arthur J., John D. Martin, J. William Petty, David F. Scott JR. Financial Management : Principle&application. Last Edition. Pearson Prentice Hall

COURSE TITTLE	IMH2C3 : LAW AND REGULATION Credits : 3 Semester : 3
DESCRIPTION	This course provides students to be able to understand law and regulation of telecommunication either national or international telecommunication business
LEARNING OBJECTIVES	After joining this class, students can implement law and regulation aspect of telecommunication business
COMPETENCIES	After taking this course, students are expected to be able to identify law and regulation concept, to describe type of business law, to formulate type telecommunication regulation, and to present and to implement law and regulation of telecommunication business
SUBJECT	Legal engagementand treatise, firm, lawsuit and ADR, intellectual property right, law and regulation of telecommunication, telecommunication research study, network, interconnection, tariff, competency policy, corporate, and consumer protection
REFERENCE	<ul style="list-style-type: none"> - Arus Akbar Dkk, (2009), Aspek Hukum Dalam Ekonomi Dan Bisnis, Citra Aditya, Bandung - Daniel, Brenda, (1987)Comprehensive Business Law, Kent Publishing Comp,boston - Danrivanto Budhijanto , (2010), Hukum Telekomunikasi, Penyiaran Dan Teknologi Informasi (Regulasi Dan Konvergensi) , Refika Aditama, Bandung - Helni MJ,(2011), Himpunan Regulasi Telekomunikasi, IM Telkom, Bandung - Subekti, Hukum Perjanjian,(1963), Intermasa,Jakarta - -----(2000), Telecommunications Regulations Handbook ,Info Dev,the World Bank, Washington, - KUH Perdata - UUD 1945

COURSE TITLE	IMH2D4: QUANTITATIVE METHODS FOR BUSINESS Credits : 4 Semester : 3
DESCRIPTION	The approach of Quantitative methods for business deals with scientific approach by using some formulas and math theory, probability, game theory, and other mathematical process on decision making. The data will be involved, manipulated, and processed on the process of quantitative analysis. This process is conducted to be some information then being used as consideration on business decision making.
LEARNING OBJECTIVES	At the end of this class, students are expected to be able to evaluate quantitative method for business
COMPETENCIES	After taking this course, students are expected to be able to: <ul style="list-style-type: none"> - Identify the scope of quantitative method for business - link business problem with mathematical and graphical equation - count the data by transportation and delegation method - select the tools for quantitative analysis - analyse the used quantitative method - evaluate quantitative method for business
SUBJECT	Programming linear completion, optimization, decision technique and analysis, forecasting, and queuing theory
REFERENCE	<ul style="list-style-type: none"> - Render, Barry, Stair, Jr, Ralph M., And Hanna, Michael E., Quantitative Analysis For Management, 10th Edition, Pearson-Prentice Hall, 2009. - Hiller, Frederick And Lieberman, Gerald S., Introduction To Operations Research, McGraw 1995. - Revere, Lee Dan John Large, Quantitative Analysis For Management, 9th Edition, Prentice Hall, Inc., 2006.

COURSE TITLE	IMH2E4 : TELECOMMUNICATION SERVICE BUSINESS Credits : 4 Semester : 3
DESCRIPTION	In this course, students will learn service business concepts in telecommunication industry through current business models or the model currently used in Indonesia. Syllabus used recently is in accordance with e-TOM, which is used to show process business needed by a service provider company.
LEARNING OBJECTIVES	At the end of the course, students are able to analyze business models currently Used in Telecommunication Industry.
COMPETENCIES	By studying the subjects, students are able to: <ul style="list-style-type: none"> - Understand elements in telecommunication service business,

	<ul style="list-style-type: none"> - Show the relation between strategy, infrastructure as well as product and telecommunication business model, - Show the relation between operational activities and telecommunication business, - Show the relation between the implementation of company strategy and telecommunication business, - Analyze business model currently used in telecommunication industry (e-TOM).
SUBJECT	Telecommunication business, plan, strategy, infrastructure, and product, operational activities in telecommunication, management strategy of a company, and study case in e-TOM.
REFERENCE	<ul style="list-style-type: none"> - Strouse, Karen G.(2004). " Customer-Centered Telecommunication Services Marketing". Artech House. London - Strouse, Karen G.(2001). " Strategies For Success In The New Telecommunications Marketplace". Artech House. London - TMForum.(2010)."High-Level Guide for Manager ; The Business Process Framework".www.tmforum.org.

COURSE TITLE	IMH2F3: ORGANIZATIONAL BEHAVIOR Credits : 3 Semester : 3
DESCRIPTION	Organizational attitude is a field of study, which means that organizational attitude is a particular skill that has a common scientific field. OA teaches three significant factors in organizational behavior: individual, group, and structure. OA implements the knowledge obtained that relates to individuals, groups and influences of structures towards attitudes as to make an organization to work effectively.
LEARNING OBJECTIVES	At the end of the course, students are able to analyze organizational behavior in a company scope
COMPETENCIES	By studying the subjects, students are able to: <ul style="list-style-type: none"> - Define organizational behavior and basics in individual attitudes, - Explain factors that determine one's personalities, distinguish emotion and mood, - Explain concepts of motifs in terms of attitudes and work satisfaction, - Show some basics in group attitudes and understand teamwork, - Explain communication process, - Relate cases in organizational behavior with organizational theories, - Explain leadership theories, - Compare leadership and authority, - Describe conflict process, - Summarize basics of organizational structure and explain organization of matrix, - Describe strengths used as improvement stimulus and explain variables in individual differences that

	connect stress and work result, - Relate organizational system and organizational dynamics.
SUBJECT	Basics in individual attitudes, personality and attitude, emotion and mood, motivation, attitudes and work satisfaction, basics of group attitude, teamwork, communication, leadership, power and politics, conflicts and negotiation, organizational structure and culture, work stress.
REFERENCE	Robbins, S.P & Judge T. A. 2009. Organizational Behavior. Salemba Empat: Jakarta

SEMESTER 4

COURSE TITLE	IMH2H4: OPERATION & QUALITY MANAGEMENT Credits : 4 Semester : 4
DESCRIPTION	After studying Operation & Quality Management it is expected that students can understand Operation & Quality Management. On the topic of operation, students will learn about operation and productivity, operational strategy in global setting, project management, product and service design, process strategy, capacity planning, agregat and disagregat, MPS and MRP, as well as quality management.
LEARNING OBJECTIVES	At the end of the course, students are able to implement operational management in a company.
COMPETENCIES	<ul style="list-style-type: none"> - Students are able to identify basics in operational management - Students are able to conclude operational design and quality management - Analyze project management - Students are able to implement operational management
SUBJECT	Planning and development of products, TQM, ISO, Six Sigma, Malcolm, Balbrige, Statistical Process Control, capacity plan, location strategy and site planning, project management, crashing in project management, agregat plan, MRP & ERP, as well as short term scheduling.
REFERENCE	<ul style="list-style-type: none"> - Gupta Srinivasa, B Valarmathi., Total Quality Management, 2nd edition, tataMcgraw-Hill Education Private Limited, 2009 - Render Barry, Jay Heizer., Operations Management, edition, Pearson-prentice hall, 2011 - Soeharto imam., ManajemenProyek, 2nd edition, Erlangga,2009

COURSE TITTLE	IMH2I3: INTERNATIONAL HUMAN RESOURCE MANAGEMENT Credits : 3 Semester : 4
DESCRIPTION	Human Resource Management is a course discussing how to manage human resource in organizational scope in line with their own competence and how to treat human, treat human as human without taking duty and responsible in a company for granted, since human is considered as asset/valuable thing that should be secured. Without human, an organization even if it is supported by sophisticated equipments cannot survive.
LEARNING OBJECTIVES	At the end of the course, students are able to show the relation among functions in human resource management in a company.
COMPETENCIES	<ul style="list-style-type: none"> - Defining human resource management and explaining human resource management cycle - Defining parts in designation analysis as well as job design - Explaining factors and process in human resource planning - Describing recruitment process, selection, orientation, and work placement - Explaining differences between development and employee training as well as carrier development - Applying human resource management theory to respective company - Explaining work performance - Explaining payment system - Explaining the relation between industrial and exit system - Explaiining human HR-audit and HRIS - Relating human resource management cases with human resource management theories
SUBJECT	Justice to all employees, designation analysis, job design, human resource planning, recruitment, selection, orientation, work placement, employee development and training, career planning, work performance, payment system, industrial relation, exit system, HR audit, human resource information, and case study.
REFERENCE	Werther, WB & Davis, K. 2006. Human Resources And Personnel Management. McGraw Hill: Singapore

COURSE TITLE	IMH2J4 : DATA MANAGEMENT Credits : 4 Semester : 4
DESCRIPTION	This course provides Students aspects of basis data implementation by using current technology information on management. It is conducted by approaching basic data arrangement to be applied for maximazing company's work
LEARNING OBJECTIVES	At the end of this class, sudents are expected to create logical plan of basis data for a system
COMPETENCIES	<ul style="list-style-type: none"> - Be able to mention technologu terms and information management - Be able to know architechtural information technology - Be able to describe data management and organizational information - Be able to sum up business process management and organizational information system - Be able to understand concept and sage on process of system design of basis data - Be able to give some examples of current basis data implementation - Be able to create logic design of basis data for some system
SUBJECT	Technology terms and information management, architecture of information technology, data management and organizational information, business process management and organizational information system, concept and stage on process of system design of basis data, implementation of current basis data, and logic design of basis data for some system
REFERENCE	<ul style="list-style-type: none"> - James O' Brien, George M. Marakas; Management of Information Systems; McFraw-HiDate 2008 - Elmasri, Ramuz, and Shamkant B. Navathe, Fundamentals of Database Systems, Addison Wesley 2007

COURSE TITLE	IMH2K4 : E-COMMERCE & INFORMATION BUSINESS Credits : 4 Semester : 4
DESCRIPTION	The course offers students ability to identify potentials in the application of e-commerce, understand business model, supporting infrastructure, process and alternative in application development, security & payment system, marketing concept, marketing communications, as well as emergent ethical, social, and political problems so that at the end they can design and implement e-commerce and IT business in their future work field or business.
LEARNING OBJECTIVES	After the course, students will be able to produce e-commerce and IT business either in their future workfield or business.
COMPETENCIES	Students are able to compare e-commerce and IT business, design technological infrastructure for e-commerce and IT business, evaluate business concept and social issue in e-commerce and IT business, and produce e-commerce and IT Business in their future workfield or business
SUBJECT	E-commerce & IT Business Model, technological infrastructure for e-commerce and IT business,

	business concept and social issues in e-commerce and IT business, and producing e-commerce and IT business in the future workfield or business.
REFERENCE	<ul style="list-style-type: none"> - Evans, Dave.(2010). Social Media Marketing. Indianapolis, Indiana: Wiley Publishing, Inc. - Laudon, Kennerth C. & Traver, Carol Guercio. (2009). E-commerce: Business, Technology, Society, Fifth Edition. New Jersey: Prentice Hall. - Chaffey, Dave. (2004). E-Business And E-commerce Management-2/E : Strategy Implementation, And Practice. Harlow : Pearson Education Limited. - Prasetio, Adhi. (2012). Buku Pintar Pemrogram Web. Jakarta Mediakita.

COURSE TITLE	IMH2L3: RESEARCH METHODOLOGY 1 Credits : 3 Semester : 4
DESCRIPTION	In this course students could understand the basic principle of business research and making the research proposal about the research background, and literature review (chapter 1 – chapter 2)
LEARNING OBJECTIVES	In the end of the course students are expected to be able to making the research proposal (chapter 1 - chapter 2)
COMPETENCIES	Students are able to explain the concept of research, phenomenon, the theory, reseach framework and hypotheses
SUBJECT	The theory of basic and business research, phenomenon, theory, research framework, hypotheses, variable, reliability and validity test, data source.
REFERENCE	

COURSE TITLE	IMH2M4: INTERNATIONAL BUSINESS & TRADE Credits : 4 Semester : 4
DESCRIPTION	In this course students discuss about the business activities range and international trade, economics contexts and characteristics, global market politic and various main markets around the globe, cultural and ethical consideration as well as strategic management issues for the company which involves in international business.
LEARNING OBJECTIVES	In the end of the course students are expected to be able to analyze the strategy of the company in relation to the development in international business.
COMPETENCIES	Students are able to explain the outline scope, concept and development of international business, showing the cultural, social, political and economic context as well as theory of trades and international business.

SUBJECT	The scope and development of international business, theory of trades and international business, company strategy in international business, company's functional strategy and presentation.
REFERENCE	- Hill, Charles W.I. 2011. International Business : Competing In The Global Marketplace 8th Ed. New York. Mcgraw-hill : Irwin (ch) - Griffin, Ricky W & Pustay, Michael W. 2010. International Business 6th Ed. New Jersey, USA: Pearson Prentice Hall

COURSE TITLE	IMH2N1: ACADEMIC WRITING 1 Credits : 1 Semester : 4
DESCRIPTION	In this course students discuss about an organization of an academic essay, common mistakes in reasoning (poor reasoning) of an essay apply all topics in their essay and edit their own essay.
LEARNING OBJECTIVES	Students are able to write academic essay in English properly.
COMPETENCIES	Students are able to to make an organization of an academic essay, able to identify most common mistakes in reasoning (poor reasoning) of an essay, able to identify most common mistakes in reasoning (unclear reasoning) of an essay, able to apply all topics in their essay and edit their own essay.
SUBJECT	Introduction, Main body, Conclusion, References,, Structure, Referencing techniques, Misusing or misquoting a well-known phrase, Generalization, Speculations, assertions, Making indirect assumptions
REFERENCE	

SEMESTER 5

COURSE TITLE	<u>IMH3A3 : ENTREPRENEURSHIP</u> Credits : 3 Semester : 5
DESCRIPTION	This course is designed to show the entrepreneurship concept which focuses on creativity and innovativity in searching for the opportunity and in choosing the business idea, planning the business as well as starting the business continuously.
LEARNING OBJECTIVES	By taking this course, the students are able to show the entrepreneurship, choosing the business opportunity and able to propose a business plan well.
COMPETENCIES	Students are able to explain the basis of entrepreneurship and business building, business ownership as well as well as showing the marketing aspects of business plan well, exposing the financial and capital basis and proposing the business plan well.
SUBJECT	Foundations of entrepreneurship and business building, basics of finance and business capital plan, leadership theory and management, and business plan proposal.
REFERENCE	Hisrich, Robert D.; Peters, Michael P.; Shepherd, Dean A (2009), Entrepreneurship, 8 th Edition, McGraw-Hill Higher Education

Couse Title	<u>IMH3B4 : INTERNATIONAL FINANCE</u> Credits : 4 Semester : 5
DESCRIPTION	International finance is a concept that is useful in decision-making which is related to the influence of international events for the company's finance and in deciding the steps to take by using the positive development of the company and keeping the things that are harmful. International finance is also useful as the knowledge to anticipate and predict the events that influence the international community to make a favorable decision before the incident occurred.
LEARNING OBJECTIVES	After taking this course students are able to analyze the concepts of international financial management in business environment.
COMPETENCIES	Students are expected be able to : <ul style="list-style-type: none"> - Identify the purpose of multinational cooperation (MNC) and international business, - Describe the suitable key theories of international business, explain the international monetary system, balance, international parity conditions, - Calculate the market and value of foreign exchange, foreign exchange exposure, international investing management. - Analyzing the international financial management.

SUBJECT	Multinational Corporation and international business, international business theory, international monetary system, balance of payments, international parity conditions, foreign currency exchange rate, foreign exchange derivatives and markets and international investing management.
REFERENCE	<ul style="list-style-type: none"> - Hady, Hamdy. 2007. Manajemen Keuangan Internasional. Penerbit Yayasan Administrasi Indonesia (hd) - Eiteman, David K., Arthur, I., Stonehill, And Michael H. Moffet. 2007. Multinational Business Finance. 11th Edition. Pearson Education (etm) - Madura, Jeff. 2011. International Financial Management. 11th Edition. South-western Cengage Learning. (mdr)

COURSE TITLE	IMH2N1: ACADEMIC WRITING 2 Credits : 1 Semester : 5
DESCRIPTION	In this course students discuss about
LEARNING OBJECTIVES	Students are able to write academic essay in English properly.
COMPETENCIES	Students are able to to identify most common general mistakes (Formal vs. informal writing), able to apply all topics in their essay and edit their own essay, able to identify Punctuation and understand English Grammar (proof-reading), able to apply all topics in their essay and edit their own essay.
SUBJECT	Phrasal verbs, Idioms, Conversational English Abbreviations and contradictions, Bad syntax
REFERENCE	

COURSE TITLE	IMH3D4 : SERVICE MANAGEMENT & OPERATION IN TELCO Credits : 4 Semester : 5
DESCRIPTION	The course discusses telecommunication business. Business in this field has become a service business that gives big benefit to a company. It can be seen from the improvement of penetration market and market share of a company.
LEARNING OBJECTIVES	Students are able to evaluate management of telecommunication based service in the future.
COMPETENCIES	Describing the characteristic of telecommunication service business, planning some development of new services in telecommunication industry, analyzing service quality in service provider based telecommunication, analyzing service quality in mobile communication based telecommunication, designing diagram/scheme of supply and demand of telecommunication service, and evaluating management of telecommunication based service in the future.

SUBJECT	Characteristics of telecommunication service business, designing and developing telecommunication service, quality of provider based telecommunication service, quality of communication mobile based telecommunication service, management of supply and demand of telecommunication service, and evaluation of telecommunication service quality in the future.
REFERENCE	Fitzsimmons, J.A. Fitzsimmons, M. (2006). Service Management Operation, Strategy, And Information Technology (5th Edition). Mc Graw Hill. IET Telecommunication Series (2009). Telecommunication Quality Of Service Management From Legacy To Emerging Service (2nd Ed). The Institution Of Engineering And Technology, London, UK. Strause, Karen G. (2004). Customer Centered Telecommunication Services Marketing (1th Ed). Artech House, Inc. Bahan-bahan Service Management And Operation In Telco Dari Website

COURSE TITLE	IMH3E3: SUPPLY CHAIN MANAGEMENT IN TELCO Credits : 3 Semester : 5
DESCRIPTION	The course will discuss supply chain management particularly in telecommunication field. It includes definition, activities, and the implementation of supply chain management. Students will also be introduced with several cases in SCM implementation in telecommunication world.
LEARNING OBJECTIVES	At the end of the course, students can analyze the implementation of supply chain in telecommunication business
COMPETENCIES	Knowing the SCM scope at Telco and purchasing in Supply Chain Management in Telco, explaining every uncertain demand and supply process related to SCM, describing supporting processes in SCM including transportation, distribution, and information system, as well as its relation with supplier, understanding the definition of SCM in Telco as well as its supporting processes, relating coordination in SCM with embedded components including the influence of revenue, describing how supply chain can survive in telecommunication competence era through the implementation of e-TOM, and being able to analyze the implementation of supply chain in telecommunication business.
SUBJECT	The scope of and purchasing in SCM, uncertainty in demand and supply, SCM supporting process, definition of SCM including supporting processes, SCM coordination and revenue influence, the way how SCM can survive in competition era, and the implementation of SCM in telecommunication.
REFERENCE	- Chopra, Sunil & Peter Meindl. (2007). Supply Chain Management-Strategy, Planning & Operation. Prentice Hall.USA. - Christopher, Martin. (2005). Logistics And Supply Chain Management-Creating Value-Adding Networks.Prentice Hall-Financial Times.Great Britain. - Van Weele, Arhan J. (2005). Purchasing & Supply Chain Management-fourth edition.

	Thomson.Croatia. - ITU-T Rec M3050.
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COURSE TITLE	IMH3F4: INFORMATION SECURITY MANAGEMENT AND AUDIT Credits : 4 Semester : 5
DESCRIPTION	This course will discuss aspects in information system audit in a company.
LEARNING OBJECTIVES	At the end of the course, students can describe how to audit information security.
COMPETENCIES	Students are able to explain the role of Information Security Audit in C2 Company, Explain Aspects Important in Auditing Information Security, and Explain Consideration in Information Security Audit in C2 Company.
SUBJECT	The role of information security in a company, aspects important in auditing information security and consideration in information security audit in a company.
REFERENCE	Krause, Micki, And Harold F. Tipton. 2009. Handbook Of Information Security Management. Auerbach Publications. Publisher: CRC Press LLC.

SEMESTER 6

COURSE TITLE	IMH4A4 : INTERNSHIP Credits : 4 Semester : 6
DESCRIPTION	This course gives opportunity for students to do the internship or field work practic as a means to create the practical knowledge transfer to happen.
LEARNING OBJECTIVES	By joining the the course, the students are able to compare between the relevant theory and internship application.
COMPETENCIES	After following the subject, students are able to know the company in which he/she has the internship, understanding the business the business aspect of apprenticeship company, showing the problems during the apprenticeship, solving the problems during the apprenticeship as well as comparing the apprenticedhip with the relevant theory
SUBJECT	Geting to know to the Internship company, understanding the company in various aspects, observing the problems in the company, solving the problems during the apprenticeship, supervision session with the supervisor, apprenticeship evaluation and apprenticeship report discussion.
REFERENCE	- SOP Perusahaan - Pedoman Magang IMTelkom - The Company SOP - IM Telkom Apprenticship Guidelines

**THANK YOU FOR YOUR ATTENTION AND YOUR COOPERATION.
GREETINGS FROM TELKOM UNIVERSITY, INDONESIA!**

