

Program: Advanced Accounting

NO.	Code	PLOs
1	PLO 1.1.1	<i>Students effectively define the needs of the various users of accounting data.</i>
2	PLO 1.1.2	<i>Students describe the comprehensive and up-to-date knowledge of accounting and auditing.</i>
3	PLO 1.1.3	<i>Students apply current accounting standards, acceptable practices, as well as accounting procedures and demonstrate the ability to communicate and to provide knowledgeable recommendations.</i>
4	PLO 1.1.4	<i>Students analyze financial statements and explain firm performance.</i>
5	PLO1.2.1	<i>Students demonstrate knowledge of today's domestic and global business environment.</i>
6	PLO1.3.1	<i>Students possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.</i>
7	PLO1.4.1	<i>Students integrate experience that enables to demonstrate the capacity to apply and analyze knowledge and skills from an organization perspective.</i>
8	PLO1.5.1	<i>Students demonstrate effective writing and oral communication skills in English.</i>
9	PLO1.7.1	<i>Students apply knowledge in new and unfamiliar circumstances and devise innovative solutions to cope with unforeseen events.</i>

Program: Advanced Finance

NO.	Code	PLOs
1	PLO1.1.1	<i>Students indicate the principles of financial market and institutions.</i>
2	PLO1.1.2	<i>Students distinguish the theory and practice of financial management and corporate finance.</i>
3	PLO1.1.3	<i>Students apply financial theories and models to solve financial problems.</i>
4	PLO1.2.1	<i>Students demonstrate knowledge of today's domestic and global business environment (e.g., legal, regulatory, political, cultural, and economics).</i>
5	PLO1.3.1	<i>Students possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.</i>
6	PLO1.4.1	<i>Students integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an financial perspective.</i>
7	PLO1.5.1	<i>Students demonstrate effective written and oral communication skills in English. Students prepare financial statements and present them effectively.</i>
8	PLO1.6.1	<i>Students demonstrate interpersonal skills for working in a dynamic and diverse world, including in a team environment.</i>
9	PLO1.7.1	<i>Students apply knowledge in new and familiar circumstances and devise innovative solutions to cope with an unforeseen events.</i>

Program: Excellent Banking

NO.	Code	PLOs
1	PLO2.1.1	<i>Students distinguish basic theoretical and practical know financial system, particularly operations, management policies on financial institutions and markets.</i>
2	PLO2.1.2 PLO2.5.1	<i>Students apply skills to present a comprehensive analytical report on the financial - banking sector, including writing and theoretical skills.</i>
3	PLO2.1.3 PLO2.3.1	<i>Students apply quantitative and qualitative analysis to have an in-depth understanding of both domestic and global financial and banking topics.</i>
4	PLO2.2.1 PLO2.6.1	<i>Students apply teamwork skills through enhanced communication in a dynamic and diverse world.</i>
5	PLO2.4.1 PLO2.7.1	<i>Students proficiently express skills to solve situations, in which focus is on the financial - banking sector.</i>
6	PLO2.1.4	<i>Students analyze the professional operations, administration and management of financial institutions, with a focus on credit institutions.</i>
7	PLO2.1.5	<i>Students indicate the knowledge of banking laws and regulations.</i>

Program: Excellent Business Administration

NO.	Code	PLOs
1	PLO2.1.1	<i>Students indicate the nature, role, and principles of economics, society, and business administration and can apply their knowledge of business and business administration to solving business administration problems.</i>
2	PLO2.2.1	<i>Students distinguish the domestic and international business and management environment, assess the impact of environmental factors on business activities and business administration.</i>
3	PLO2.3.1	<i>Students analyse quantitative, qualitative and technical analysis techniques and technical skills to interpret data about operations and the business environment; thereby giving orientations and solutions to improve the results of business administration activities of the organization/enterprise.</i>
4	PLO2.4.1	<i>Students integrate knowledge and experience to analyze situations, solve business management problems and identify the causes of those problems in a particular organization/enterprise.</i>
5	PLO2.5.1	<i>Students express effective writing and verbal communication skills in both Vietnamese and English.</i>
6	PLO2.6.1	<i>Students indicate good social skills to work in a dynamic and diverse world, including teamwork.</i>
7	PLO2.7.1	<i>Students apply their acquired knowledge to solve business management problems in specific situations, including familiar situations and new situations that arise and can come up with solutions. create for unexpected events/problems.</i>

Program: Excellent International Business

NO.	Code	PLOs
1	PLO2.1.1	<i>Students demonstrate the understanding of all business functions, practices and related theories and be able to integrate this functional knowledge in order to address business problems.</i>
2	PLO2.1.2	<i>Students identify the basic differences between doing business domestically and internationally</i>
3	PLO2.1.3	<i>Students explain theories on economics, trade, international trade and international investment</i>
4	PLO2.1.4	<i>Students apply to operate international business activities</i>
5	PLO2.1.5	<i>Students construct practice research, select markets, identify implementations in international business management</i>
6	PLO2.1.6	<i>Students analyze factors and suggestions in decision-making and structuring international business</i>
7	PLO2.1.7	<i>Students assess their own ethical values and the social context of issues, recognize ethical issues in a variety of settings, think about how other ethical perspectives can be applied to ethical dilemmas and consider the ramifications of alternative actions.</i>
8	PLO2.2.1	<i>Students demonstrate knowledge of today's domestic and global business environment (e.g., legal, regulatory, political, cultural, and economic).</i>
9	PLO2.3.1	<i>Students possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.</i>
10	PLO2.3.1	<i>Student integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an organizational perspective.</i>
11	PLO2.5.1	<i>Students demonstrate effective written and oral communication skills in English.</i>
12	PLO2.7.1	<i>Students apply knowledge in new and an familiar circumstances and devise innovative solutions to cope with an unforeseen events.</i>

Program: Excellent Investment Economics

NO.	Code	PLOs
1	PLO2.1.1	<i>Students integrate the knowledge to detect and solve problems in the field of investment theories and analyze the actual investment situations.</i>
2	PLO2.2.1	<i>Students demonstrate their understanding of domestic investment environment, the international investment environment (e.g., legal, regulatory, political, cultural, and economic) and the impact of investment environment on the activities of enterprises.</i>
3	PLO2.3.1	<i>Students apply quantitative and qualitative analysis techniques to interpret investment data to provide direction and solutions to improve investment results and efficiency.</i>
4	PLO2.4.1	<i>Students integrate knowledge and skills to analyze phenomena and detect problems in the field of investment (state management and investment management of enterprises)</i>
5	PLO2.5.1	<i>Students express communication skills in Vietnamese and English; skills in writing reports and professional presentations related to the planning and implementation of investment activities.</i>
6	PLO2.6.1	<i>Students indicate general skills to work in a dynamic and multicultural environment; teamwork skills.</i>
7	PLO2.7.1	<i>Students apply learned knowledge to solve investment problems in specific situations, provide solutions to unexpected events.</i>

Program: Excellent Auditing

NO.	Code	PLOs
1	PLO2.1.1	<i>Students identify ethical issues related to the accounting and auditing profession.</i>
2	PLO2.1.2	<i>Students indicate the comprehensive and up-to-date knowledge of accounting, auditing and finance; especially current auditing standards and audit risk.</i>
3	PLO2.1.3	<i>Students interpret the needs of the various users of accounting data and demonstrate the ability to communicate and to provide knowledgeable recommendations.</i>
4	PLO2.1.4	<i>Students apply appropriate judgment derived from knowledge of accounting and auditing for financial analysis and decision-making.</i>
5	PLO2.1.5	<i>Students analyze the audit process, circumstances of potential fraud and preventive internal control measures.</i>
6	PLO2.2.1	<i>Students demonstrate knowledge of today's domestic and global business environment.</i>
7	PLO2.3.1	<i>Students possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.</i>
8	PLO2.4.1	<i>Students integrate experience that enables to demonstrate the capacity to apply and analyze knowledge and skills from an organization perspective.</i>

Program: Excellent Marketing Management

NO.	Code	PLOs
1	PLO2.1.1	<i>Students analyze the nature and role of marketing and business functions and activities in the organization/enterprise; synthesize background knowledge to detect marketing problems in organizations/enterprises (Business and marketing knowledge).</i>
2	PLO2.1.2	<i>Students apply marketing knowledge to common and rare marketing situations; propose creative solutions to unexpected situations in specific marketing areas such as market research, target market selection, positioning, pricing, design, innovation and channel management distribution, sales team management, customer relationship management, promotion, communication and other aspects of the marketing function of an organization / a business (Marketing knowledge).</i>
3	PLO2.2.1	<i>Students distinguish the domestic and international business and marketing environment, understand the influence of environmental factors on the marketing activities of the organization/enterprise.</i>
4	PLO2.3.1	<i>Students apply necessary information technology techniques, computational and quantitative analysis techniques to analyze and interpret data about the business environment and customer behavior; from there, giving orientations and solutions to improve the results of marketing activities of the organization/enterprise.</i>
5	PLO2.4.1	<i>Students integrate knowledge and experience to analyze situations, solve marketing problems and pinpoint the causes of those problems in a particular organization.</i>
6	PLO2.5.1	<i>Students possess effective written and verbal communication skills in both Vietnamese and English.</i>
7	PLO2.6.1	<i>Students express skills to work in groups, establish relationships with partners; perform well the role of a member and a leader of the group working towards the defined common goal.</i>
8	PLO2.7.1	<i>Students indicate the skills to apply their acquired knowledge to solve marketing problems in specific situations, providing solutions to unexpected events/problems.</i>

Program: POHE Hotel Management

NO.	Code	PLOs
1	PLO3.1.1	<i>Students distinguish the basics of economics, management and business administration; tourism, tourism economics, tourism and hotel business management; psychology, communication and negotiation in the tourism and hospitality business; laws, ethical standards and codes of conduct in tourism and hotel business in Vietnam and around the world; natural, social, historical, Vietnamese culture and world culture applied in tourism and hotel business; and the fundamentals of sustainable and responsible development</i>
2	PLO3.2.1	<i>Students analyze the factors of the business environment</i>
3	PLO3.3.1	<i>Students apply science and technology in business activities</i>
4	PLO3.4.1	<i>Students apply knowledge to organize and manage business activities.</i>
5	PLO3.5.1	<i>Students express effective communication skills.</i>
6	PLO3.7.1	<i>Students identify the principles and steps to solve situations in the process of designing and organizing business activities.</i>

Program: POHE Travel Management

NO.	Code	PLOs
1	PLO3.1.1	<i>Students distinguish basic knowledge of tourism industry; Knowledge of business administration, and business administration of tourism and travel services.</i>
2	PLO3.2.1	<i>Students analyze information and the business environment, develop and implement business strategies in tourism and travel businesses.</i>
3	PLO3.3.1	<i>Students apply technology, basic research in tourism and travel to innovate and start a business.</i>
4	PLO3.4.1	<i>Students establish processes, supervise and manage departments in the travel and tourism business; Capacity in market development, marketing, sales and development of travel and tourism products and services.</i>
5	PLO3.5.1	<i>Students demonstrate effective communication skills.</i>
6	PLO3.7.1	<i>Students apply knowledge to solve common and emerging situations, and innovate solutions.</i>

Program: EBBA (Bachelor of Business Administration in English)

NO.	Code	PLOs
1.	PLO_{4.1.1}	Students master the basic knowledge in business administration, understand the management processes and methods of the business functions.
2.	PLO_{4.2.1}	Students distinguish theoretical and practical knowledge about domestic and international business environment.
3.	PLO_{4.3.1}	Students apply quantitative skills of a business manager including planning, organizing, leading, and supervising skills.
4.	PLO_{4.4.1} PLO_{4.7.1}	Students analyze the status of business management activities and suggest solutions for improving business performance.
5.	PLO_{4.5.1}	Students express English fluently in business communication and writing business documents.
6.	PLO_{4.6.1}	Students apply working skill effectively in a group both as a team member or team leader.