

Program: Advanced International Business

NO.	Code	PLOs
1	PLO1.1.1	Students categorize challenges and opportunities in foreign markets
2	PLO1.1.2	Students analyze entry strategies into foreign markets
3	PLO1.1.3	Students differentiate business plans for import-export activities
4	PLO1.1.4	Students compare different international investments
5	PLO1.1.5	Students solve key issues related to international operations in other countries
6	PLO1.2.1	Students demonstrate the understanding of global and domestic business environment, understand the impact of organizational and environmental factors on international business
7	PLO1.3.1	Students possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.
8	PLO1.4.1	Students integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an organizational perspective.
9	PLO1.5.1	Students develop interpersonal written, visual and oral communication skills underlying international business that includes sensitivity to foreign cultures.
10	PLO1.6.1	Students demonstrate interpersonal skills for working in a dynamic and diverse world, including in a team environment.
11	PLO1.7.1	Students apply knowledge in new and familiar circumstances and devise innovative solutions to cope with an unforeseen event.

Program: Excellent Corporate Finance

NO.	Code	PLOs
1	PLO2.1.1	Students integrate the financial market, companies and related theories in corporate finance in order to identify companies' financial problems.
2	PLO2.1.2	Students identify the root cause of companies' financial problems and propose recommendation for companies to solve the financial problems.
3	PLO2.2.1	Students demonstrate knowledge of today's domestic and global business environment (e.g., legal, regulatory, political, cultural, and economics).
4	PLO2.3.1	Students will possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance.
5	PLO2.4.1	Students integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an financial perspective.
6	PLO2.5.1	Students demonstrate effective written and oral communication skills in English. Students prepare financial statements and present them effectively.
7	PLO2.6.1	Students demonstrate interpersonal skills for working in a dynamic and diverse world, including in a team environment.
8	PLO2.7.1	Students apply knowledge in new and familiar circumstances and devise innovative solutions to cope with an unforeseen events.

Program: Excellent Development Economics

NO.	Code	PLOs
1	PLO2.1.1	Students apply knowledge of economic development
2	PLO2.1.2	Students analyze development processes at different levels of the economy
3	PLO2.2.1	Students distinguish development issues at domestic and global scales.
4	PLO2.3.1	Students apply qualitative and quantitative analysis ability in helping explain socio-economic issues in development and socio-economic development forecasting.
5	PLO2.4.1	Students show integrative (synthesis) ability
6	PLO2.5.1	Students show writing and presentation skills both in English and Vietnamese
7	PLO2.6.1	Students show teamwork skills
8	PLO2.7.1	Students apply relevant knowledge to manage socio-economic development activities; plan, organize, monitor and evaluate policies, strategies, plans and programs - projects in development at different levels from nation, industry, field, region to locality (province, district, commune), international organizations, NGOs, economic organizations in all economic sectors.

Program: Excellent Human Resource Management

NO.	Code	PLOs
1	PLO2.1.1	Students demonstrate systematic understanding of organizational behavior; business and human resource management functions; Apply and select concepts, models and related theories to identify problems; analyze issues relevant to human resources management functions; evaluate various human resource management practices in organizations; and propose effective and creative measures to address business and human resource problems in the organizations (Business and human resource management knowledge)
2	PLO2.2.1	Students evaluate internal and external organizational environments and the impact of their interrelationships on human resource functions (Business environment)
3	PLO2.3.1	Students select and apply different quantitative analysis techniques to analyze and interpret data related to business, human resource, individual and group behavior, human resource management activities to serve for management decisions in an organization (Technical skills)
4	PLO2.4.1	Students intergrate knowledge and experience to analyze situations, address human resource management and people issues in an organization
5	PLO2.5.1	Students select appropriate communication methods and demonstrate effective written and oral communication skills both in Vietnamese & English (Communication skills)
6	PLO2.6.1	Students demonstrate interpersonal skills for working in a dynamic and diverse world, including in a team environment. (Teamwork skills)
7	PLO2.7.1	Students apply knowledge to analyze human resource management problems in business cases and then to propose creative solutions to cope with unforeseen events (Problem solving skills)

Program: Excellent International Economics

NO.	Code	PLOs
1	PLO2.1.1	Students identify the overview of the world economy and international economic relations
2	PLO2.1.2	Students indicate the characteristics and trends of international economic integration
3	PLO2.1.3	Students interpret the content and the implementation of international economic policy
4	PLO2.1.4	Students demonstrate theories on international trade and international finance
5	PLO2.1.5	Students analyze factors that influence on international economic policy making
6	PLO2.2.1	Students demonstrate knowledge of today's domestic and global economic environment (e.g., legal, regulatory, political, cultural, and socio-economic).
7	PLO2.3.1	Students possess quantitative and technological skills enabling them to analyze and interpret economic data and policies.
8	PLO2.4.1	Students integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an organizational perspective.
9	PLO2.5.1	Students demonstrate effective written and oral communication skills both in Vietnamese and English
10	PLO2.7.1	Students apply knowledge in new and familiar circumstances and devise innovative solutions to cope with an unforeseen event.

Program: POHE Business Law

NO.	Code	PLOs
1	PLO3.1.1	Students recognize and discuss the basics of economics and business administration.
2	PLO3.1.2	Students explain legal knowledge and apply their knowledge to resolve cases. Knowledge includes fundamental knowledge of law, international law, and law for economics such as trade, labor, investment, banking, insurance, government procurement, and intellectual property.
3	PLO3.2.1	Students describe knowledge of the domestic and global business environment (including laws, regulations, politics, culture, and economics).
4	PLO3.3.1	Students practice the skills of researching sources of law and drafting legal documents to resolve legal issues in the fields of corporate governance and commerce
5	PLO3.6.1	Students implement presentations and assignments in groups on specialized legal topics
6	PLO3.7.1	Students execute legal research on cases, select and develop solutions to resolve legal issues arising in the fields of economics, business and corporate governance

Program: POHE Commerical Business

NO.	Code	PLOs
1	PLO3.1.1	<i>Students present basic knowledge of business functional areas into practice</i>
2	PLO3.1.2	<i>Students present knowledge of general commercial business and economics into practice</i>
3	PLO3.1.3	<i>Students present knowledge of trading practices and skills into practice</i>
4	PLO3.1.4	<i>Students present knowledge of international trade into practice</i>
5	PLO3.1.5	<i>Students present basic knowledge of activities supporting commercial business into practice</i>
6	PLO3.2.1	<i>Students distinguish the knowledge of business environment, and the basic principles of domestic and international economics and business.</i>
7	PLO3.3.1	<i>Students apply qualitative and quantitative methods, and appropriate information technology applications to process information, analyze the situation, identify problems related to business administration and commerce</i>
8	PLO3.4.1	<i>Students integrate general knowledge of economics, business, law, finance, and in-depth knowledge of commercial business administration to identify solutions to problems arising in the practice of commercial business management</i>
9	PLO3.5.1	<i>Students apply negotiation skills for business transactions; prepare and review transaction documents, and present business topics both in Vietnamese and English in commercial business administration practice</i>
10	PLO3.6.1	<i>Students show teamwork, management, and leadership skills to deploy commercial activities in an international and multicultural environment.</i>
11	PLO3.7.1	<i>Students apply flexibly and creatively trained knowledge and skills to solve problems arising in the practice of commercial business administration</i>

Program: POHE Marketing Communication

NO.	Code	PLOs
1	PLO3.1.1	Students integrate all business functions, practices and related theories in business in order to identify business, marketing and marketing communication problems.
2	PLO3.1.2	Students identify root cause of business, marketing and marketing communication problems and propose solutions for business, marketing and marketing communication problems
3	PLO3.2.1	Students demonstrate knowledge of today's domestic and global business environment (e.g., legal, regulatory, political, cultural, and economic). (The Business Environment)
4	PLO3.3.1	Students will possess quantitative and technological skills enabling them to analyze and interpret business data and to improve business performance. (Technical Skills for marketing and marketing communication decisions)
5	PLO3.4.1	Students integrate experience that enable to demonstrate the capacity to apply and analyze knowledge and skills from an organizational perspective. (Intergrative Areas for marketing and marketing communication decisions).
6	PLO3.5.1	Students demonstrate effective written and oral communication skills in English. (Communication skills to becomes marketing and marketing communication specialist)
7	PLO3.6.1	Students demonstrate interpersonal skills for working in a dynamic and diverse world, including in a team environment.
8	PLO3.7.1	Students apply knowledge in new and familiar circumstances and devise innovative solutions to cope with an unforeseen events.