Minor Programme
(Applicable to students admitted in 2010-11)

Integrated BBA Programme
Students are required to complete a minimum of 18 units* as follows:

(a) Two required courses: 6 units
   MGNT1010**, 1020
(b) Three courses from the following elective courses: 9 units
   DSME1035 (or 2030), FINA2010 (or 2011 or 2310), MGNT2040, 2510, MKTG2010
(c) One 3-unit course at DSME/FINA/MGNT/MKTG 3000 and above level 3 units

Total: 18 units

* As non-IBBA-Major BBA students cannot take MGNT1010, they can take any MGNT-coded course to replace MGNT1010. Those who have taken MGNT-coded courses (or *equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MGNT-coded courses again. Instead, no more than two courses which count towards the fulfillment of students’ respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.

** Students who have taken UGEC2750 can be exempted from taking MGNT1010 by replacing it with an elective course as listed in the requirements for IBBA Minor Programme.

Other Minor Programmes offered by Individual Departments

a. Business Economics

Students are required to complete a minimum of 15 units as follows:

(a) DSME1030 (or ECON2011), DSME1040 (or ECON2021) 6 units
(b) Two courses from: DSME3030, 3040, 3070, 3080, 4040, 4050, 4080, 4090 6 units
(c) One additional 3-unit course at DSME 3000 and above level 3 units

Total: 15 units

b. Management Information Systems

Students are required to complete a minimum of 15 units as follows:

(a) Four courses from: DSME4070, 4120, 4160, 4200, 4220, 4230 12 units
(b) One course from: DSME3010, 3030, 3040, 3060, 3070, 3080, 4040, 4050, 4170, 4180, 4190, 4260, 4270 3 units

Total: 15 units

c. Supply Chain and Logistics Management

Students are required to complete a minimum of 15 units as follows:

(a) Three courses from: DSME4170, 4180, 4190, 4260, 4270 9 units
(b) Two courses from: DSME3030, 3040, 3060, 3070, 3080, 4040, 4050, 4070, 4080, 4090, 4200, 4220, 4250 6 units

Total: 15 units

d. Finance

Students are required to complete a minimum of 15 units* as follows:

(a) FINA2010 or 2011 or 2310 3 units
(b) At least four courses at FINA 3000 and above level 12 units

Total: 15 units

* No more than two courses which count towards the fulfillment of students’ respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.
e. Entrepreneurship

Students are required to complete a minimum of 18 units as follows:

(a) For Non-IBBA Major BBA students (i.e. HTMG, IFAA, PACC and QFIN and QFRM Major students)

<table>
<thead>
<tr>
<th>Course Codes</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGNT1020*, 4570, 4620</td>
<td>9 units</td>
</tr>
<tr>
<td>9 units from the following multi-disciplinary courses:</td>
<td></td>
</tr>
<tr>
<td>DSME4110, 4170, 4180, MGNT4040, 4090, 4130, MKTG3040, COMM2922, 3800, 3921, 3933, 3963, SEEM3430, 3530, 3600</td>
<td>9 units</td>
</tr>
<tr>
<td><strong>Total</strong>: 18 units</td>
<td></td>
</tr>
</tbody>
</table>

* MGNT1020 can be double-counted towards the fulfillment of students’ respective Major Programme requirements and the Entrepreneurship Minor Programme. HTMG1010 is equivalent to MGNT1020, and can be used to fulfill the requirement of both Hotel and Tourism Management Major Programme and Entrepreneurship Minor Programme.

(b) For Non-BBA students

<table>
<thead>
<tr>
<th>Course Codes</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGNT1010, 1020, 4570, 4620</td>
<td>12 units</td>
</tr>
<tr>
<td>6 units from the following multi-disciplinary courses:</td>
<td></td>
</tr>
<tr>
<td>DSME4110, 4170, 4180, MGNT4040, 4090, 4130, MKTG3040, COMM2922, 3800, 3921, 3933, 3963, SEEM3430, 3530, 3600</td>
<td>6 units</td>
</tr>
<tr>
<td><strong>Total</strong>: 18 units</td>
<td></td>
</tr>
</tbody>
</table>

# No more than one course which counts towards the fulfillment of students’ respective Major Programme requirement shall count towards the fulfillment of the Entrepreneurship Minor Programme.

f. Human Resource Management

Students are required to complete a minimum of 18 units as follows:

(a) Three required courses: MGNT1010*, 1020, 2040 | 9 units |
(b) Three MGNT-coded courses, at least two courses from: MGNT3010, 3040, 3060, 4050, 4060, 4080, 4110, 4130, 4140 | 9 units |
| **Total**: 18 units |

* As non-IBBA-Major BBA students cannot take MGNT1010, they can take any MGNT-coded course to replace MGNT1010. Those who have taken MGNT-coded courses (or "equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MGNT-coded courses again. Instead, no more than two courses which count towards the fulfillment of students’ respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.

g. Management of International Business

Students are required to complete a minimum of 18 units as follows:

(a) Three required courses: MGNT1010*, 1020, 2510 | 9 units |
(b) Three MGNT-coded courses, at least two courses from: MGNT3580, 4120, 4140, 4150, 4510, 4530, 4540, 4550, 4570, 4600, 4610 | 9 units |
| **Total**: 18 units |

* As non-IBBA-Major BBA students cannot take MGNT1010, they can take any MGNT-coded course to replace MGNT1010. Those who have taken MGNT-coded courses (or "equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MGNT-coded courses again. Instead, no more than two courses which count towards the fulfillment of students’ respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.
h. Management^  

Students are required to complete a minimum of 18 units as follows:

(a) Two required courses: MGNT1010*, 1020  
(b) Four courses at MGNT 2000 and above level  

Total: 18 units  

* As non-IBBA-Major BBA students cannot take MGNT1010, they can take any MGNT-coded course to replace MGNT1010. Those who have taken MGNT-coded courses (or equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MGNT-coded courses again. Instead, no more than two courses which count towards the fulfillment of students' respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.

^List of equivalent/closely related courses:

<table>
<thead>
<tr>
<th>MGNT Courses</th>
<th>Equivalent/Closely Related Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGNT1020 Principles of Management</td>
<td>HTMG1010 Management of Hospitality Business</td>
</tr>
<tr>
<td>MGNT3010 Organizational Behavior</td>
<td>HTMG3020 Hospitality Organization Behavior</td>
</tr>
<tr>
<td>MGNT3040 Human Resources Planning and Staffing</td>
<td>HTMG4010 Human Resources Planning and Staffing for Hospitality Business</td>
</tr>
<tr>
<td>MGNT3060 Training and Development</td>
<td>HTMG4080 Training and Development for Service Business</td>
</tr>
<tr>
<td>MGNT4010 Business Policy and Strategy</td>
<td>HTMG4800 Hospitality Strategic Management</td>
</tr>
<tr>
<td>MGNT4040 Entrepreneurship and New Venture Management</td>
<td>HTMG4130 Entrepreneurship in the Hospitality Industry</td>
</tr>
</tbody>
</table>

i. Marketing^  

Students are required to complete a minimum of 18 units as follows:

(a) Two required courses: MGNT1010*, MKTG2010  
(b) Four courses from: MKTG3010, 3020, 3030, 3040, 3050, 4010, 4020, 4030, 4040, 4050, 4070, 4080, 4090, 4100, 4110  

Total: 18 units  

* Non-IBBA-Major BBA students have to take MGNT1020 to replace MGNT1010. Those who have taken MKTG-coded courses (or equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MKTG-coded courses again. Instead, no more than two courses which count towards the fulfillment of students' respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.

j. Quantitative Marketing^  

Students are required to complete a minimum of 18 units as follows:

(a) Four required courses: MKTG2010, 3010, 4090, 4120  
(b) Two courses from: MKTG4030, 4070, 4080, 4130  

Total: 18 units
Those who have taken MKTG-coded courses (or equivalent or closely related courses) required by this minor programme in their major programme would not be allowed to take these MKTG-coded courses again. Instead, no more than two courses which count towards the fulfillment of students’ respective Major Programme requirements shall count towards the fulfillment of this Minor Programme.

<table>
<thead>
<tr>
<th>MGMT/MKTG Courses</th>
<th>Equivalent/Closely Related Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT1020 Principles of Management</td>
<td>HTMG1010 Management of Hospitality Business</td>
</tr>
<tr>
<td>MKTG3010 Marketing Research</td>
<td>HTMG4140 Marketing Research for Service Industry</td>
</tr>
<tr>
<td>MKTG3040 Salesmanship and Sales Force</td>
<td>HTMG4030 Hospitality Sales Force Management</td>
</tr>
<tr>
<td>Management</td>
<td></td>
</tr>
<tr>
<td>MKTG4030 Service Marketing</td>
<td>HTMG4070 Service Marketing</td>
</tr>
</tbody>
</table>

Irrespective of the year of admission and the course(s) completed as required either by their major programmes or by one of the minor programmes, all non-IBBA-major students (incl. IFAA, HTMG, PACC, QFIN and QFRM students) are allowed to claim for exemption of up to two minor courses for simultaneous fulfillment of both minor requirements only (i.e. IBBA Minor Programme plus another minor programme offered by Decision Sciences and Managerial Economics/Finance/Management/Marketing Department or two minor programmes offered by Decision Sciences and Managerial Economics/Finance/Management/Marketing Department). Also, irrespective of the year of admission, all non-IBBA major students (incl. IFAA, HTMG, PACC, QFIN and QFRM students) who have been approved to have double minors in IBBA Programme and/or other minor programmes offered by individual BA departments (i.e. Decision Sciences and Managerial Economics/Finance/Management/Marketing Department) and wish to claim for exemption of the relevant minor course(s) on the strength of the course(s) completed during exchange abroad are also allowed to claim for exemption of only up to two minor courses for simultaneous fulfillment of both minor requirements based on the course(s) taken during overseas exchange.