SCHOOL OF BUSINESS & MANAGEMENT

PRE-UNIVERSITY PROGRAMME
- Degree Foundation Programme

DIPLOMA PROGRAMMES
- Diploma in Business Administration
- Diploma in Business with Information Technology

DEGREE PROGRAMMES
- BA (Hons) in Business Management
- BA (Hons) in Business Management with a specialism in E-Business
- BA (Hons) in Business Management with a specialism in E-Procurement
- BA (Hons) in International Business Management
- BA (Hons) in Marketing Management
- BA (Hons) in Human Resource Management
- BA (Hons) in Tourism Management
- BA (Hons) in Services Management
- BA (Hons) in Media Marketing
- BA (Hons) in Media Marketing with a specialism in Social Media
- BSc (Hons) in Media Informatics

Degrees awarded in association with Staffordshire University
The Asia Pacific University of Technology & Innovation (APU) is amongst Malaysia’s Premier Private Universities, and is where a unique fusion of technology, innovation and creativity works effectively towards preparing graduates for significant roles in business and society globally. APU has earned an enviable reputation as an award-winning University through its achievements in winning a host of prestigious awards at national and international levels.

Originally established as the Asia Pacific Institute of Information Technology (APIIT) in 1993 and Asia Pacific University College of Technology & Innovation (UCTI) in 2004, APU’s sound approach to nurturing school leavers into qualified professionals has resulted in our graduates being highly sought after by employers. With an international student community from more than 100 countries studying in its Malaysian campus, APU offers a truly cosmopolitan learning environment which prepares students well for the global challenges which lie ahead. APU offers a wide range of degrees with Technology as a common core.

APU was announced as among the Highest Rated Universities in Malaysia, being rated at TIER 5 (EXCELLENT) under the SETARA 2011 Ratings by the Ministry of Higher Education (MOHE) and Malaysian Qualifications Agency (MQA) which was announced by the Y.Bhg. Minister of Higher Education on 1st November 2012.

APU’s achievements bear testimony to our commitment to excellence in higher education and training, as well as innovative research and development and commercialisation. APU (via APIIT) is Malaysia’s first Institution to achieve Multimedia Super Corridor (MSC) Company Status. Through our network of APIIT Education Group branch campuses established in Sri Lanka and India, APU also reaches out to young aspiring professionals in these countries, providing them with a unique opportunity of experiencing international best practices in higher education using curricula, processes, resources and systems which have been developed in Malaysia. APU’s academic programmes are approved by the Ministry of Higher Education of Malaysia and the qualifications are accredited by the Malaysian Qualifications Agency (MQA).
APIIT Education Group is the proud recipient of Prime Minister’s Award and Export Excellence Award (Services) for Industry Excellence Awards - March 2011

The APIIT Education Group received the prestigious Prime Minister’s Industry Excellence Award from the Prime Minister of Malaysia, Dato’ Sri Mohd Najib Tun Razak. Only one organisation was selected to receive the Prime Minister’s Industry Excellence Award from among nearly 30 other award recipients in 8 different categories.

The Industry Excellence Awards, organised by the Ministry of International Trade & Industry (MITI), recognises and rewards organisations for organisational excellence including competitiveness, innovativeness, market presence and export performance. Winning the Prime Minister’s Industry Excellence Award is a significant milestone and an honour for APU as a leader in higher education. The award truly reflects our commitment and focus on quality, innovation, graduate employability and internationalisation.
Some facts about Staffordshire University are:

- Staffordshire University’s strong focus on employability was underlined in the UK Sunday Times newspaper’s 2010 University League Tables, in which it was recognised as a leading UK university for achieving graduate employment.
- One of the first universities in the world to offer computing degrees back in the 1960s, Staffordshire maintains a strong reputation for excellence and innovation in teaching technology-based subjects.
- The University’s Computing, Computer Games Design, Network Security, Mechanical, Electrical, Electronic and Automotive Engineering awards are all highly respected by employers globally.
- Staffordshire’s Accounting and Finance, Business Studies, Economics, Management and Marketing degrees have all been designed to provide a truly international perspective. This is a real benefit for students wishing to pursue a career in Business or Commerce.
- The University’s learning community is truly global. At any one time, in excess of 17,000 students from over 75 countries are studying in Great Britain, by distance learning, or on Staffordshire University quality-accredited courses internationally.

APU’s programmes are subjected to extensively External Quality Assurance processes by Staffordshire University, who also award the Undergraduate Degrees. This ensures that our programmes are benchmarked against international standards.

In addition, our solid relationship with Staffordshire University is among the strongest and most successful foreign collaborations in Malaysia, and is particularly notable in our strong shared mission of producing highly employable graduates.

All these things combine to create a university with considerable global expertise - a university that APU is proud to partner with.
Learning for Employability

Employers look for qualified people who have the technical know-how and the ability to communicate, work in teams and other personal skills. At APU, our programmes are developed to provide you not only with interesting and stimulating modules to develop your mind, but also to enhance your knowledge and skills and increase your ability to compete for that dream job. You also need to possess the ability to learn, develop and adapt. Much of what is current knowledge will soon be out-of-date and the reality is that to succeed you need to be adaptable and innovative. We achieve this through the Five “I”s Model™:

The Five “I”s Model™

1: Innovation through the design of curriculum, the module content and the learning approaches
2: Integration through developing your capabilities to interrelate knowledge and to work in multidisciplinary teams
3: Information through developing your knowledge and also your abilities to communicate effectively and persuasively
4: Interactivity through the use of group work to develop your teamwork skills and through the use of technology to achieve interactivity of devices and people
5: Imagination in relation to new products, ideas, applications and solutions

The aims of the Business & Management Programmes are to:

- Facilitate your progression, both academic and practical, by developing knowledge, key skills and the capacity for independent and lifelong learning
- Develop your skills in innovation, ingenuity and integration as well as problem-solving and decision-making in a business context which reflects the particular focus of the programme e.g. Business Management, International Business Management, E-Business, E-Procurement, Tourism and Services Management, Marketing or HRM
- Develop effective and imaginative information communication skills
- Help you develop a Personal Development Portfolio to support your career aspirations
- Provide a stimulating and accessible course of study that gives you a sound grasp of business knowledge & analysis and contemporary business issues which you can develop and apply in your future employment
The Dual Degree Programmes (DDP)

The Dual Degree Programmes are offered through a unique collaborative partnership between APU and Staffordshire University, United Kingdom, through which Staffordshire accredits undergraduate programmes that are designed and delivered by APU. On completion of the programme, students will be awarded two undergraduate degree Certificates and Transcripts: one from APU and one from Staffordshire University.

The programme provides students with enhanced opportunities for further study and career development, especially since both degrees are earned from reputed and quality institutions from two different countries. The most obvious benefit of the partnership is the opportunity for students to gain degrees from Malaysian and UK higher education institutions that are recognised locally and internationally.

The APU-Staffordshire Dual Degree Programmes are offered under an approved collaboration in accordance with the Code of Practice for the Assurance of Academic Quality and Standards in Higher Education as published by the United Kingdom Quality Assurance Agency’s (QAA). APU’s academic programmes are approved by the Ministry of Higher Education of Malaysia and the qualifications are accredited by the Malaysian Qualifications Agency (MQA).
### Careers in Business & Management

All businesses need more efficient, effective and competitive operations. Depending on your choice of degree, some examples of careers include:

<table>
<thead>
<tr>
<th>Program</th>
<th>Careers</th>
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<tbody>
<tr>
<td><strong>BA (Hons) in Business Management</strong></td>
<td>Any functional area of business such as sales, administration, marketing, purchasing, personnel, retail, manufacturing operations, export activities, distribution management, etc.</td>
</tr>
<tr>
<td><strong>BA (Hons) in Business Management with a specialism in E-Business</strong></td>
<td>You develop the necessary critical intellectual ability to enable you to develop careers in e-business, e-government, e-education and e-services to name a few. Careers in E-Business would include New Business Development Management, Marketing Manager, E-Business Consultant and Technopreneur</td>
</tr>
<tr>
<td><strong>BA (Hons) in Business Management with a specialism in E-Procurement</strong></td>
<td>Any functional areas of business including procurement, supply chain, manufacturing, strategic procurement technology and e-procurement. You will develop as future experts and managers for the worldwide procurement, supply chain management and manufacturing networks. This will give you wide opportunities and careers such as Procurement Site Manager, Procurement Specialist, Contracts Manager, Supply Chain Procurement Manager, E-Commerce Consultant and E-Procurement Specialist.</td>
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<tr>
<td><strong>BA (Hons) in International Business Management</strong></td>
<td>Any functional areas including sales, marketing, personnel and also distribution. These are common in larger companies with international links or those engaged in the import/export business, and may also include smaller companies seeking export business.</td>
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<tr>
<td><strong>BA (Hons) in Marketing Management</strong></td>
<td>Any area of general business but more likely in marketing research, brand management, sales promotions &amp; advertising, retail management, distribution management, sales and sales management, customer service and customer relationship management.</td>
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<tr>
<td><strong>BA (Hons) in Human Resource Management</strong></td>
<td>Any functional area of HRM including personnel management, performance management, recruitment, training &amp; development or possibly in general management.</td>
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<tr>
<td><strong>BA (Hons) in Tourism Management</strong></td>
<td>Any functional area of the tourism sector, including:</td>
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<td>• Managing and supervising customer delivery in a travel agency</td>
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<td>• Employment in tour operators, visitor centres, conference and event management</td>
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<td>• Tourism Business Development and Marketing Manager</td>
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<td>• Tourism Consultant</td>
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<td>• Government Policy Officer on tourism issues</td>
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<td>• Tourism Industry Development Manager</td>
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<td>• Tourism-related Project Director/Coordinator</td>
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<td>• Executive Director within the tourism industry</td>
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<td>It could include employment in a wide range of tourist sectors e.g.:</td>
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<td>• Leisure, recreation and sport</td>
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<td>• History and heritage tourism</td>
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<td>• Rural and City tourism</td>
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<td>• Winter tourism</td>
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<td>• Domestic and international tourism</td>
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<td>• Pilgrimage</td>
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<td>• Health tourism</td>
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<td>• Inbound or outbound activity</td>
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<td>Any functional area of both B2B and B2C services including:</td>
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<td>• Banking, Insurance</td>
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<td>• Travel and Tourism</td>
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<td>• Consultancy</td>
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<td>• Entertainment</td>
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<td>• Leisure Industries</td>
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<td>• Retail</td>
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<td>• Hotels and restaurants</td>
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<td>• Transportation</td>
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<td>• Travel agencies</td>
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<td>• Tour companies</td>
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<td>• Tourist attractions</td>
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<td>• Cultural industries, etc.</td>
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<tr>
<td><strong>BA (Hons) in Services Management</strong></td>
<td>It could include customer satisfaction management, sales, personnel, market research, advertising and promotion and general administration &amp; management.</td>
</tr>
<tr>
<td><strong>BA (Hons) in Media Marketing</strong></td>
<td>Employment options include advertising, promotions and PR in both traditional and new media such as newspapers, magazines and online media. Functional areas include account management, brand management, sales and campaign development.</td>
</tr>
<tr>
<td><strong>BA (Hons) in Media Marketing with a specialism in Social Media</strong></td>
<td>Employment options include: Social Media Strategist, Internet Marketer, Feature Blogger, Communication Specialist, Interactive Media Designer, Exhibition and Environmental Designer, Copywriter, Account Planner, Creative Director, Brand Strategist and Strategic Planner.</td>
</tr>
<tr>
<td><strong>BSc (Hons) in Media Informatics</strong></td>
<td>Employment options include advertising, promotions and PR, as well as the press and broadcast organisations. Functional areas include creative, media production (pre and post), sales and customer service.</td>
</tr>
</tbody>
</table>
Whether you join APU immediately after your secondary education or transfer to us from another institution of higher learning, we offer programmes at several levels and entry points, depending on your prior qualifications and experience. There will be a clear progression of your learning to ensure that you will be empowered with the necessary skills and knowledge to enter the corporate world.

At APU, our business programmes are designed to provide flexibility and choice. All the business programmes have the same modules in the first year except for Media and Tourism. This then allows you to decide which business degree you would choose in the second year and continue in the third year to graduation.

If you enter our Foundation programme first, you will take a range of modules that prepare you for the degree and help you to select which degree to pursue. At all times, our staff will be able to advise you on the choices available at each stage of your study.

### Overall Programme Structure

<table>
<thead>
<tr>
<th>Level</th>
<th>Duration</th>
<th>Study Mode</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation</td>
<td>3 semesters / 1 year full-time</td>
<td>SPM / “O” Levels / UEC or equivalent</td>
</tr>
<tr>
<td>Diploma</td>
<td>5 semesters / 2 years full-time</td>
<td>STPM / “A” Levels / UEC or equivalent</td>
</tr>
<tr>
<td>Honours Degree</td>
<td>6 semesters / 3 years full-time</td>
<td>Honours Degree Level 1 (1 year)</td>
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<td>Employment</td>
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<td></td>
<td>Honours Degree Level 2 (1 year)</td>
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<td></td>
<td></td>
<td>Masters Degree (16 months)</td>
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<tr>
<td></td>
<td></td>
<td>Dual Degree Awarded by APU &amp; Staffordshire University</td>
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</tbody>
</table>
Admission Requirements

FOUNDATION PROGRAMME

The Foundation Programmes give you an opportunity to sample your future study areas and this helps you choose which Degree Level 1 Programme you will eventually pursue.

- An overall credit pass in at least 5 subjects at SPM level and a minimum of a pass in Bahasa Malaysia and Sejarah (History); or
- 5 grade C passes at ‘O’ Level / GCSE; or
- A qualification that APU accepts as equivalent to the above.

DIPLOMA PROGRAMMES

- An overall credit pass in 3 subjects and a minimum of a pass in Bahasa Malaysia and Sejarah (History) at SPM level;
- 3 Grade C passes at ‘O’ Levels / GCSE; or
- A qualification that APU accepts as equivalent to the above.

BACHELORS (HONS)

DEGREE PROGRAMMES

Direct Entry to Level 1 of the Degree:

- 2 principal passes at STPM level; or
- 2 passes at ‘A’ Levels and 4 Grade C passes at ‘O’ Levels / GCSE; or
- The APU Foundation or equivalent; or
- A qualification that APU accepts as equivalent to the above.

Direct Entry to Level 2 of the Degree:

- Successful completion of the APU Diploma; or
- Successful completion of studies in another recognised institute with academic credits equivalent to Level 1 of an Honours degree.

(Subject to the approval of the APU Academic Board)

ENGLISH REQUIREMENTS

(only applicable for International Students)

Foundation and Diploma Programmes

- IELTS : 5.5
- TOEFL : 65 (Internet Based Test), 513 (Paper Based Test), 183 (Computer Based Test)
- Other Certification or Evidence of English Proficiency that APU accepts as equivalent to the above

Applicants who do not possess the above will be required to sit for the APU English Placement Test, and based on the outcome of the test may be required to attend the APU Intensive English Programme (IEP) prior to commencement of the Foundation/Diploma programme.

Bachelors (Hons) Degree Programmes

- IELTS : 6.0
- TOEFL : 79-80 (Internet Based Test), 550 (Paper Based Test), 213 (Computer Based Test)
- Other Certification or Evidence of English Proficiency that APU accepts as equivalent to the above

Applicants who do not possess the above will be required to sit for the APU English Placement Test, and based on the outcome of the test may be required to attend the APU Intensive English Programme (IEP) prior to commencement of the Degree programme.

(Note that for the programmes listed here, a pass in Bahasa Malaysia and Sejarah (History) at SPM level is required for all Malaysian students).
Flexibility of Choice

Our 12-month Foundation Programme is designed to prepare those with SPM, ‘O’ Levels or similar qualifications with the knowledge and skills to progress into the first year of a degree of their choice. On completion of the Foundation Programme, you will be able to make an informed decision about your interest and pursue your degree of choice. During the Foundation Programme, you are able to choose different routes depending on your area of interest. This will allow you to progress onto a specific degree programme at APU, related to this area or other relevant areas based on your foundation experience.

This programme is designed to help those with SPM, ‘O’ Levels or similar qualifications to develop the skills and knowledge to progress into the first year of a degree of their choice.

**LEARNING OUTCOMES**

You will be able to:

- Enter Level 1 of degree study
- Make an informed choice about what degree you want to study
- Demonstrate an awareness of the concepts which underpin the study of Business, Technology, Media, Accounting, Banking and Finance, Quantitative Studies, IT or Engineering
- Communicate effectively verbally and in writing to a given audience
- Work effectively in a team
- Demonstrate English and other study skills appropriate to undergraduate learning
- Apply skills in numeracy, technology and communication
- Explain the essential elements of technology
- Use appropriate application software and the Internet
The Foundation Programme

The modules studied help develop your study skills, introduce you to what you can expect on your degree and also allow you to discover what you can study depending on whether you choose a degree in Business, Accounting & Finance, Banking & Finance, Actuarial Studies, Media, Information Technology or Engineering. The modules are:

<table>
<thead>
<tr>
<th>SEMESTER 1</th>
<th>SEMESTER 2</th>
<th>SEMESTER 3</th>
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</thead>
<tbody>
<tr>
<td>• English for Academic Purposes (4 credits)</td>
<td>• Communication Skills (4 credits)</td>
<td>• Economics for Business (3 credits)</td>
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<tr>
<td>• Mathematics (3 credits)</td>
<td>• Personal Development &amp; Study Methods (4 credits)</td>
<td>• Principles of Accounts (4 credits)</td>
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<td></td>
<td>• Introduction to Business (4 credits)</td>
<td>• Perspectives in Technology (4 credits)</td>
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<td>• Academic Research Skills (4 credits)</td>
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<td>• Co-curricular (2 credits)</td>
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<td>• and choose Route A, B or C</td>
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<tr>
<td><strong>ROUTE A</strong></td>
<td><strong>ROUTE B</strong></td>
<td><strong>ROUTE C</strong></td>
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<tr>
<td><strong>Business &amp; Finance</strong></td>
<td><strong>Technology and Business &amp; Finance</strong></td>
<td><strong>Engineering &amp; Technology</strong></td>
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<tr>
<td>• Further Mathematics (3 credits)</td>
<td>• Further Mathematics (3 credits)</td>
<td>• Mechanical Science (3 credits)</td>
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<tr>
<td>Optional Modules (Choose ONE [1]):</td>
<td>Optional Modules [Choose ONE (1)]</td>
<td>• Engineering Science (4 credits)</td>
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<tr>
<td>- Cultural &amp; Visual Interpretation (4 credits)</td>
<td>- Cultural &amp; Visual Interpretation (4 credits)</td>
<td>• Electrical and Electronic Principles (4 credits)</td>
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<tr>
<td>- Public Speaking in English (4 credits)</td>
<td>- Public Speaking in English (4 credits)</td>
<td>• Academic Research Skills (4 credits)</td>
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<tr>
<td>- International Relations (4 credits)</td>
<td>- International Relations (4 credits)</td>
<td>• Co-curricular (2 credits)</td>
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<td></td>
<td><strong>ROUTE B</strong></td>
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<tr>
<td><strong>Business &amp; Finance</strong></td>
<td><strong>Technology and Business &amp; Finance</strong></td>
<td><strong>Engineering &amp; Technology</strong></td>
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<tr>
<td>• Introduction to Multimedia Applications (3 credits)</td>
<td>• Introduction to Business (4 credits)</td>
<td>• Mechanical Science (3 credits)</td>
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<td>• Database Administration (3 credits)</td>
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<td></td>
<td>• Information Technology (4 credits)</td>
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<td></td>
<td></td>
<td>• Computer Games Development (4 credits)</td>
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<td>• Multimedia Technology (4 credits)</td>
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<td>• Web Media Technology (4 credits)</td>
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<td>• Network Computing (4 credits)</td>
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<td>• Software Engineering (4 credits)</td>
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<td>• Engineering Science (4 credits)</td>
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<td>• Electrical and Electronic Principles (4 credits)</td>
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<td>• Academic Research Skills (4 credits)</td>
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<td>• Academic Research Skills (4 credits)</td>
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<td>• Co-curricular (2 credits)</td>
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</tbody>
</table>

You may then proceed to LEVEL 1 of a Degree of your choice in the following pathways:

**ROUTE A**
- Business
  - Business Management
  - E-Business
  - E-Procurement
  - International Business Management
  - Marketing
  - Human Resource Management
- Tourism Management
- Services Management
- Media Marketing
- Social Media
- Technopreneurship
- Media Informatics
- Accounting & Finance
- Forensic Accounting
- Taxation
- Forex and Investments
- Banking & Finance
- Financial Planning
- Investment and Risk Management
- Islamic Banking & Finance

**ROUTE B**
- Information Technology
  - Database Administration
  - Information System Security
  - Intelligent Systems
  - Network Computing
  - Forensic Computing
  - Mobile Technology
  - Business Information Systems
- Software Engineering
- Internet Technology
- Enterprise Computing
- Technopreneurship
- Computer Games Development
- Multimedia Technology
- Web Media Technology
- Educational Technology
- Media Informatics
- Business
  - Business Management
  - E-Business
  - E-Procurement
  - International Business Management
  - Marketing
- Human Resource Management
- Tourism Management
- Services Management
- Media Marketing
- Social Media
- Accounting & Finance
- Forensic Accounting
- Taxation
- Forex and Investments
- Banking & Finance
- Financial Planning
- Investment and Risk Management
- Islamic Banking & Finance
- Actuarial Studies
- Insurance
- Management Science

**ROUTE C**
- Engineering
  - Mechanical Science (3 credits)
  - Engineering Science (4 credits)
- Computer Games Development (4 credits)
- Multimedia Technology (4 credits)
- Web Media Technology (4 credits)
- Educational Technology (4 credits)

Students may also choose the following:
- Actuarial Studies
- Management Science
- Insurance
• Diploma in Business Administration
• Diploma in Business with Information Technology
• BA (Hons) in Business Management
• BA (Hons) in Business Management with a specialism in E-Business
• BA (Hons) in Business Management with a specialism in E-Procurement
• BA (Hons) in International Business Management
• BA (Hons) in Marketing Management
• BA (Hons) in Human Resource Management
• BA (Hons) in Tourism Management
• BA (Hons) in Services Management
• BA (Hons) in Media Marketing
• BA (Hons) in Media Marketing with a specialism in Social Media
• BSc (Hons) in Media Informatics
In an era of global transformation the demands placed upon business leaders to provide leadership and insights have become imperative. The School of Business & Management at the APU prepares students for a role that gives them an industry relevant edge.

At the School of Business & Management at the APU, we continually demonstrate high quality international curriculum through our portfolio of Business & Management degrees at both undergraduate and post graduate levels.

With a mission to develop global ready graduates, our teaching faculty engages in industry relevant research that embodies academic rigour and forward thinking to prepare our graduates towards a rewarding career.
## Business & Management Study Pathways

### DEGREE PROGRAMMES

(DUAL Degrees awarded by APU & Staffordshire University, United Kingdom)

<table>
<thead>
<tr>
<th>COMMON LEVEL 1</th>
<th>PROGRAMMES</th>
</tr>
</thead>
</table>
| Common Level 1* | • BA (Hons) in Business Management  
                  • BA (Hons) in Business Management with a specialism in E-Business  
                  • BA (Hons) in Business Management with a specialism in E-Procurement  
                  • BA (Hons) in International Business Management  
                  • BA (Hons) in Marketing Management  
                  • BA (Hons) in Human Resource Management |
|                 | • BA (Hons) in Tourism Management  
                  • BA (Hons) in Services Management |
|                 | • BA (Hons) in Media Marketing  
                  • BA (Hons) in Media Marketing with a specialism in Social Media  
                  • BSc (Hons) in Media Informatics |

Note: * Although Level 1 is common for some programmes, students who are on scholarships or loans (e.g. PTPTN, MARA etc) are required to decide on your degree upon commencement and are not allowed to change to another programme unless approved by the Loan/Scholarship provider. International Students are required to re-apply for a new Student Pass (visa) should they decide to change the programme.
In this semester students will be equipped with basic mathematical, language and communication as well as information technology skills. Throughout the duration of the semester, students will be exposed to various terminologies and basic concepts related to business managerial skills. These skills are imperative for a smooth transition to the following semester.

**Modules**
- English for Academic Purposes
- Numerical Skills
- Managing Business
- Practical IT Skills

**SEMESTER 1**

The modules Professional Communications, Academic Research Skills and Quantitative Methods that are offered in this semester help to further develop students’ knowledge and skills significantly with emphasis on aspects that are core to the study of business. Also the Fundamentals of Entrepreneurship module will begin to take the student through the process and the methods involved in the early stages of venture creation.

**Modules**
- Professional Communications
- Academic Research Skills
- Fundamentals of Entrepreneurship
- Quantitative Methods

**SEMESTER 2**

This semester moves the students from the basic business concepts and procedures to more advanced topics like People Management, Marketing and Business Economics. Financial Accounting module will expand their knowledge and efficiency in solving problems and making decisions in different areas of business.

**Modules**
- People Management
- Financial Accounting
- Marketing
- Business Economics

**SEMESTER 3**

The modules in this semester are aimed at equipping students with the knowledge and skills in the legal, statistical and financial aspects of business. In addition, students are exposed to International Business module which allows the students to understand the environmental and cultural issues facing global organisations. Besides, the Managing Information Systems module will also introduce the students to applications of business data communications.

**Modules**
- Legal Framework of Business
- International Business
- Business Statistics
- Principles of Finance
- Managing Information Systems

**SEMESTER 4**

The final semester allows students to progress into more advanced areas of business and management. Students will experience a balance of business theories and practical applications. In addition, students will also select 2 option modules during the semester. Supported by accounting module, they are expected to be able to demonstrate cognitive and intellectual skills relevant to business.

**Modules**
- Organisational Behaviour
- Managing Services
- Cost Accounting

**Option Modules A**
- Consumer Behaviour
- Business Operations
- Computer Technology

**Option Modules B**
- E-Business
- E-Commerce
- Internet Applications

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

**FURTHER STUDIES**

Upon successful completion of this programme, you will be eligible to progress into any of the following degree programmes offered at APU:
- BA (Hons) in Business Management
- BA (Hons) in Business Management with a specialism in E-Business
- BA (Hons) in Business Management with a specialism in E-Procurement
- BA (Hons) in International Business Management
- BA (Hons) in Marketing Management
- BA (Hons) in Human Resource Management

*In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.*
THIS PROGRAMME IS SPECIFICALLY DESIGNED TO PROVIDE:

- Students for careers in hybrid environments where business information systems are increasingly integrated, encompassing a wide range of enabling technologies and cross-organisational, social, national and international boundaries.
- Students with academic and professional skills to develop solutions requiring the application of both business and information technology disciplines in a commercial and organisational context.
- Students with critical, independent and cooperative learning skills so as to facilitate responses to continuous future changes in technology and industry practices.
- Students with intellectual skills, communications ability and team working capability.

SEMESTER 1

In this semester students will be equipped with basic mathematical, language and communication as well as information technology skills. Throughout the duration of this semester, students will have the opportunity to expose themselves to various terminologies and basic concepts related to business managerial skills. These skills are imperative for a smooth transition to the following semester.

SEMESTER 2

The modules Professional Communications, Academic Research Skills and Quantitative Methods that are offered in this semester help to develop students’ knowledge and skills significantly with emphasis on aspects that are core to the study of business. The module Information Systems provides students with details of the underpinning components of any information systems for more advanced study in subsequent semesters.

SEMESTER 3

This semester moves the students from the basic business concepts and procedures to more advanced topics like Marketing and Business Economics. There are also modules in related subjects such as Computer Technology and Internet Applications which will expand their knowledge and efficiency in solving problems and making decisions in different areas of business, supported by technology.

SEMESTER 4

The modules in this semester aimed at equipping students with the knowledge and skills in the legal, statistical and accounting aspects of business. In addition, students are exposed to the Multimedia Application where students will learn the fundamental knowledge and skills necessary to create and document an interactive multimedia application.

SEMESTER 5

The final semester allows students to progress into more advanced areas of business, management together with computing and information technology skills which includes programming knowledge and networks & networking. Graduates will be able to demonstrate a range of cognitive and intellectual skills together with techniques specific to business, management and information technology.

FURTHER STUDIES

Upon successful completion of this programme, you will be eligible to progress into any of the following degree programmes offered at APU:

- BA (Hons) in Business Management
- BA (Hons) in Business Management with a specialism in E-Business
- BA (Hons) in International Business Management
- BSc (Hons) in Technopreneurship
- BSc (Hons) in Information Technology with a specialism in Business Information Systems
- BSc (Hons) in Business Information Technology
- BSc (Hons) in Business Computing

*In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.
LEVEL 1

Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate. The Business & Communications Skills and Introduction to Services Management modules provide the skills and competencies that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

Common Modules
- Accounting Skills
- Business and Communications Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Introduction to Services Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

LEVEL 2

Here, specific modules deal with organisational and customer-related issues with emphasis on delivering value to customers. These are common to all management programmes. The other modules provide a broad understanding of Accounting, Operations and Management in an organisation. Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

Common Modules
- Behavioural Science in the Organisation
- Business Ethics and Governance
- Delivering Customer Value
- Financial Management
- Managing Information System in Organisation
- Research Methods

Specialised Modules
- E-Business Management
- Commercial Law
- Critical Thinking in Management
- Operations Management
- Quality Management
- Services Management

LEVEL 3

Here, the emphasis is on strategy and decision-making alongside the more practical issues of managing for enterprise, performance and problem-solving. Particular focus is given to exploring modern issues in business management through modules such as Contemporary Management, The Changing Face of Management, Managing Change and Enterprising Management. In addition you will delve into strategic aspects of management generally and Human Resources in particular.

Investigations in Business Management will involve exploration of a topic chosen by you. The Project further develops the academic and practical aspects of your chosen area of study and reinforces your independent Business Management learning skills.

Common Modules
- Corporate Finance
- Strategic Management

Specialised Modules
- Business Success and the Global Economy
- Business Management Project
- Contemporary Management
- Enterprising Management
- Investigation in Business Management
- Managing Change
- Managing people and Performance
- Strategic Marketing Planning
- Strategic Planning for Information System
LEVEL 1

Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate.

The Business & Communications Skills and Introduction to Services Management modules provide the skills and competence that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

LEVEL 2

Two modules deal with organisational issues and two with customer related issues designed to deliver value. These are common to all management courses. The other modules provide a broad understanding of the Accounting, Operations and Management issues in an organization. The specialism contains 4 modules which explore Electronic aspects of Commerce, Business, Tourism and Marketing.

Independent learning continues in all modules but is a particular focus and requirement in Research Investigations.

LEVEL 3

The emphasis is on strategy and decision making alongside the more practical issues of managing for enterprise, performance and problem solving. The specialism explores specific E-Business aspects such as Internet Payment Systems and Promotion as well as E-Business Strategy.

The Project further develops the student’s academic and practical aspects of their areas of study in E-Business and reinforces their independent learning skills.

Common Modules
- Accounting Skills
- Business and Communications Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

Specialised Modules
- Creativity and Innovation
- Critical Thinking in Management
- E-Business Management
- E-Commerce
- E-Marketing
- Operations Management

Note: The specialism will appear only in the academic transcript.
LEVEL 1

Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate.

The Business & Communications Skills and Introduction to Services Management modules provide the skills and competence that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

LEVEL 2

There is a greater depth in introducing the ‘E’ elements in Level 2. Modules in this level allow students to concentrate on organisational and customer relationship management. This emphasis will allow an e-procurement student to ensure there is delivery of value in the e-supply chain.

With the other modules, it provides a broader understanding of Supply Change Management, Procurement and E-Commerce in a procurement operation for a business environment.

Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

LEVEL 3

Modules in Level 3 allow students to pay more attention to the strategic and decision making level. Therefore from an operational context students now move on to a strategic level in understanding the supply chain and procurement at a strategic level. Management modules like Managing Change and Managing People and Performance allow students to also understand the ‘soft skills’ in Managing Business.

There is a further emphasis of E-Procurement with the introduction of the E-Procurement Project module which again allows students to strategically plan an E-Procurement solution to the running of a business operation.

Common Modules
- Accounting Skills
- Business and Communications Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Introduction to Services Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfil credit requirements for Co-Curricular Activities.

Common Modules
- Behavioural Science in the Organisation
- Business Ethics and Governance
- Delivering Customer Value
- Financial Management
- Managing Information System in Organisation
- Research Methods

Specialised Modules
- Commercial Law
- E-Business Management
- Managing Procurement
- Operations Management
- Quality Management
- Supply Chain Management

Common Modules
- Corporate Finance
- Strategic Management

Specialised Modules
- Contemporary Management
- E-Business Procurement
- E-Business Strategy
- E-Procurement Project
- Integrated Marketing Communications
- Investigation in E-Procurement
- Managing Change
- Managing International Supply Chains
- Value Chains
LEVEL 1

Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate.

The Business & Communications Skills and Introduction to Services Management modules provide the skills and competence that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

LEVEL 2

Here, specific modules deal with organisational and customer-related issues with emphasis on delivering value to the customers. These are common to all management programmes. The other modules provide a broad understanding of Accounting, Operations and Management in an organisation.

Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

LEVEL 3

Here, the emphasis is on strategy and decision-making in an international context. There are modules in the international dimensions of Finance, HRM, Marketing, Supply Chain Management and Strategic Management. The objective is to explore understanding and to analyse business management internationally where businesses must act global and think local, sometimes referred to as “Glocalisation”. The module on Asian Success in the Global Economy places particular emphasis on how businesses in this region have competed in the global marketplace. This is reinforced by the module on Problem-Solving and another on Decision-Making.

The Project further develops the academic and practical aspects of your chosen area of study in International Business and reinforces your independent learning skills.

Common Modules
- Accounting Skills
- Business and Communications Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Introduction to Services Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

Common Modules
- Behavioural Science in the Organisation
- Business Ethics and Governance
- Delivering Customer Value
- Financial Management
- Managing Information System in Organisation
- Research Methods

Specialised Modules
- Commercial Law
- E-Business Management
- E-Marketing
- International Business
- Operations Management
- Quality Management

Common Modules
- Corporate Finance
- Strategic Management

Specialised Modules
- Asian Success and the Global Economy
- Global Marketing
- International Business Management Project
- International Corporate Finance
- International HRM
- International Strategic Management
- Investigation in International Business Management
- Managing International Supply Chains
- Managing People and Performance
LEVEL 1
Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate. The Business & Communications Skills and Introduction to Services Management modules provide the skills and competence that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

Common Modules
- Accounting Skills
- Business and Communication Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Introduction to Services Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

LEVEL 2
The emphasis is on Marketing and Customer Value Delivery alongside the more practical issues of managing for enterprise, performance and problem-solving. Marketing is developed through studies of Information (Research and Advertising), Electronic Marketing (Interactive Marketing & E-Marketing) and an understanding of Customer Relations and of Creativity & Innovation.

Common Modules
- Behavioral Science in Organisation
- Commercial Law
- Creativity and Innovation
- Critical Thinking in Management
- Research Methods
- Business Ethics and Governance

Specialised Modules
- Marketing Intelligence and Research
- Integrated Marketing Communication 1
- B2B Marketing
- E-Marketing
- Delivering Customer Value
- Customer Lifestyle and Behavior

LEVEL 3
The emphasis is on Marketing strategy and decision-making alongside further issues of managing for enterprise, performance and problem-solving. Central to your studies is the consideration of exciting new opportunities to develop New Products and to be able to develop effective Marketing Communications which integrate the wide array of media available. Brand Management and the consideration of Customer Relationships explore the competitive advantage which can be exploited by proper use of such intangibles. The application of Marketing in various growth sectors is also considered through modules in Retail Marketing and Marketing People, Places and Performance. The Project further develops the academic and practical aspects of your chosen area of study in Marketing Management and reinforces your independent learning skills.

Specialised Modules
- Brand Management
- Building Customer Relationship
- Global Marketing
- Innovation Management and New Product Development
- Integrated Marketing Communication
- Investigations in Marketing Management
- Marketing Decision Making
- Marketing Management Project
- Marketing People, Places and Performance
- Retail Marketing Management
- Strategic Marketing Planning

This Programme is specifically designed to provide:
• An understanding of theories and concepts that underpin effective marketing and the practical skills required to start a career in marketing.
• Exposure to key areas including customer lifestyles and behaviour, customer values, marketing communications, international marketing, marketing decision-making and marketing management.
• A combination with other marketing and general business modules allowing students to gain a clear understanding of the vital role of marketing within the business context.
• Exposure to how the marketing discipline makes its impact in a variety of contexts.

BA (Hons) in Marketing Management
www.staffs.ac.uk
LEVEL 1
Level 1 comprises 10 common modules within all management awards. The Legal, Business Environment and Computing & IT in the Workplace modules provide a context within which businesses operate.

The Business & Communications Skills and Introduction to Services Management modules provide the skills and competence that will be used throughout the programme. You are then introduced to the four principal functions of a business - Management, Marketing, People Management and Accounting. Important and relevant skills for independent learning are also introduced.

LEVEL 2
The emphasis is on strategy and decision-making alongside the more practical issues of managing for enterprise, performance and problem-solving. There is also an emphasis on aspects of the employee including Employee Relations, Employee Development, Employment Law and Effective Performance.

Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

LEVEL 3
The emphasis is on strategy and decision-making, through modules which emphasise the changing practices of management and HRM Strategy, as well as International HRM and People & Performance Management. You will not only study modules which deal with contemporary ideas about managing people, change and HRM strategy, but will also consider these issues within the increasingly international arena of managing HRM.

The HRM Project further develops the academic and practical aspects of your chosen area of study and reinforces your independent learning skills.
LEVEL 2

Level 2 offers the general management course modules in organizational and customer issues and then provides modules which consider a variety of sectoral applications within Tourism Management, e.g., Recreational Tourism, Sports Tourism, Urban & Rural Tourism, Visitor Attractions, etc., in which various business topics, techniques and approaches are integrated.

Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

You may, if you wish, take the option of a work placement before the start of Level 3.

LEVEL 3

The emphasis here is on the strategic and marketing aspects together with environmental issues and a continuation of sectoral applications such as Sports Centre & Conferences, Exhibitions & Events.

The Project further develops your academic and practical aspects of your areas of study and reinforces your independent learning skills.

Common Modules

- Creativity and Innovation
- Critical Thinking in Management
- Management Information Systems in Organisation
- Research Methods

Specialised Modules

- E-Tourism
- Geography of Travel and Tourism
- Managing Visitor Attraction
- Recreational Tourism
- Retail Travel Operations
- Sports Tourism
- Ticketing and Computer Reservation System
- Urban, Rural and Coastal Tourism

Common Modules

- Strategic Human Resource Management

Specialised Modules

- International Tourism Marketing
- Investigations in Tourism Management
- Meetings, Incentives, Conventions and Exhibitions
- Monitoring and Evaluation of Service Management
- Performance Management for the Tourism Industry
- Sports Centre Management
- Tourism Logistics
- Tourism Management Project
- Tourism Policy, Planning and Development
- Tourism Sustainability

THIS PROGRAMME IS SPECIFICALLY DESIGNED TO PROVIDE:

- The knowledge and skills required for you to play a leading role in travel and tourism related service industries.
- A critical awareness of travel and tourism's roles in business, the environment and sustainability.
- Advanced study of travel and tourism and facilitates progression, both academic and vocational, by means of developing your intellectual capabilities, knowledge, key personal and transferable skills and a capacity for independent and lifelong learning.
- Skills that will enable you to work across diverse sectors of the tourism industry.
- Modules to develop cultural skills, negotiation and communication skills, combined with the ability to develop and market a product, namely tourism.
- Improved employment opportunities in an industry that needs professionals with varied and developed skills.
LEVEL 1

This is the same as Level 1 for the Tourism Management Programme so that you can sample the subject area before deciding whether or not a Programme in Services Management is right for you.

The Legal, Business Environment, and Computing and IT in the Workplace modules provide you with a context within which Business operates. The Business and Communications Skills module provides the skills and competence that will be used throughout the course.

You are introduced to the four principal functions of a business; Management, Marketing, People Management & Accounting. The importance of, and relevant skills for independent learning are also introduced. Introduction to Services Management builds on the earlier Introduction to Management by exploring the specific issues involved in managing services. The module Introduction to Travel & Tourism provides the necessary pre-requisites for later modules.

LEVEL 2

The Organisational & Customer Value modules provide a common input to other management courses in the Programme. However the other modules consider various services application sectors (Professional Services Management, Tourism, Recreation, and Financial Services) and their integrated management as well as important areas of business for services management including Advertising and Public Relations, Research Methods, and B2B Marketing.

You may, if you wish, take the option of a work placement before the start of Level 3.

LEVEL 3

The emphasis here is on Strategy and Marketing together with modules that deal with issues which are particularly prominent in services management such as Performance Management, Customer Relationships, People Management and high people contact applications such as Retailing, Conferences, Exhibitions and Events. The Project further develops the academic and practical aspects of your areas of study and reinforces your independent learning skills.

Common Modules with BA (Hons) in Tourism Management

- Accounting Skills
- Business and Communications Skills
- Business Environment
- Computing and IT in the Workplace
- Introduction to Management
- Introduction to Services Management
- Legal Environment of Business
- Marketing
- People Management
- Quantitative Skills

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

Common Modules

- Business Ethics and Governance
- Commercial Law
- Creativity and Innovation
- Customer Lifestyle and Behavior
- Delivering Customer Value
- Management Information Systems in Organisation
- Research Methods

Specialised Modules

- E-Commerce
- Financial Management
- Operations Management
- Professional Services Management
- Services Management

Common Modules

- Global Marketing
- Marketing Decision Making
- Marketing People, Places and Performance
- Strategic Human Resource Management

Specialised Modules

- Building Customer Relationship
- Business Ideas Generation
- Entrepreneurship
- Investigations in Services Management
- Meeting, Incentives, Conventions and Exhibitions
- Monitoring and Evaluation of Service Management
- Services Management Project
 LEVEL 1

Level 1 is common to both Media awards and is designed to enable you to make an informed choice between these alternatives at Level 2. This Level introduces you to new media, aspects of Management & Marketing and Multimedia. The skills relevant for business and IT in the workplace are also covered. Important and relevant skills for independent learning are introduced.

 LEVEL 2

The three areas of focus at this level are Media, Marketing Communications and Multimedia. You will also develop awareness and skills in dealing effectively with customers. All the modules address one or more aspects of these areas. Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

 LEVEL 3

The three areas of focus continue with a greater emphasis on strategy and integration. Alongside these are modules which develop specific skills in multimedia and copywriting. You also learn about the planning, decision-making, global & entrepreneurship aspects of marketing and the entertainment industry. The Media Marketing Project further develops the academic and practical aspects of your chosen areas of study and reinforces your independent learning skills.

Common Modules with BSc (Hons) in Media Informatics and BA (Hons) in Media Marketing with a specialism in Social Media
• Audio Visual Technology
• Business and Communications Skills
• Computing and IT in the Workplace
• Digital Image Production
• Interactive Media and Web Design Technology
• Introduction to Management
• Introduction to Theories of Media and Culture
• Marketing
• Mass Media to Multimedia
• Understanding the Press

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfil credit requirements for Co-Curricular Activities.

Common Modules
• Advertising
• Creativity and Innovation
• Media Culture and Society
• Multimedia for Presenting and Promoting
• New Creative Media Industries
• Public Relations
• Research Methods
• Script Writing for Radio & TV

Specialised Modules
• Communications Audit
• Customer Lifestyles and Behaviour
• E-Marketing
• Interactive Marketing

Common Modules
• Audiences, Consumption and Technology
• Copywriting
• Integrated Marketing Communications
• Media, Ethics and Politics
• Strategic Marketing Planning
• Video Recording & Production

Specialised Modules
• Global Marketing
• Investigations in Media Marketing
• Marketing Decision Making
• Media Marketing Project
• Strategic Entrepreneurship and the Entertainment Industry
LEVEL 1

Level 1 is common to both Media awards and is designed to enable you to make an informed choice between these alternatives at Level 2. This Level introduces you to new media, aspects of Management & Marketing and Multimedia. The skills relevant for business and IT in the workplace are also covered. Important and relevant skills for independent learning are introduced.

LEVEL 2

The three areas of focus at this level are Media, Marketing Communications and Social Media. You will also develop awareness and skills in dealing effectively with customers. All the modules address one or more aspects of these areas. Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

LEVEL 3

The three areas of focus continue with a greater emphasis on strategy and integration. Alongside these are modules which develop specific skills in multimedia and social networking. You also learn about the planning, decision-making, global & entrepreneurship aspects of marketing and the entertainment industry.

The Media Marketing with Social Media Project develops the academic and practical aspects of your chosen areas of study and reinforces your independent learning skills.

There is a further emphasis of Social Media with the introduction of the Social Media Project module which inculcates students with analytical and problem solving ability in meeting many different situations that require solutions on the use of new emerging media for marketing purpose and brand building.

BA (Hons) in Media Marketing with a specialization in Social Media

- A thorough understanding of the issues relating to effective human computer interaction.
- A clear appreciation of the user interface and the skills to develop interactive multimedia applications.
- An opportunity to undertake a major project where the acquired knowledge and research skills will be used to explore an aspect of Social Media with a business context.

Common Modules with BA (Hons) in Media Marketing and BSc (Hons) in Media Informatics
- Audio Visual Technology
- Business and Communications Skills
- Computing and IT in the Workplace
- Digital Image Production
- Interactive Media and Web Design Technology
- Introduction to Management
- Introduction to Theories of Media and Culture
- Marketing
- Mass Media to Multimedia
- Understanding the Press

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

Common Modules
- Advertising
- Media Culture and Society
- New Creative Media Industries
- Public Relations
- Research Methods
- Script Writing for Radio & TV

Specialised Modules
- Advanced Social Media Technologies
- Communications Audit
- Customer Lifestyles and Behaviour
- E-Marketing
- Interactive Marketing
- Social Media Campaign Management
- Social Media Technologies

Common Modules
- Audiences, Consumption and Technology
- Copywriting
- Integrated Marketing Communications
- Strategic Marketing Planning

Specialised Modules
- Global Marketing
- Investigations in Social Media Marketing
- Law & Ethics in Social Media
- Marketing Decision Making
- Public Relations 3.0
- Social Media Marketing Project
- Social Media Marketing Strategies
LEVEL 1

Level 1 is common to both Media awards and is designed to enable you to make an informed choice between these alternatives at Level 2. This Level introduces you to new media, aspects of Management & Marketing and Multimedia. The skills relevant for business and IT in the workplace are also covered. Important and relevant skills for independent learning are introduced.

LEVEL 2

Compared with Media Marketing there is a greater emphasis on multimedia. The essential aspects of Marketing Communications are studied alongside more detailed consideration of media techniques. There is particular emphasis on writing and the use of modern media for communications and promoting.

Independent learning continues in all modules but is a particular focus and requirement in Research Methods.

LEVEL 3

Emphasis is placed on Multimedia modules and their use in communications and the media. Modules consider different aspects of Multimedia such as animation, scripting & HCI. Alongside these you will study Marketing Communications and Copywriting to provide an in-depth understanding of the practical uses and problems of Multimedia.

The Media Informatics Project further develops the academic and practical aspects of your chosen areas of study and reinforces your independent learning skills.

BSc (Hons) in Media Informatics

- An opportunity to study Multimedia in more depth.
- A thorough understanding of the issues relating to effective human computer interaction.
- The ability to produce web pages collected together into a cohesive site.
- Enhanced skills in developing interactive multimedia applications.
- An appreciation of the role of the user interface in multimedia applications.
- The knowledge of project management techniques necessary for the production of the final year project.
- An opportunity to undertake a major project where the acquired knowledge and research skills will be used to produce industry-strength media informatics solutions.

Common Modules with BA (Hons) in Media Marketing and BA (Hons) in Media Marketing with a specialism in Social Media
- Audio Visual Technology
- Business and Communications Skills
- Computing and IT in the Workplace
- Digital Image Production
- Interactive Media and Web Design Technology
- Introduction to Management
- Introduction to Theories of Media and Culture
- Marketing
- Mass Media to Multimedia
- Understanding the Press

In addition to the above, all students are also required to successfully complete General Studies modules as stipulated by the Malaysian Qualification Agency, as well as fulfill credit requirements for Co-Curricular Activities.

Common Modules
- Advertising
- Creativity and Innovation
- Media Culture and Society
- Multimedia for Presenting and Promoting
- New Creative Media Industries
- Public Relations
- Research Methods for Computing and Technology
- Script Writing for Radio & TV

Specialised Modules
- Icon and Time-Based Multimedia
- Broadcasting Technology
- Visual Communication
- Developing Interactive Multimedia

Common Modules
- Copywriting
- Integrated Marketing Communications
- Media, Ethics and Politics
- Strategic Marketing Planning
- Video Recording and Production

Specialised Modules
- Advanced Multimedia
- HCI and Usability
- Investigations in Media Informatics
- Media Informatics Project
- Multimedia Techniques for Animation, Games and Film Effects
Awards received by the university and our students at local, regional and international competitions are a testimony to their knowledge, skills and professional attributes.

**Awards and Recognition**

**Industry Excellence 2011**
- Winner of Prime Minister’s Industry Excellence Award
- Winner of PME Prize

**Asia Pacific ICT Awards (APICTA) Malaysia**
- 2013 - Top Award for ‘Best of Student Project’
- 2012 - Top Award for ‘Best of Student Project’
- 2011 - Winner of Special Jury Award by the Prime Minister
- 2010 - Top Award for ‘Best of Student Project’
- 2009 - Top Award for ‘Best of Student Project’
- 2007 - Top Award for ‘Best of Student Project’
- 2005 - Top Award for ‘Best of Student Project’
- 2004 - Top Award for ‘Best of Student Project’
- 2003 - Top Award for ‘Best of Student Project’

**International Asia Pacific ICT Awards (APICTA)**
- 2012 - Merit Award for ‘Best of Student Project’
- 2011 - Merit Award for ‘Best of Student Project’
- 2010 - Merit Award for ‘Best of Student Project’
- 2009 - Merit Award for ‘Best of Student Project’
- 2008 - Merit Award for ‘Best of Student Project’
- 2007 - Merit Award for ‘Best of Student Project’
- 2006 - Merit Award for ‘Best of Student Project’
- 2005 - Merit Award for ‘Best of Student Project’
- 2004 - Merit Award for ‘Best of Student Project’

**Malaysian Greentech Awards**
- 2009 - 1st Prize Award for ‘Best of Student Project’
- 2008 - 2nd Prize Award for ‘Best of Student Project’
- 2007 - 3rd Prize Award for ‘Best of Student Project’
- 2006 - 4th Prize Award for ‘Best of Student Project’

**Malaysia Cybersecurity Awards (Cyberscurecy Malaysia)**
- 2013 - Award for ‘Cyber Security Education and Training Provider of the Year’
- 2012 - Award for ‘Information Security Training Provider of the Year’

**Ministry of Higher Education Malaysia Awards**
- 2009 - Top Award for ‘Best Website Design’
- 2008 - Merit Award for ‘Best of Student Project’
- 2007 - Merit Award for ‘Best of Student Project’

**Asian Innovation Awards (Far Eastern Economic Review, Singapore)**
- 2006 - Award for ‘Best Educational Excellence’
- 2005 - Award for ‘Best of Network and PC Maintenance category’

**SCHOOL OF BUSINESS & MANAGEMENT** 28
Academic Research

For our staff, learning is a continuous journey where we keep abreast with the latest knowledge in a variety of fields. Our academic staff publish papers and present them at conferences worldwide. Some of the areas of research include:

- Embedded Systems & RFID
- Biometrics
- Games Engines
- 3D Graphics and Virtual Reality
- Security
- New Media Technologies
- Knowledge Management
- Mobile Learning
- Detecting Pornographic Images
- Adding Facial Expressions to Talking Head Models
- Marketing Professional Services
- Two and Three Dimension Audio-Visual Speech Synthesis
- Handwritten Signature Verification Using a Single Master Signature
- Customer Care
- E-Learning
- Entrepreneurial Business
- Various Aspects of Accounting
- International Marketing
- Generation of Business Ideas
- Organisational Culture Change
- Strategic Diversification Evaluation
World Class Facilities