

Marketing

MKT 250: Fundamentals of Selling
MKT 251: Customer Relationship Management
MKT 252: Foreign Trade and Export Management in Nepal
MKT 253: Fundamentals of Advertising
MKT 254: Fundamentals of Services Marketing

Management

MGT 251: International Business
MGT 256: Small and Medium Enterprises
MGT 257: Event Management
MGT 258: Project Management
MGT 259: Technology & Information Management

The First Year Programme

The purpose of the first year programme is to build a strong foundation in students to prepare them to comprehend the business concepts, theories and practices. The first year programme is organized into the following compulsory and core courses:

First Year (500)

MGT 201: Business English	100
MGT 202: Business Statistics	100
MGT 207 : Microeconomics for Business	100
MGT 211 : Financial Accounting and Analysis	100
MGT 213: Principles of Management	100

The Second Year Programme

The purpose of the second year programme is to provide basic concepts, tools and understanding of the foundation and core courses. The foundations courses are required to develop understand business practices. The core courses provide essentials of learning which are basic in the broad area of business studies. The second-year programme is therefore organized into the following core and compulsory courses:

Second Year (500)

MGT 205: Business Communication	100
MGT 209: Macroeconomics for Business	100
MGT 212: Cost and Management Accounting	100
MGT 223: Organizational Behavior & Human Resource Management	100
MGT 215: Fundamentals of Financial Management	100

The Third Year programme

The purpose of the third year programme is to provide basic concepts, tools and understanding of the fundamentals of business studies. The core courses provide essentials of learning which are basic to understand broader area of business studies. The third programme is therefore organized into the following core and compulsory courses:

Third Year (500)

MGT 204: Business Law	100
MGT 226 : Foundation of Financial Systems	100
MGT 217: Business Environment and Strategy	100
MGT 224 : Taxation in Nepal	100
MGT 214: Fundamentals of Marketing	100

The Fourth Year Programme

In fourth year, the students are encouraged to focus on a particular functional and concentration area of business studies. Building on the foundation laid in the first, second and third years, the principal mission of the fourth year twofold:

- 1) To enable the students to concentrate in one functional areas of business. FOM offers four stream of concentration courses:
 - a) Accounting
 - b) Finance
 - c) Management
 - d) Marketing
- 2) To provide opportunity to students to engage in research and final project presentation.

Fourth Year (500)

MGT 225: Entrepreneurship	100
Concentration I	100
Concentration II	100
Concentration III	100
MGT 221: Business Research Methods	50
MGT 401: Final Project	50

Eligibility Conditions for Admission

The candidate applying for admission to the BBS programme:

1. Must have successfully completed the 10+2 in business/ commerce or an equivalent course from a Higher Secondary School Board or from Tribhuvan University or from other University/ Board recognized by T.U
2. Must satisfy any other entry requirements or criteria as prescribed by the Faculty Board or the campus.

