

SUMMARY OF COURSES IN THE BANKING SPECIALIZATION TRAINING PROGRAM

(Version 2018)

	Course Name	Course Description	Number of Credits
1.1	General Education Knowledge		23
	<i>Compulsory Course</i>		10
1.1.1	Principles of Marxism-Leninism 1	Principles of Marxism-Leninism 1 is part of the general education curriculum in the field of finance and banking, with a specialization in banking, and aims to establish the most fundamental theoretical foundation. The content of the course is designed to lay the groundwork for approaching the content of "Ideology of Ho Chi Minh and the Revolutionary Path of the Communist Party of Vietnam," fostering an understanding of the Party's ideological foundation. It involves building belief and revolutionary ideals among students, step by step, and establishing a unified worldview, outlook on life, and a general methodology to approach the specialized sciences in the field of study.	2
1.1.2	Principles of Marxism-Leninism 2	Principles of Marxism-Leninism 2 is a compulsory course in the general education curriculum. The course provides fundamental knowledge about Marxist-Leninist ideology, focusing on the capitalist mode of production and the theory of Marxist-Leninist socialism. Upon completion, students will be able to apply the economic, political, and social laws of Marxism-Leninism to study other subjects and practical aspects of life. They will use acquired knowledge to understand the direction and socio-economic policies of our country, as well as to explain current global economic, political, and social phenomena.	3
1.1.3	Ho Chi Minh's Ideology	Ho Chi Minh's Ideology is part of the general education curriculum in the field of finance and banking, with a specialization in banking. The course provides a systematic understanding of Ho Chi Minh's thoughts, ethics, and cultural values. It continues to offer basic knowledge of Marxism-Leninism,	2

		establishing an understanding of the ideological foundation and guiding principles of the Party and the revolution in our country. It contributes to building the ethical foundation for the new human.	
1.1.4	Revolutionary Path of the Communist Party of Vietnam	Revolutionary Path of the Communist Party of Vietnam is part of the general education curriculum in the field of finance and banking, specializing in banking. This course provides students with fundamental knowledge about the revolutionary path of the Communist Party of Vietnam, fostering trust in the Party's leadership and its objectives and ideals. It helps students apply specialized knowledge actively and positively to address economic, political, cultural, and social issues in alignment with the Party's direction, policies, and legal frameworks.	3
1.1.5	Advanced Mathematics 1	Advanced Mathematics 1 is part of the general education curriculum in the field of finance and banking, specializing in banking. This course equips students with advanced knowledge of linear algebra for economic majors. Key content includes matrices, determinants, linear equations, vector spaces R^n , linear transformations, matrix diagonalization, and quadratic forms. Upon completion, students can transform economic problems into systems of equations or matrices for processing and achieving the desired initial results.	2
1.1.6	Advanced Mathematics 2	Advanced Mathematics 2 is part of the general education curriculum in the field of finance and banking, specializing in banking. This course provides advanced knowledge of applied calculus for economic analysis. Content includes limits, continuity, derivatives and differentials, integrals of single-variable functions, multivariable functions: limits, continuity, partial derivatives and differentials, free and constrained extrema, and some types of first and second-order differential equations. After completing this course, students can apply these concepts to perform calculations in economics or determine extremes and optimize objective functions.	2
1.1.7	Theory of Probability and Statistics	Theory of Probability and Statistics is part of the general education curriculum in the field of finance and banking, specializing in banking. The course covers topics such as random events, probability of an event, random variables, probability distribution laws of random variables, characteristics of random variables, laws of large numbers, random variables in many dimensions, samples, sample characteristics, probability distributions of sample characteristics, parameter estimation, and statistical hypothesis testing.	3
1.1.8	Economic Modeling	Economic Modeling is part of the general education curriculum in the field of finance and banking, specializing in banking. This course provides knowledge about economic Modeling, covering the	2

		construction of economic models, computation of model indicators, and an introduction to various models, including Input-Output (I-O) models and linear optimization models – linear programming. Upon completion, students will understand the concepts of Modeling, be able to construct simple models, comprehend the significance of economic indicators, and grasp methods for solving linear programming problems.	
1.1.9	Theory of State and Law	Theory of State and Law is part of the general education curriculum in the field of finance and banking, specializing in banking. This course explores issues related to the principles of the formation, development, and nature of the state and law. The main content addresses theoretical and practical issues related to the state and law in general, as well as specific aspects of the state and law in Vietnam. Topics include fundamental legal concepts such as legal violations, legal offences, legal systems, and essential elements of the legal system.	2
	<i>Elective Courses (Students choose one of the following three courses)</i>		2
1.1.10	Fundamentals of Vietnamese Culture		2
1.1.11	Psychology		2
1.1.12	Logic		2
1.2	Basic Foundation Knowledge		
	<i>Compulsory Course</i>		32
1.2.1	Microeconomics	Microeconomics is a mandatory course in the foundational knowledge block of the department. This course introduces basic concepts and tools used in microeconomic analysis. It focuses on analyzing the behaviour of consumers influencing prices and quantities of goods and services supplied in the market, as well as the behaviour of firms across different market structures. Additionally, the course identifies market failures as the basis for government intervention to achieve optimal efficiency.	3
1.2.2	Macroeconomics	Macroeconomics is a mandatory course in the foundational knowledge block of the department. This course provides a general overview of macroeconomics and fundamental principles regarding the functioning of the entire economy. It presents how to calculate economic indicators such as national output, unemployment rates, inflation rates, etc. The course determines output equilibrium based on the	3

		aggregate supply and demand relationship, addressing macroeconomic issues in an open economy. It particularly emphasizes the role of the government in managing the economy through economic policies to achieve specific objectives in each period.	
1.2.3	Principles of Accounting	Principles of Accounting is in the basic knowledge of the economics department. The course provides an overview of accounting, explicitly accounting objects and the role and function of accounting. Besides, the course equips knowledge about accounting methods: document method, inventory, accounts, bookkeeping, synthesis, and accounting balance. Additionally, the course helps learners understand the organization of accounting work, accounting forms, and the financial reporting system.	3
1.2.4	International Economics	International Economics is a mandatory course in the foundational knowledge block of the department. This course studies the economic relationship between countries through the exchange of goods services, and the movement of economic resources (labor, capital). The course provides a system of international economic theories, critical tools for international trade policies, and fundamental analyses of international payment balances and exchange rates.	3
1.2.5	Business Law	Business Law is part of the foundational knowledge in the economics department. The course explores issues related to the business activities of economic entities in Vietnam, mainly focusing on enterprises. The main content covers theoretical and practical issues in the legal regulations related to investment conditions, establishment, operation, and termination of business entities; regulations on the negotiation, implementation, and termination of contracts; and issues of dispute resolution in the business activities of economic entities.	3
1.2.6	Fundamentals of Management	Fundamentals of Management course is a course within the foundational knowledge of the field. The course provides students with fundamental knowledge about management, including its developmental history, concepts, roles, functions, and basic skills of managers. Students can apply this knowledge as a foundation for awareness, direction-setting, and skill development. Additionally, the course addresses new trends in modern management.	2
1.2.7	Principles of Marketing	Principles of Marketing course is part of the foundational knowledge in the economics department. The course provides students with basic knowledge and the ability to recognize, understand, and apply basic marketing concepts to the business activities of enterprises. Students are introduced to fundamental knowledge related to market information gathering, understanding customer behaviour, implementing	2

		market segmentation, identifying target markets, and deploying marketing tools to serve the needs of target customers while gaining a competitive advantage for the business.	
1.2.8	Applied Informatics	Applied Informatics is part of the foundational knowledge in the economics department. The course introduces concepts, principles, and methods for applying information technology to solve economic problems. It provides knowledge and skills for students to understand the role of information technology, apply IT products in management financial investment, and analyze research data in economics.	3
1.2.9	Econometrics	Econometrics is a course in the foundational knowledge block of the economic department, designed as an applied science course. Students are equipped with basic theory and then use specialized software for regression, estimation, testing, analysis, and forecasting. The course content includes linear regression and transformations to linear regression using the OLS method, testing multicollinearity, heteroscedasticity phenomena, model selection and validation, estimation and testing of statistical hypotheses, analysis, and forecasting based on the obtained results, regression models with time series data, autocorrelation issues in time series regression models, and some dynamic models.	3
1.2.10	Scientific Research Methods	Scientific Research Methods in Economics is a course in the foundational knowledge block of the economics department. The course is designed to provide learners with basic knowledge of methods for conducting scientific research systematically. It helps learners master the steps and, combined with knowledge from other courses, perform scientific research activities at different levels, from identifying research issues to organizing research activities to presenting and evaluating a scientific research project.	2
1.2.11	Introduction to Banking Industry	Introduction to Banking Industry is a compulsory course in the Banking and Finance Department, specializing in Banking. The course provides a basic understanding of the profession, attracting and building students' passion for the banking industry. The course content includes an introduction to the context of the industry, the social responsibilities and professional ethics of banking bachelor's degrees, the standard outcomes of the banking industry, and the essential skills as the foundation for specialized courses, contributing to the formation of professional skills for banking bachelor's degrees.	2
1.2.12	Theory of Finance and Monetary	Theory of Finance and Monetary is a course within the foundational knowledge of the Banking and Finance Department. The course covers fundamental theoretical issues related to monetary finance, including an overview of monetary finance, state budgets, fundamental issues regarding credit, banking, financial markets, and theories related to money supply, interest rates, inflation, and monetary policies.	3

		These are essential pieces of knowledge that form the basis for researching technical and professional issues in the fields of economics, finance, and banking.	
1.2.13	Financial Markets and Institutions	Financial Markets and Institutions is a course within the foundational knowledge of the Banking and Finance Department. The course provides fundamental knowledge, giving students an overall view of the financial system, financial markets, financial institutions, the operational mechanisms, the organization of activities, and trading tools in financial markets. The main content of the course includes an overview of the financial system, financial markets, and financial institutions.	3
1.2.14	Corporate Finance	Corporate finance is a course in the foundational knowledge group of the Banking and Finance Department. The course equips students with basic knowledge of corporate financial production, laying the groundwork for further study in other subjects in the banking and finance knowledge block. In this course, students will research critical issues such as an overview of corporate finance, the time value of money, the relationship between profit and risk, funding sources for enterprises, cost of capital usage, theories of capital structure, operational leverage, and financial leverage.	3
1.2.15	Financial Accounting 1:	Financial Accounting 1 is a course within the foundational knowledge of the Banking and Finance Department. The course provides knowledge of financial accounting practices, including accounting for cash capital, accounting for payments, accounting for the initial factors of the production process (accounting for raw materials and tools, accounting for fixed assets, accounting for employee payable accounts), accounting for aggregated production costs, and determining product costs. In addition, the course equips learners with the knowledge and skills to prepare and present financial reports.	3
1.2.16	Multinational Corporate Finance	Multinational Corporation Finance is a course within the foundational knowledge of the Banking and Finance Department. The course provides students with basic knowledge of the international financial environment where multinational companies operate and the financial management issues of these companies. In this course, students will research critical issues such as (i) the international financial environment, including issues related to globalization, the international monetary system, and international balance of payments; (ii) the foreign exchange market, international balance conditions, and mechanisms for determining exchange rates; (iii) international financial markets and issues in managing the capital and assets of multinational companies.	3
1.2.17	English for Specific	English for Specific Purposes 1 is a course within the foundational knowledge of the Banking and	3

	Purposes 1	Finance Department. The course provides students in the Banking major with knowledge as well as a significant vocabulary related to business management and economic fields such as different corporate structures, management functions, company infrastructure, comparing warehouse and production management strategies, product quality management methods, advertising activities, capital investment usage, and some knowledge of the products and services of banks.	
1.2.18	English for Banking and Finance	English for Banking and Finance is a course within the foundational knowledge of the Banking and Finance Department. The course is designed to continue providing students in the Banking major with knowledge as well as a substantial vocabulary related to business and finance fields such as bond types, capital and stock utility, types of financial reports, standard models for products and services, national expenditure, taxes, corporate responsibilities to the community, theories of free trade, and benefits and disadvantages in international business.	3
	<i>Elective Courses (Students choose one of the following three courses)</i>		3
1.2.19	History of Economic Theories		3
1.2.20	Development Economics		3
1.2.21	Public Economics:		3
1.3	Specialized Field Knowledge		53
	Major-specific Knowledge		26
	<i>Compulsory Course</i>		
1.3.1	Banking Operations	Banking Operations falls within the domain of finance and banking knowledge. It provides fundamental insights into the business operations of the banking system in the modern economy, enabling learners to grasp foundational knowledge about modern banking business. This knowledge can then be applied to specialized areas within financial and banking activities. The main content of the course includes an overview of the banking business, capital mobilization, payment services, credit activities, financial investment activities, and financial services.	3

1.3.2	Corporate Financial Analysis	Corporate Financial Analysis is part of the finance and banking knowledge. This course equips students with knowledge on analyzing corporate financials through financial reports and other documents. It explains and guides students in using analytical models to draw accurate conclusions about business performance, capital usage, financial structure, liquidity, cash flow relationships, factors leading to differences between operating cash flow and profit, profit efficiency of capital, and the ability to pay. The analysis results serve as a basis for providing helpful information about the "health" of a business and guiding decision-making for creditors, financial managers, investors, or consulting organizations.	3
1.3.3	Taxation	Taxation , within the finance and banking knowledge domain, provides students with the necessary foundational knowledge, serving as a basis for further study of specialized subjects. It emphasizes the use of taxes as a tool in addressing economic and financial issues at both micro and macro levels. The main content of the course includes basic knowledge about taxes from a theoretical perspective, regulations on various types of taxes in Vietnam related to regulations on similar taxes in some other countries, and guidance on tax calculation methods, integrating connections with other subjects that address taxes.	3
1.3.4	Financial Services Marketing	Financial Services Marketing is part of the finance and banking knowledge. This course covers general issues related to financial services marketing, the penetration of marketing into the business activities of financial institutions, and the specific nature of financial services marketing. It discusses topics related to organizing and implementing marketing in the business activities of financial institutions, including segmentation, target market selection, positioning, strategy development, and application of the 7Ps marketing toolkit. Upon completion, learners can develop a marketing mix strategy for a specific financial institution.	3
1.3.5	Investment Project Appraisal	Investment Project Appraisal provides in-depth knowledge about investment project appraisal. It equips learners with the ability to apply knowledge to qualitatively and quantitatively analyze market, technical, human resources, and financial aspects of an investment project, as well as identify and control risks arising during the investment project appraisal process. The course content includes establishing an investment project, planning project cash flows, evaluation criteria, estimating project costs, project appraisal, market, technical, human resources, financial appraisal, and risk and inflation appraisal.	3
1.3.6	Credit Rating	Credit Rating provides basic knowledge about credit rating, the business model of independent credit rating organizations, and the operations of the credit rating market. This course enables learners to identify	3

		and control risks in the process of customer assessment, financial investment, bank credit, and other banking transactions. The main content of the course includes an overview of credit rating, credit risk models, credit rating services of independent credit rating organizations, and internal credit ratings for customers in the bank.	
1.3.7	Applied Econometrics	Applied Econometrics is a compulsory course within the finance and banking knowledge. It provides students with knowledge of methods and models of applied quantitative economics used in specialized research in finance and banking. This course includes single-variable time series models, conditional variance models, and methods for panel data.	2
	<i>Elective Courses (Students choose two of the following three courses)</i>		6
	<i>Financial Knowledge Areas:</i>		
1.3.8	Financial Investment:		3
1.3.9	Financial Derivatives		3
1.3.10	Behavioral Finance		3
1.3.11	Portfolio Management		3
1.3.12	Insurance		3
	<i>Accounting and Auditing Knowledge Area:</i>		
1.3.13	Principles of Audit		3
1.3.14	Bank Audit		3
	<i>Business Management Knowledge Area:</i>		
1.3.15	Business Ethics and Corporate Culture		3
1.3.16	Entrepreneurship		3
	<i>International Business Knowledge Area:</i>		

1.3.17	International Finance		3
1.3.18	International Trade		3
	<i>Management Information System Knowledge Area:</i>		
1.3.19	Management Information Systems		3
1.3.20	Core Banking and Electronic Banking		3
	Kiến thức chuyên ngành (bắt buộc)		27
1.3.21	International Payments	International Payments is part of the specialized curriculum in banking. It provides essential knowledge about international payment operations, enabling learners to perform international payment transactions in roles such as import-export business professionals and banking specialists. The main content of the course includes (i) fundamental issues related to international payment operations, (ii) Legal documents and transaction practices in international payments, (iii) Financial documents and commercial documents in international payments, and (iv) International payment methods.	3
1.3.22	Bank Credit	Bank Credit offers in-depth knowledge of bank credit, an essential activity for banks/credit institutions. It helps learners grasp the methodologies of bank credit, empowering them to apply techniques in the credit approval process for clients and propose improvements in policies and mechanisms related to banking credit activities. The course content includes key sections: General principles of bank credit, credit for businesses, credit for entities outside businesses, and credit risk management.	3
1.3.23	Bank Accounting	Bank Accounting , part of the banking specialization, equips students with knowledge of fundamental bank accounting transactions. Specifically, it covers accounting principles and methods for basic transactions occurring in commercial banks, such as cash accounting, capital mobilization transactions, credit transactions, payment services through banks, foreign exchange business transactions, and the presentation of business results and profit distribution on the bank's financial statements.	3
1.3.24	Foreign Exchange Trade	Foreign Exchange Trade provides knowledge to help learners understand fundamental issues in the foreign exchange market, comprehend basic transactions in the foreign exchange market, and apply these	3

		transactions to carry out foreign exchange risk insurance in business activities. The main content of the course includes (i) Overview of the foreign exchange market and fundamental concepts related to the foreign exchange market and (ii) Types of transactions in the foreign exchange market, including spot, forward, swap, futures, and options.	
1.3.25	Commercial Banking Management	Commercial Banking Management equips students with knowledge specific to the management of commercial banks. Through this course, students acquire knowledge and content related to management methods for the business activities of commercial banks. The knowledge gained can be applied in practice to manage activities at commercial banks.	3
1.3.26	Internship	The Final Term Internship is a mandatory course in the banking specialization. With the guidance of instructors, students undertake internships in banks, financial institutions, or non-banking financial entities. During the internship, students observe, study, and research practical transactions related to the finance banking sector. They compare and evaluate real-world transactions with theoretical concepts learned at the university. This helps students acquire additional knowledge practical experience, and develop professional skills and ethics for their future careers after graduation.	3
	Elective Specialized Knowledge		
1.3.27	Graduation Thesis	The Graduation Thesis Course is an elective course in the banking specialization designed for students who meet the conditions to undertake the Graduation Thesis Course according to the university's training regulations. Under the scientific guidance and direction of assigned faculty, students must select a research topic within the field of finance banking. Based on the chosen research topic, students are required to clearly define the objectives, subjects, and scope of research and apply knowledge and research methods to address the outlined research goals scientifically. This process helps students enhance their research skills.	9
	Alternative Courses to the Graduation Thesis:		9
1.3.28	Bank Risk Management	Bank Risk Management is an alternative course to the graduation thesis, falling under the Finance and Banking knowledge domain, specializing in Banking. The course provides in-depth knowledge about specific risks in banking operations and risk management perspectives according to international standards (Basel Committee). Based on this foundation, the course imparts knowledge and skills to apply appropriate methods/techniques to identify, measure, monitor, and minimize various risks in modern banking. The main content includes an overview of risk management in banking, credit risk management,	3

		market risk management, and operational risk management.	
1.3.29	Project Financing	Project Financing is an alternative course to the graduation thesis, part of the specialized knowledge in banking. The course offers in-depth knowledge of asset valuation; it equips learners with the ability to apply knowledge to qualitatively and quantitatively analyze businesses that undergo valuation. Students develop analytical skills related to market analysis, pricing advice, and practical report preparation tailored to customer needs. The course content covers an overview of valuation, real estate valuation, machinery and equipment valuation, financial asset valuation, and business valuation.	3
1.3.30	Asset Valuation	Asset Valuation is an alternative course to the graduation thesis within the specialized knowledge in banking. The course provides in-depth knowledge about project financing; it equips learners with the ability to apply knowledge to qualitatively and quantitatively analyze businesses undergoing financing. Students develop the ability to advise on the selection of financing structures and ownership structures and plan financing. The course content includes an overview of project financing, entities participating in project financing, financing structures, selection of ownership structures, collateral contracts, financing planning, and funding sources for projects.	3