

ATENEDE DE MANILA UNIVERSITY
JOHN GOKONGWEI SCHOOL OF MANAGEMENT

MINOR IN MANAGEMENT

(Manolet M. Siojo-Program Director)

Regardless of the path that Ateneo graduates choose to pursue, most of them will eventually find themselves holding positions of responsibility within the organizations that they join. Every time that they do so, they will find that they can more effectively manage the teams and the organizations that they lead if they have had more formal training in the various functional areas of management.

It does not matter whether they are running a business or a household, a museum or a professional association, a school or an NGO--- whenever results need to be achieved and resources are limited, whenever responsibility and accountability go hand in hand, whenever people and funds have to be organized, managed, and led, knowledge of the core management disciplines will prove to be invaluable.

We would thus like to offer students enrolled in non-business courses the possibility of acquiring a working knowledge of the core management disciplines by offering this Minor program in Management.

Objective:

To provide non-business students structured opportunities to gain a working knowledge of the core business skills that can help them to more effectively manage any organization.

Qualifications:

- Any student enrolled in an undergraduate degree program of the Loyola Schools of the Ateneo de Manila University may apply for this minor, with the following exceptions:
 - Students enrolled in degree programs of the John Gokongwei School of Management
 - Students pursuing the Business Track under the European Studies and Interdisciplinary Studies programs
 - Students enrolled in the A.B. Management Economics program
- All applicants must demonstrate the same computer proficiency required of all JGSOM students, by either **passing the computer proficiency examination administered by the QMIT department, or by enrolling in and passing our**

ITM 11 (Basic Information Technology Applications in Business) course. This minimum level of computer proficiency is presupposed for all students taking JGSOM courses.

Course Requirements:

Acc 15	Fundamentals of Accounting	3 units
Fin 101	Fundamentals of Finance	3 units
Mkt 101	Principles of Marketing	3 units
(2) Mngt Electives		<u>6 units</u>
Total:		15 units

Any course offered by the JGSOM's Marketing and Law, Leadership and Strategy, Finance and Accounting, or Quantitative Methods and Information Technology Departments may be taken as a management elective, as long as the pre-requisite requirements are fulfilled, and the course is not required for the completion of their degree program.

List of Recommended Management Electives:

L&S 100	Organizational Behavior
L&S 125	Strategic Management

Partial List of Available Management Electives:

Acc 111	Resource Management
Acc 151	Controllership
Fin 120	Financial Statement and Credit Analysis
Fin 121	Investment Management
Fin 130	Banking & Other Financial Institutions
Fin 150	Advanced Finance
Fin 170	International Financial Management
ITM 107	Decision Analysis
ITM 108	Corporate Models and Decision Support System
ITM 110	Information Engineering
ITM 122	Gaming and Management Games
ITM 124	ICT and Business Strategy
ITM 124.1	Enterprise Competitiveness Through ICT
ITM 189	Seminar on Information Technology Trends
Law 11	Essentials of Philippine Business Law

Law 199A	Special Topics in Law: Law for Art's Sake
Law 199C	Special Topics in Law: Law on Media and the Arts

L & S 101	Organizational Communications
L & S 128	Small Business Consulting
L & S 130	Leadership in the 21 st Century
L & S 135	Strategic Human Capital Management
L & S 136	Strategic Human Resources Development
L & S 139	Business Ethics & Corporate Social Responsibility
L & S 142	Cross Cultural Communications
L & S 143	Family Business Management
L & S 145	Managing Innovation in Organizations
L & S 147	Introduction to Sports Business Management
L & S 170	Strategies in the Global Business Environment
L & S 172	Strategic Issues in Doing Business in China
L & S 173	Strategic Issues in Doing Business in Japan

Mkt 104	Marketing Communications
Mkt 111	Marketing Research
Mkt 112	Brand Management
Mkt 121	Advertising Management
Mkt 122	Sales Management
Mkt 142	Services Marketing
Mkt 171	International Business Opportunities
Mkt 172	International Marketing
Mkt 173	Export Marketing
Mkt 175	Understanding International Trade and Competition

POM 199.1	I.T. Enabled Business Organizations
POM 199.2	Project Management Fundamentals
POM 199.3	Project Management Tools and Techniques
POM 199.4	Managing Project Teams
POM 130	Product Development
Any other courses offered for credit by the Finance and Accounting, Marketing and Law, Leadership and Strategy, and Quantitative Methods and Information Technology Departments of the John Gokongwei School of Management.	

Grade Requirements:

To earn the Certificate of Minor, candidates must earn a minimum 2.0 grade point average for the 9 units of courses required for the Minor (Acc 15, Fin 101 and Mkt 101), and a minimum 2.50 grade point average for the total of 15 units to be credited for the Minor.