



University of the Philippines Diliman

Extension Program in Pampanga

Bachelor of Science

Major in Business Management

144
units

The Bachelor of Science in Business Management (BSBM) program aims to provide students with theories, concepts, skills, and techniques to become productive members of successful business organizations. The program includes current developments in management theory and practice to enhance the competencies of students in the different functional areas of business organizations, and to increase the responsiveness of students to significant and practical aspects of business management concepts.

Study Path	1 st Year	2 nd Year	3 rd Year	4 th Year
General Education Courses¹	AH (3u) MST (3u) SSP (6u) AH (6u) MST (3u) SSP (6u)	AH (6u) SSP (3u) MST (3u)		MST (6u)
Service Courses	Math 17 (5u) Math 100 (4u)		Free Elec 1 (3u) Free Elec 2 (3u)	PI 100 (3u)
Core Courses		BM 99.1 (3u) BM 101 (3u) BM 180 (4u) Econ 101 (4u) Econ 102 (4u) BM 99.2 (3u) BM 181 (3u)	BM 153 (3u) BM 104 (3u) BM 115 (3u) BM 182 (3u) BM 170 (3u) BM 126 (3u) BM 141 (3u) BM 161 (3u) BM 186 (3u) BM Elec 1 (3u)	Econ 121 (3u) BM 121 (3u) BM 142 (3u) BM 183 (3u) BM 190 (3u) BM Elec 2 (3u) BM 199 (3u) BM Elec 3 (3u) BM Elec 4 (3u)
Requirement Courses	PE (2u) PE (2u) NSTP (6u)	PE (2u) PE (2u)		

¹ Six (6) units of the GE Courses must satisfy the Philippine Studies requirement
² For Econ Elective Courses, students may choose from the following list of Approved Elective Courses:
 Econ 151, 161, 171 181, 196, 198

³ Second Year Standing: A student must have passed 33 units.
⁴ Junior Standing: A student must have passed 66 units including BM 99.1, BM 99.2, Econ 101, & Econ 102
⁵ Senior Standing: A student must have passed 99 units.

Note: To graduate, all students are required to take (6) units in one of the National Service Training Program (NSTP) components. ROTC and Civic Welfare Training Service are offered in UPD.

1st Semester
 2nd Semester
 Summer

Core Courses

BM 99.1 Fundamental Accounting Theory & Practice I. Fundamental accounting theory & terminology with reference to accounting principle & management's use of accounting data. <i>Prereq: SYS. 3u.</i>	BM 170 Marketing Management. Principles, practices & development of integrated marketing programs. <i>Prereq: JS. 3u.</i>
BM 99.2 Fundamental Accounting Theory & Practice II. Continuation of Fundamental Accounting Theory & Practice I. <i>Prereq: BM 99.1. 3u.</i>	BM 174 Marketing Research. A survey of the techniques used in marketing research. Selected problems in the analysis sales record, sales forecasting, estimating sales potentials, sampling consumer demand, determining the factors which influence demand for specific goods. <i>Prereq: BM 171. 3u.</i>
BM 101 Introduction to Management. Principles & techniques of business organization & management. An introduction to case problem solving. <i>Prereq: SYS. 3u.</i>	BM 180 Business Statistics. Statistical graphics, basics of sampling, estimation, hypothesis testing, linear regression, analysis of variance, contingency tables, forecasting, & statistical quality control. <i>Prereq: Math 17. 6 h (3 lec, 3 lab). 4u.</i>
BM 102 Business Environment. The context in which business operates. <i>3u.</i>	BM 181 Management Science I. Analysis & solution of management problems; deterministic models such as linear & integer programming, transportation models, assignment models, inventory management, & project management models. <i>Prereq: Math 100, BM 180. 3u.</i>
BM 104 Organizational Behavior. The concepts & principles of behavior in business organizations. <i>Prereq: BM 101/COI. 3u.</i>	BM 182 Management Science II. Analysis & solution of management problems; stochastic models; decision theory, Markov processes, queuing, simulation, forecasting, regression, & other statistical applications. <i>Prereq: BM 180, BM 181. 3u.</i>
BM 115 Management Accounting. Uses of economic & accounting concepts for managerial planning & control. <i>Prereq: BM 99.1, 99.2. 3u.</i>	BM 183 Computer Methods & Applications. The uses of computers in the solution of management problems. Includes programming solutions to quantitative problems, simulation, experimentation, & basic decision model-building. <i>Prereq: BM 181. 3u.</i>
BM 121 Entrepreneurship. <i>Prereq: BM 101. 3u.</i>	BM 141 Business Finance I. Introduction to the principles governing financial management of business enterprises with emphasis on short-range planning & management of working capital. <i>Prereq: BM 115/COI. 3u.</i>
BM 126 Introduction to Information Systems. <i>Prereq: BM 101. 3u.</i>	BM 142 Business Finance II. Long-range planning & management of the long-term financial position of a business organization; recapitalization & liquidation. <i>Prereq: BM 115, 141. 3u.</i>
BM 127 Management of Technology in Business. <i>Prereq: JS. 3u.</i>	BM 144 Financial Institutions. Study of the structure, functions & operations of financial institutions, money & capital markets. <i>Prereq: Econ 121/COI. 3u.</i>
BM 141 Business Finance I. Introduction to the principles governing financial management of business enterprises with emphasis on short-range planning & management of working capital. <i>Prereq: BM 115/COI. 3u.</i>	BM 145 Investments. Principles & practices with special emphasis on the evaluation of project studies, security analysis & the establishment of standards for the selection of industry, issue, & security. <i>Prereq: Econ 121, SS. 3u.</i>
BM 142 Business Finance II. Long-range planning & management of the long-term financial position of a business organization; recapitalization & liquidation. <i>Prereq: BM 115, 141. 3u.</i>	BM 186 Operations Management. Introduction to strategic & operational decisions in manufacturing & service operations. <i>Prereq: BM 101, BM 180. 3u.</i>
BM 144 Financial Institutions. Study of the structure, functions & operations of financial institutions, money & capital markets. <i>Prereq: Econ 121/COI. 3u.</i>	BM 190 Strategic Management. Integration of the functional fields of business, stress being given to solving comprehensive case problems of business organization & management. <i>Prereq: GS. 3u.</i>
BM 145 Investments. Principles & practices with special emphasis on the evaluation of project studies, security analysis & the establishment of standards for the selection of industry, issue, & security. <i>Prereq: Econ 121, SS. 3u.</i>	BM 198 Special Topics in Management. <i>Prereq: COI. 3u.</i>
BM 148 Special Topics in Finance. <i>Prereq: SS. 3u.</i>	BM 199 Research Methods in Business. <i>Prereq: GS. 3u.</i>
BM 153 Human Resource Management. Factors & objectives which shape personnel policies of employers & practices which effectuate these policies. <i>Prereq: BM 101. 3u.</i>	Econ 101 Macroeconomics. National income accounting; consumption; investments; employment & income determination; analysis of prices & wages; fiscal & monetary policies; international trade; economic growth. <i>4u.</i>
BM 161 Basics of Business Law. 3u.	Econ 102 Microeconomics. Demand & supply; price determination; theory of the consumer; theory of the firm; analysis of markets; income distribution; general equilibrium & welfare. <i>4u.</i>
BM 168 Special Topics in Business Law. <i>Prereq: BM 161. 3u.</i>	Econ 121 Money & Banking. Nature & role of money, banks & other financial intermediaries; central banking & conduct of monetary policy; banking regulations; efficient markets theory; international financial system. <i>Prereq: Econ 101, 102. 3u.</i>
BM 178 Seminar in Marketing Management. <i>Prereq: BM 171. 3u.</i>	

GE Courses

AK 10 Mekeni Abe: Pangkahatang Sarbey ng Kulturang Kapampangan. Isang pangkahatang pagtingin sa kultura ng rehiyon ng Pampanga kaugnay ang kasaysayan, panitikan, sining at sosyolohiya na nakapaloob dito. <i>3u. AH.</i>	Hum 2 Art, Man, & Society. A study of visual arts & music as products of the creative imagination in dynamic interaction with society. <i>Prereq: Comm 2. 3u. AH.</i>
Bio 1 Contemporary Topics in Biology. Recent developments in biology pertinent to concerns about the nature of life, health & related social issues. <i>3u. MST.</i>	Math 1 Fundamental Concepts & Applications of Mathematics. <i>3u. MST.</i>
Comm 1 Communication Skills. The development of advanced communicative competence in English, with emphasis on effective reading, writing, & listening skills. <i>3u. AH.</i>	Math 2 Practical Mathematics. Basic mathematics skills & applications in everyday life. <i>3u. MST.</i>
Comm 2 Communication Skills. The development of more advanced language skills in critical thinking & effective reading & writing. <i>Prereq: Comm 1. 3u. AH.</i>	Nat Sci 1 Foundations of Natural Science I. Fundamental concepts, principles & theories of physics & chemistry. <i>3u. MST.</i>
Comm 3 Speech Communication. The development of communicative competence in listening & speaking in various communication situations. <i>3u. AH.</i>	Nat Sci 2 Foundations of Natural Science II. Fundamental concepts, principles & theories of earth & life sciences. <i>3u. MST.</i>
Econ 11 Markets & the State. Essential economic concepts & their use in analyzing real-world issues. <i>3u. SSP.</i>	STS Science, Technology & Society. The analysis from historical & futuristic perspectives of the nature & role of science & technology in society & of the socio-cultural & politico-economic factors affecting their development with emphasis on Philippine setting. <i>Prereq: SS. 3u. MST.</i>
Eng 1 Basic College English. Basic grammar, usage & composition skill in English. <i>3u. AH.</i>	
Kas 1 Kasaysayan ng Pilipinas. The political, economic, social & cultural development of the Philippines. <i>3u. SSP.</i>	Soc Sci 1 Foundations of Behavioral Sciences. A survey of basic concepts, principles, theories & methods of the behavioral sciences (Sociology, Psychology, Anthropology, Political Science, Economics, including Linguistics, Demography & Geography) & the dynamics of social change. <i>3u. SSP.</i>
Kas 2 Ang Asya at ang Daigdig. A study of Asian cultural heritage in relation to world civilization. <i>3u. SSP.</i>	
Hum 1 Literature, Man & Society. A study of various literary genres as the imaginative expression of the individual writer's experience & the society's values & ideals. <i>Prereq: Comm 2. 3u. AH.</i>	Soc Sci 2 Social, Economic & Political Thought. A survey of social, economic, & political thought from the classical to contemporary times. <i>3u. SSP.</i>
	PI 100 The Life & Works of Jose Rizal. The significance of the life & writings of Rizal in the life of the Filipino people. <i>Prereq: SS. 3u. SSP.</i>

Service Courses

Anthro 1 General Anthropology. Physical origin of man, his evolutionary development, nature of culture, & structure of social behavior. <i>3u.</i>	Math 101 Elementary Statistics. Presentation of data, frequency distribution; central tendencies; index numbers; dispersion; normal curve; Poisson curve; correlations; sampling distribution; elements of statistical inference. <i>Prereq: Math 11/17. 3u.</i>
Bio 11 Fundamentals of Biology I. The fundamentals of biology from the molecular & cellular levels up to organ systems, except the reproductive system. <i>Prereq: Chem 16 or equivalent. 5u.</i>	Philo 160 Philosophy of Science. Nature of scientific inquiry; problems of demarcation, explanation, prediction, concepts formation & validation. <i>Prereq: COL, SS. 3u.</i>
Chem 16 General Chemistry I. Fundamentals of Chemistry. <i>Prereq/Coreq: Math 11/equiv. 9h. (3 class, 6 lab) 5u.</i>	Philo 171 Ethics. Problems & theories of moral values. <i>3u.</i>
Math 11 College Algebra. Linear equations; algebraic & graphical solutions of the quadratic equations; exponents & radicals; complex numbers; binomial expansion; determinants; progressions; theory of equations. <i>Prereq: 3u.</i>	Pol Sci 14 Philippine Government & Politics. Development, organization & operation of the Philippine political systems, with emphasis on the present. <i>3u.</i>
Math 14 Plane Trigonometry. Logarithms; graphs of the trigonometric functions; the general triangle; solutions of trigonometric; inverse trigonometric; exponential & logarithmic equations; complex numbers. <i>Prereq: 3u.</i>	Pol Sci 160 Society, Politics, & Government. Society as the matrix of politics; political power & leadership; patterns of decision-making; political modernization & development. <i>Prereq: Pol Sci 11/COL. 3u.</i>
Math 17 Algebra & Trigonometry. Sets & numbers; the algebra of numbers as a logical system; inequalities; absolute values & coordinate systems; functions & graphs; circular, linear, quadratic, & polynomial functions; exponential & logarithmic functions; applications of the circular functions to angles. <i>5u.</i>	Socio 101 General Sociology. Theoretical concerns of the fields of sociology & the various techniques in the study of social realities. <i>3u.</i>
Math 100 Introduction to Calculus. Limits, derivatives; integrals; applications. <i>Prereq: Math 17/COL. 4u.</i>	Zoo 101 Fundamentals of Zoology. Basic aspects & principles of zoology. <i>9h. (3 class, 6 lab) 5u.</i>

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