



**TRIBHUVAN
UNIVERSITY**

CENTRAL DEPARTMENT OF MANAGEMENT

MBM MASTER OF
BUSINESS
MANAGEMENT

Master *of* Business Management



Message from the Dean

The mission and objectives of Faculty of Management (FOM) is to contribute to the development of efficient and capable manpower for the business, government, and other organized sectors. It is involved in developing new programs and developing and revising curricula to educate students with theory and practice of management.

The Central Department of Management (CDM) Tribhuvan University is launching a two-year semester-based Master of Business Management (MBM) program from this academic year. In today's challenging business environment, demand for business executives and entrepreneurs who could constantly anticipate and cope changing environment of business and organizations to maintain their competitive advantage. To meet this demand the program aims to develop executives and entrepreneurs for the new and emerging business sectors both for developed and emerging economies. The MBM program covers core business management courses and specializes in emerging sectors courses.

The CDM is a highly reputed learning center having a long cherished history of management education, which is located at Central Campus of Tribhuvan University, Kirtipur with highly qualified and experienced teachers and professors. All prospective MBM students, who are hardworking and seeking to specialize in sectoral management courses, are encouraged to apply for joining the program.

Prof. Dr. Dev Raj Adhikari
Dean, Faculty of Management, Tribhuvan University



Message from the Head of Department

Central Department of Management (CDM) is a pioneer institution devoted to offering Master's programs in management. CDM was established with the aim of providing quality education to prepare middle and higher level manpower capable of exploiting opportunities and meeting the challenges of the business world. It has a long history of successfully equipping its students with critical management skills for professional pursuits in business, industry and public sector. Moreover, it has been producing students capable of conducting research, consultancy, and becoming teachers in the fields of business management.

Through its long journey, CDM has produced thousands of competent scholars necessary for the socio-economic development of the nation. The Department is proud with the fact that the CDM alumnae are now in key positions in national and international institutions.

In an attempt to comply with the global trend in education, Tribhuvan University decided to adopt semester system in the Post Graduate level at Central Campuses, two years back. CDM took leading role and has successfully embraced semester system till this date. To meet the growing demand to modernize and upgrade, CDM has ventured to launch Master of Business Management (MBM) course from this spring, 2016,

(MBM), with the purpose of producing qualified and competent human capital who can successfully deal with the changing business scenario.

The curriculum of MBM is unique as it has a local focus with a global perspective. This provides an opportunity for the students to develop their knowledge, ability, attitude and understanding, i.e. prerequisite for their growing into competent and responsible business managers. CDM is proud to have a community of knowledgeable, dedicated, and motivated professors with long history of experience in teaching, learning, and consultancy. Most have either doctorate degree or M. Phil degree.

CDM provides an atmosphere where students are transformed into knowledge seekers. We are headed with the objective of accomplishing extraordinary things through the integration of our scholarly work and educational technologies towards the overall mission of the Department.

The inspirational atmosphere of the Department provides the students with ample opportunities to learn preferred knowledge, skills, and building competence with positive attitude and commendable behavior. I look forward to innovative, devoted, and committed students in our program at CDM.

Prof. Bhoj Raj Aryal, Ph. D.
Head, Central Department of Management



• Message from the Director

The Faculty of Management

The Faculty of Management (FOM), Tribhuvan University offers a variety of courses in general, functional and sectoral management areas. The courses are designed according to the need of the country and the international trends in management education.

The mission and objectives of FOM are to contribute to the development of efficient and capable manpower for business, government, and social sectors. FOM is continuously involved in the development and upgrading its curricula, teaching methods, and examination system. Its programs have been designed with greater degree of flexibility that allows the incorporation of the latest development in theory and practice of management. It has already launched BBS, BBA, BIM, BHM and BTTM programs at the bachelor level, and MBS, MHM, MTTM, MBA, MFC, MBA Global Leadership and MBM towards this end at the master level. MBA, MBA Global, and MFC programs are exclusively run by the School Of Management, FOM and Central Department of Management, FOM is running MBM program from this session.

Dilli Raj Sharma
Director, The Faculty of Management



Master *of* Business Management (MBM) Program

Introduction

To develop efficient and capable manpower for the business, government and social sectors, FOM, TU has designed Master of Business Management (MBM) program. MBM is a full time rigorous academic program in management that enables students to learn the subject matter in depth to have high level of specialist knowledge in a short time. MBM program specifically aims to develop executives capable of managing the emerging business sectors in developing economies. This program is designed to provide students with an exciting and challenging learning experience. MBM program develops the core business skills that graduates will need in their future careers. MBM program develops the graduates' management skills on the basis of a good understanding of the economic, social, political environment both at the national and global levels. MBM program encourages a culture of learning, reflection and development through the program's curricular and co-curricular activities.



Mission

The mission of the MBM program is to deliver a program of excellence in the field of advanced business management. The program delivers a core set of advanced integrated curriculum with global perspective using evolving technology platforms to facilitate and support the learning process. MBM program is structured to provide businesses a pipeline of talented and energized professionals who will add immediate value for their organization and the communities they serve.

Objectives

The specific objectives of the MBM program are:

- To develop the core business skills that contributes to develop an efficient and capable manpower for the business, government and social sectors.
- To provide high calibrated business graduates with a solid foundation in understanding what business operation is all about while developing the skills and awareness needed to be successful business leaders, managers, and entrepreneurs.
- To develop capable executives for emerging business sectors in developing economics.
- To offer a broader understanding of management issues along with appropriate skills and techniques.



Curricular Structure

MBM program is a two year (four semesters: 60 credit hours) program anchored by 13 rigorous and integrated core course modules of 39 credit hours that promote a general management perspective.

Core Courses Modules

- Emerging Concepts in Management
- Statistics and Computer-assisted Data Analysis
- Managerial Economics
- Managerial Accounting and Control
- Financial Management
- Organizational Behavior
- Business Research Methodology
- Marketing Management
- Human Resource Management
- Operations and Supply-Chain Management
- Global Economy and International Business
- Business Environment and Corporate Governance
- Strategic Management and Leadership

Concentration Courses

The concentration course helps students develop specialized and focused knowledge and skills in the areas of their choice. Students are required to select three courses from any one of the concentration areas offered. The concentration courses offered are in the areas of banking and finance, applied marketing, small business & entrepreneurship, and information technology management. They are:

Banking and Finance

- Financial System in Nepal
- Investment Analysis and Portfolio Management
- Financial Institutions and Market
- Money and Capital Markets
- Performance Management and Control
- Marketing of Financial Services
- Treasury Management in Banks
- Special Topics in Banking

Applied Marketing

- Consumer Behavior
- Advertisement and Sales Promotion
- Services Marketing
- E-Marketing
- Fundamentals of Rural Marketing
- Sales and Distribution Management
- Strategic Brand Management
- Special Topics in Applied Marketing

Small Business and Entrepreneurship

- Small Business Entrepreneurship
- Innovation and Product Development
- Small Business Finance
- Rural Marketing
- Retail Marketing
- Social Entrepreneurship
- Business Plan for New Venture Development
- Special Topics in Entrepreneurship Development
- Information and Technology Management Information System
- Business System Analysis and Design
- Decision Support System
- Management Information Technology
- Balanced Business Scorecard: Principles and Methods
- E-commerce
- Business Intelligence
- Special Topics in Information Technology Management

Sectoral Management Elective Courses

Students have greater flexibility in choosing from a wide variety of sector-focused elective courses. Elective course modules, that are updated regularly, reflect the newest ideas, trends and thinking in sectoral and applied business. Students may select any two course modules from the following courses as sectoral management electives.

- Agribusiness Management
- Commercial Management
- Travel and Tourism Management
- Insurance and Risk Management
- Micro-finance and Entrepreneurship
- E-business
- Management of Sustainable

Rural Development and Project Management

- Foreign Trade Management and Practices
- NGO Management and Development
- Research Projects

Course Cycle

Semester I

(All subjects have equal credit hours. Total credit hours: 3 Cr. Hrs. X 5 = 15 Cr. Hrs.)

- Emerging Concepts in Management
- Statistics and Computer-assisted Data Analysis
- Managerial Accounting and Control
- Managerial Economics
- Organizational Behavior

Semester II

(All subjects have equal credit hours. Total credit hours: 3 Cr. Hrs. X 5 = 15 Cr. Hrs.)

- Global Economy and International Business
- Financial Management
- Marketing Management
- Human Resource Management
- Operations and Supply-Chain Management

Semester III

(All subjects have equal credit hours. Total credit hours: 3 Cr. Hrs. X 5 = 15 Cr. Hrs.)

- Business Research Methodology
- Sectoral Management Elective
- Concentration I
- Concentration I
- Concentration III

Semester IV

- Business Environment and Corporate Governance (3 Cr. Hrs.)
- Strategic Management and Leadership (3 Cr. Hrs.)
- Sectoral Management Elective II (3 Cr. Hrs.)
- Research Project (6 Cr. Hrs.)

Eligibility

The applicants must meet the following minimum requirements to be eligible to apply for the MBM program:

- A minimum of 15 years' formal education (12 years of schooling plus three years of graduation).
- Must have secured a minimum CGPA of 2.0 or 45 percent in Bachelor's level.

The final decision on admission is taken on the basis of performance scores of an applicant in the admission tests.

Students applying for the MBM program must fill in the application form with all details of their personal information and past academic records. The application form is available from the CDM reception during office hours. The application form can also be downloaded from the website www.fomecdmtu.edu.np. The completed application along with the transcripts and certificates should be submitted to the CDM within the time as specified in the notice. At the time of submission of application form, students are required to pay Rs.1000 as fee for admission test. This fee must be deposited in the account of CDM (account no.1059) in Nepal Bank Limited and the deposit voucher must be attached with the completed application form.





Admission Test

FOM shall conduct a four staged admission tests to appropriately screen the applicants. The applicants shall be screened in each of the following stages.

- **WRITTEN TEST:** This test shall be based on the GMAT and GRE format. The duration of the test will be 3 hours and 30 minutes.
- **GROUP DISCUSSION:** Groups discuss on a given topic. Performance of applicants is recorded by a panel of judges based on leadership, logic, and other traits.
- **INDIVIDUAL PRESENTATION:** Applicants are required to present their views and opinions on a given topic before a panel of judges.
- **PERSONAL INTERVIEW:** Personal interview is taken to measure the applicants' motivation level, attitude, aptitude, and capability to handle the pressure & rigors of the MBM program.

FOM reserves the final authority in the selection of the candidates for the program.

Teaching Pedagogy

The MBM program is based on student-centered learning approach. The general teaching methodology of the program includes interactive sessions, students' presentations, case studies, individual and group projects, seminars, and practicum. The teaching faculty shall determine the appropriate teaching-learning methods as suitable to the individual course.

Semester Cycle:

The MBM program is implemented over four semesters. Each semester consists of 16 weeks. There will be a preparation week (17th week) and an end-semester examination week (18th week). The Program shall be run without a long vacation.

Orientation Program:

At the very beginning of the session of the 1st semester, an orientation program shall be conducted by CDM to prepare familiarize the students for the intensive work load they are going to handle. This is followed by a few soft skills related classes too.





Attendance, Internal Evaluation and End-Semester Examination

The MBM program is an intensive professional program. This program demands a very high level of commitment from students. Students are required to regularly attend all classes, seminars, practicum, and presentations as required by the specific course.

The performance of students shall be evaluated through ongoing in-semester evaluations and semester-end examinations. The concerned faculty shall be responsible for the continuous in-semester evaluation that will be based students' performance in class presentations, case analysis, individual and group assignments, class tests, etc. as required by the course.

In –semester Evaluations: 40 marks

EVALUATION ACTIVITIES	WEIGHT IN %
In-semester pre-board examination	40
Class room activities (Class presentations, class tests, case analysis, group works etc.)	20
Project and assignments	30
Class attendance and discipline	10
TOTAL	100%

- The internal evaluation shall generally have a total weight of 40 percent in each course.
- A student must secure a minimum Grade Point Average(GPA) of 2.7 or Grade B minus (B-) in a course in order to be eligible to appear in the semester-end examination of that course.



Semester-end Examinations

- The semester-end examination shall have a total weight of 60 percent on course work related subjects.
- The duration of examination shall be 3 hours for both 3 credit hours course and 2 credit hours course.

External Evaluation: 60 marks

EVALUATION COMPONENTS	NUMBER OF QUESTIONS AND CHOICE	WEIGHT IN %
Case analysis, situation analysis or extended problem analysis as suitable to the course	Two compulsory questions	50
Problem solving, critical analysis oriented questions	Three questions with one choice (Two questions of 15 marks each, to be solved by students)	50
Concept oriented short answer questions	Six short answer questions with two choice questions (four questions of 5 marks to be solved by students)	20
TOTAL MARKS		100%



Grading System

- The performance of a student in the MBM program shall be made on four-point-scale ranging from 0 to 4.
- The passing grade in the semester-end examination for an individual paper shall be grade 'B minus' or GPA of 2.70 (55 percent).
- In order to pass the semester examination, the student must secure a minimum of Grade 'B' or cumulative Grade Point Average (CGPA) of 3.0(60 percentage)

Evaluation: Grading Mode

GRADE	CGPA	% EQUIVALENT	Performance Remarks
A	4.0	90 and above	Distinction
A-	3.7	80-80.9	Distinction
B+	3.3	70-79.9	First Division
B	3.0	60-69.9	Second Division
B-	2.7	55-59.9	Pass in individual course
F	0	Below 55	Fail

Re-registration

- Students who do not qualify to appear in the semester-end examinations will have to re-register and retake the course as per the semester cycle.
- Students who are qualified but fail to appear in make-up examinations as per the semester cycle.
- FOM shall organize chance make-up examinations in the last semester only where the student may appear in courses of the earlier three semesters.

Degree Requirements

The university confers MBM degree to the students after the successful completion of the following requirements.

- 'B' or above grade in each of the courses as specified in the curricular structure section.
- Obtained an overall CGPA of 3.0 or above after combining the GPAs obtained in all courses and the final project.
- Completed all the course requirements as specified in the curricular structure section within the maximum time period specified in the normal and maximum duration of the study section.

Final Project

A student is required to undertake a research assignment and prepare a Research Project Report at the end of the fourth semester. The CDM shall assign a faculty member to supervise the research work. The research work must be presented in the format as prescribed by FOM. The evaluation of the research shall be based on the following two components:

Written Report: 70%
Viva-voce: 30%

Other Facilities

Library and Internet

CDM has extraordinarily well-equipped library with on-line service for the use of students, faculties, and research scholars. The Department premise has an uninterrupted free WIFI facility. At present, it has a collection of more than six thousand texts and reference books, numerous hard copies of national and international journals, magazines, newspaper, academic research reports, scholarly journals, periodicals, and other similar materials. The students can benefit from the computer lab with adequate hardware & software with defensive antivirus solution and internet facility. Regarding Course Plan and Work Plan, the concerned faculty member shall develop a detailed course outline and work plan of his course as per the curriculum. MBM program Governing Committee, FOM, and plays catalytic role in this endeavor.

Extra-Curricular Activities

The students can increase their capabilities through different interaction programs, seminars, group discussion, and other curricular activities organized by CDM and other adjunct institutions.



Fee Structure

Other Facilities/ highlights

- Spacious and airy class rooms
- Audio-video multimedia
- Teaching-learning activities through the use of virtual class rooms.
- Free WIFI/Internet facilities
- Industrial visits
- Collaboration with other renowned institutions
- Students' interaction class rooms.

The two-year MBM program cost per student is Rs 250,000 for regular student besides the examination and GRP fees. Each student shall have to pay all fees due for a semester at the beginning of the semester. The breakdown of the semester wise fee will be as follows:

First semester Fee

Admission fee	Rs.10, 000
Semester charges & tuition fee	Rs. 60,000

Second semester onwards

Semester charges and tuition fee	Rs. 60,000 per semester
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Note:

- Semester charges include semester tuition fee and resource materials and computer lab costs.
- Semester-end and Make-up examinations fee to FOM will have to be paid by students.
- Graduate Research Project (GRP) processing fees will have to be paid by students.
- The cost of excursions for socio-economic study outside valley will be shared by the students except transportation costs.

Scholarships and Awards

- Out of 44 seats in MBM program, 4 seats are full scholarship seats.
- 100 percent tuition fee waiver to the semester topper.



Faculty of CDM

Prof.Dr. Bhoj Raj Aryal, *Marketing*
Prof. Dr. Puskar Bajracharya, *General Management*
Prof.Dr.Madav Raj Koirala, *Finance/Account*
Prof.Dr.Upendra Koirala, *General Management*
Prof.Dr.Dev Raj Adhikari, *General Management*
Prof.Dr. Bal Krishna Shrestha, *General Management*
Prof.Dr. Ram Shakti Maskey, *Account*
Prof.Dr.Gopinath Regmi, *Account /Tax*
Prof.Dr. Sanjay K. Shrestha, *General Management*
Prof.Bhawani Shankar Acharya, *General Management*
Prof.Dr.Dilii Raj Sharma, *Finance*
Prof.Dr. Mahananda Chalise, *Marketing*
Mr.Bishnu Hari Koirala, *General Management*
Mr. Ajay Prasad Dhakal, *Finance*
Dr Arun Kumar Thakur, *Account*
Dr. Ramji Gautam, *Finance*
Mr. Gyan ManiAdhikari, *Economics*
Mr. Santosh Kumar Ghimire, *General Management*
Mr. Achyut Gyanwali, *Account*
Mr. Jagat Timilsina, *Marketing*
Mr. Gobinda Tamang, *Operation Management*
Dr. Manoj Chaudhari, *General Management*
Mr. Binod Sah, *Account*
Dr. Dhurba Lal Pandey, *General Management*
Mr. Bal Ram Chapagyain, *General Management*
Mr. Bharat Singh Thapa, *Finance*
Mr. Dinesh Mani Ghimire, *General Management*
Mrs. Sunita Bhandari, *General Management*
Usha Koirala, *Marketing*
Nirajan Basnet, *Economics*

Administrative Staff

Mr.Kapil Dhakal	Account Controller
Mrs.Lalita Aryal	Section Officer
Mr. Mukunda Pd. Rimal	Section Officer
Mr. Shree Krishana Bista	Section Officer
Mrs. Chumban Gautam	Section Officer
Miss Rupa Adhikari	Head Assistant
Mrs. Sabitri Thapa	Office Helper
Mrs. Kalpana kunwar	Office Helper
Mrs. Laxmi Poda (Deula)	Office Helper
Mr. Ram Sewak Paswan	Office Helper
Mr.Gyan Bd Tamanag	Office Helper

MBM Program Governing Council

Prof. Dr. Dev Raj Adhikari	Chairman
Prof. Dr. Pushkar Bajracharya	Member
Prof. Dr. Madhav Raj Koirala	Member
Prof. Dr. Bal Krishna Shrestha	Member
Associate Professor Ajay Prasad Dhakal	Member
Associate Professor Dr. Dhruva Pokhrel	Member
Prof. Dr. Bhoj Raj Aryal	Member-Secretary





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Tribhuvan University

Kirtipur, Kathmandu, Nepal

Tel: 977-01- 4332977, 4330847

Email: cdm@fomcdmtu.edu.np

Web: www.fomcdmtu.edu.np

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