

Your **absolute** place for
business education

UTM

*International
Business
School*



DEAN'S MESSAGE



The Absolute Place For Your Business Education

Like other organizations, business schools have to continuously innovate and implement the right strategy to remain relevant as the main source of business education. Business schools need to be more global in outlook and revisit their ability to offer innovative responses to changes in the market. It was against this background that UTM International Business School is committed to the development of innovative and entrepreneurial leaders for the global market, who contribute to the advancement of knowledge, and contribute to the societal wealth and well-being.

Founded in 1997, UTM IBS has been producing graduates with innovative and entrepreneurial skills for a wide range of organizational, industry and cultural contexts. In doing so, the School maintains faculty and staff from diverse qualification and culture. Students carry out projects that are industry oriented, relevant to market needs and reflective on demands of high-quality education. Likewise, faculty's work is reflective of IBS mission statement through the industry driven and globally-oriented projects.

In addition, the school's curriculum contains core courses representing the main disciplines in business and management which cover the key areas essential in the AACSB standards.

Our alumni helps develop our curriculum by sitting in the Curriculum Development Committee. At the same time, they assist in research projects to enable students to apply theories and concepts into the real world context. Further strengthening our position, the school's location at the heart of modern Kuala Lumpur, the golden triangle of business and commercial centres of Malaysia, offers us access to many large corporations and allows us to have strategic collaborations with the business community.

It is our core belief that we have the responsibility to produce adaptive problem solvers who have the necessary skills to address the socio-economic needs of a changing society and become future business leaders. I invite you for an enriching learning experience at UTM International Business School, the absolute place for your business education.

OUR VISION & MISSION

To be a leading business school in emerging markets & contributing to the global wealth.

UTM IBS is committed to the development of innovative & entrepreneurial leaders for the global markets who contribute to the advancement of knowledge & contribute to the societal wealth and well-being.



CORE VALUES

Teamwork,
Integrity,
Professional,
Customer-centric



MASTER OF BUSINESS ADMINISTRATION (MBA)

Program Learning Outcomes

At the end of the program, students will be able to:

Apply theories & concepts in the decision making process in the business environment

Conduct research with minimal supervision

Generate solutions to problems using scientific and critical thinking skills

Adhere to legal, ethical & professional codes of practice

Communicate effectively in a business context, both orally & in writing

Demonstrate the skills & principles of life long learning in their academic and career development

Work & function effectively in a team

Demonstrate managerial & leadership qualities in organizational context

Identify and develop business opportunities



Admission Requirements

- An honours degree from UTM or other recognized universities or an equivalent academic qualification from an overseas establishment approved by the University Senate.
- Certain professional qualifications will also be considered.
- At least 2 years post-qualification working experience.
- Minimum English requirement
 IELTS = Band 5.5 $525 \leq$ TOEFL < 550 $69 \leq$ TOEFL IBT < 79 + English Course Certificate.
 (for International candidates only)

or

- Admission through APEL (for Malaysian candidates only)
- ✓ More than 30 years of age on 1 January in the year of application; and
- ✓ STPM / Recognized Diploma / A-Levels / Equivalent; and
- ✓ Relevant work experience / prior experiential learning; and
- ✓ Pass the APEL Assessment (Aptitude Test, Portfolio & Interview)

Programme Structure

Total Credits: 45

Core Courses (30 Credits)

- Managing IT For Business
- Strategic Management
- Economic Analysis
- Leading Talent in Organizations
- Marketing Management
- Accounting for Business Decision Making
- Business Ethics, Responsibility & Sustainability
- Financial Management & Corporate Governance
- New Venture Creation
- Business Research

General MBA

- Operation & Project Management
- Global Business Environment
- Managing Strategic Transformation in Organizations
- Technology Management & Innovation
- Business Research Project (*compulsory*)

Or any other courses in other concentrations

University Elective Course (3 Credits)

- Organizational Behaviour & Development
- IT Project Management

Or any other University Electives offered at UTM

MBA

Concentration (12 Credits)

Islamic Finance

- Islamic Financial System (*compulsory*)
- Fiqh Muamalat in Banking & Finance (*compulsory*)
- Business Research Project (*compulsory*)
- Islamic Banking Products & Services
- Risk Management in Islamic Derivatives
- Accounting for Islamic Financial Institutions
- Takaful & Retakaful
- Islamic Marketing

Aviation Management

- Aviation Safety Management System (*compulsory*)
- Human Factors in Aviation Safety & Maintenance (*compulsory*)
- Business Research Project (*compulsory*)
- Airline Operations
- Airport Operations
- Aviation Accident Investigation
- Aviation Crisis Management

Strategic Management

- Designing Strategic Planning (*compulsory*)
- Seminar in Global Business Strategy (*compulsory*)
- Business Research Project (*compulsory*)
- Managing Strategic Transformation in Organizations
- Negotiation & Strategic Decision Making
- Managing Mergers, Acquisition & Alliances

Techno-Entrepreneurship

- Techno-Entrepreneurship (*compulsory*)
- Commercialization & Innovation (*compulsory*)
- Business Research Project (*compulsory*)
- Negotiation & Strategic Decision Making
- Social Entrepreneurship
- Technology Management & Innovation
- Managing Strategic Transformation in Organizations

Healthcare Management

- Healthcare Informatics (*compulsory*)
- Healthcare Industry & Development (*compulsory*)
- Business Research Project (*compulsory*)
- Management of Healthcare Organizations
- Healthcare Law, Policies & Regulations
- Biostatistics for Healthcare Managers
- Healthcare Business Supply Chain
- Healthcare Marketing

DOCTOR OF BUSINESS ADMINISTRATION (DBA)



Programme Learning Outcomes

At the end of the program, students will be able to:

Critique theories and concepts in business administration

Demonstrate mastery research skills related to industrial-based issues with minimal supervision

Refine theories and concepts in the business environment decision making process using scientific and critical thinking skills

Integrate professional ethics in research and demonstrate socially responsible behaviour related to organizational management

Evaluate situations and react effectively and responsibly in intellectual discourse and in scholarly publications

Analyze and adapt advanced business knowledge independently and effectively through innovative research

Display the ability to work effectively in a team

Demonstrate leadership qualities in the business environment

Strategize opportunities for organizations through enterprising initiatives



Admission Requirements

- Master's Degree with CGPA \geq 3.50 from UTM or other institutions approved by senate, or
- Master's Degree with CGPA \geq 3.00 plus a minimum of 5 years working experience.
- An English Certificate of IELTS/TOEFL with a score of 6.0/550 for international students.
- Relevant working experience is highly preferred.

Programme Structure

Core Courses (18 credits)

- Advanced Technology Management & Innovation
- Marketing Innovation
- Accounting & Finance for Decision Making
- Research & Development Management
- Business Innovation & Growth Strategy
- Independent Study Project



Concentration - Business Innovation (12 credits)

- Doctoral Seminar in Designing Innovation Strategies
- Doctoral Seminar in Digital Marketing
- Doctoral Seminar in Innovation & Strategic Change
- Doctoral Seminar in Exploring Opportunities for Social Responsibility & Sustainability
- Doctoral Seminar in Work, Technology & Organization
- Doctoral Seminar in Knowledge Management
- Doctoral Seminar in Creativity & Innovation
- Doctoral Seminar in Improving Productivity through Technology

Research Skill (9 credits)

- Literature Review & Conceptual Design
- Quantitative & Qualitative Analysis
- Research Methods for Business

University Elective Course (3 Credits)

- Organizational Behaviour & Development
- IT Project Management

Or any other University Electives offered at UTM



Dissertation

- Dissertation (approximately 40,000 to 50,000 words)

PhD



Programme Learning Outcomes

At the end of the program, students will be able to:

- C**onfidently generate in-depth knowledge acquisition and management
- O**riginate, formulate, characterize, and solve appropriate operational problems and designs
- D**evelop knowledge and technology of relevant project
- G**enerate comprehensive knowledge of appropriate fields in business thinking /entrepreneurship
- A**dapt appropriate research methodologies, techniques and tools
- C**ommunicate effectively through written and oral
- E**xemplify high leadership qualities and team working
- S**eek high ethical standards and integrity in appropriate practice

Selected Fields of Research

- Management / Human Capital
- Marketing / Entrepreneurship
- Technology / Economics / Law
- Accounting / Finance

Admission Requirements

- A master's degree in relevant field from UTM or other institutions of higher learning recognized by the University Senate

Course Requirements

Two (2) courses:

- University Elective Course
- Research Methodology





EXECUTIVE DEVELOPMENT PROGRAMME (EDP)

Training For Business, Managerial, Leadership & Entrepreneurial Advancement

UTM International Business School offers Executive Development Programme (EDP) that utilizes a number of short courses covering all aspects of managing an organization. Our EDP is tailored exclusively to further enhance the capability of participant's managerial and entrepreneurial competencies. It focuses on preparing participants to face an ever-changing market demands. This is done by advancing management knowledge through special courses conceived of marketing-oriented teaching and related training.



How We Support Your Growth

Organizational and individual clients may choose any combination of courses offered. We also redesign and tailor-made courses to suit the needs of organizational clients. With an competitive fee, we can deliver a special, tailor-made EDP for a minimum of 15 participants from an organizational client.

Objectives of EDP

Assist participants in acquiring knowledge for the development of managerial and entrepreneurial skills.

Familiarising participants with the various functional areas of business.

Develop participants with the ability to make decision.

Train participants with the skill for managerial enhancement.

Modules Offered

- Strategic Marketing & Branding
- Human Resource & Talent Management
- Action Research in Organizations
- Competitive Advantage through Technology Management
- Entrepreneurship & Entrepreneurial Managers
- Cost Accounting for Decision Making
- Financial for Non-Financial Managers
- Global Business Environment
- Strategic Management & Designing Strategic Planning
- Management & Evaluation of Organization
- Operation & Project Management
- Creativity & Innovation
- Knowledge Management
- Business Presentation & Communication Skills
- Marketing Innovation
- Quality & Change Management
- Navigating 21st Century Challenges through Leadership
- Negotiation Skills





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