



**UTM**  
UNIVERSITI TEKNOLOGI MALAYSIA

# AZMAN HASHIM INTERNATIONAL BUSINESS SCHOOL (AHIBS)



[business.utm.my](http://business.utm.my)

innovative • entrepreneurial • global

## ABOUT US

### 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 outlook and revisit their ability to offer innovative responses to changes in the market. It was against this background that Azman Hashim International Business School (AHIBS) 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, AHIBS 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 Azman Hashim International Business School mission statement through the industry driven and globally-oriented projects.



### Relevant and Competitive Curriculum

We go extra miles to ensure our curriculum is relevant and competitive to business needs and challenges. In order to achieve this, AHIBS maintains close relationships with key stakeholders who regularly sit in our committees to give us feedback. We appoint leading industry practitioners, management educators and alumni to be part of our Curriculum Development Board. We have Industry Advisory Panels consisting of corporate leaders who meet twice a year to review our performance and give insights on our programs. Since 2019, AHIBS also holds the AHIBS Advisory Council (AAC), chaired by Tan Sri Azman Hashim, to guide our long term directions and impacts as a business school. In addition, the school's curriculum also covers the key areas essential in the AACSB standards to ensure global recognition of our programs.



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

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

Teamwork, Integrity, Professional, Customer-centric

**QS** WORLD UNIVERSITY RANKINGS  
**RANKED**  
**2019**

**Asia Top 10 Young Universities**  
**#18** in the “Top 50 Under 50”  
**#47** in Asia  
**#228** in the world

**AACSB**  
 INTERNATIONAL  
 Member of:  
 The Association to Advance  
 Collegiate Schools of Business

Universiti Teknologi Malaysia  
**RANKED 201-250**  
 FOR BUSINESS & ECONOMICS  
**THE** WORLD UNIVERSITY RANKINGS  
 JULY  
 www.thewur.com

## AHIBS IN NUMBERS

	<b>Academic Staff</b> 107	<b>Support Staff</b> 35	<b>Staff With Doctorates</b> 90
	<b>Professors</b> 11	<b>Associate Professors</b> 22	<b>Senior Lecturers And Lecturers</b> 74
	<b>Graduates Produced</b> 6969	<b>Students Enrolled</b> 1728	<b>International Students</b> 277

# ACADEMIC PROGRAMS

We offer 13 types of academic programs at AHIBS.

- Master of Business Administration (MBA)
- MBA Online (General MBA)
- Master of Information Technology Specialization Information Technology Management
- Master of Science (Information Technology Entrepreneurship)
- Master of Management (Technology Management)
- Master of Philosophy (Management)

- Doctor of Business Administration (DBA)
- Doctor of Philosophy
- Doctor of Philosophy (Information Systems)
- Doctor of Philosophy (Management)

- Bachelor of Accounting
- Bachelor of Management (Marketing)
- Bachelor of Management (Technology)



## MASTER OF BUSINESS ADMINISTRATION (MBA)

MBA programme at UTM AHIBS is designed to develop managerial leaders who are equipped with relevant and contemporary knowledge and skills to sustainably manage organizations in relation to diverse stakeholders' interests; possess strategic thinking ability and leadership qualities to steer organizations towards change and developments.

### 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

(for International candidates only)  
ELTS  $\geq$  Band 6.0 / TOEFL  $\geq$  550  
OR  
IELTS = Band 5.5 /  $525 \leq$  TOEFL  $\leq$  550  
Must attend English Course Certificate  
(equivalent to 120 hours of Intermediate English)

### Admission through APEL (Malaysian candidates only)

- More than 30 years of age 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)

# PROGRAM STRUCTURE Total 46 credits

## CORE COURSES 27 credits

- Accounting for Business Decision Making
- Strategic Innovative Marketing
- Managerial Economics & Policy Analysis
- Strategic Financial Management
- Business Information System
- Leading Talent in Organizations
- New Venture Creation
- Strategic Management
- Business Research

## UNIVERSITY ELECTIVE COURSE 3 credits

- Organization Behavior and Development
- Business Ethics, Responsibility and Sustainability

## RESEARCH PROJECT 7 credits

- Action Research I
- Action Research II

## CONCENTRATIONS 9 credits

### Strategic Management

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

### Techno-Entrepreneurship

- Techno-entrepreneurship (compulsory)
- Commercialization for Innovation (compulsory)
- Negotiation and Strategic Decision Making
- Technology Management and Innovation
- Social Entrepreneurship
- Managing Strategic Transformation in Organizations

### Healthcare Management

- Healthcare Industry and Development (compulsory)
- Healthcare Informatics (compulsory)
- Management of Healthcare Organizations
- Healthcare Law, Policies and Regulations
- Healthcare Marketing
- Healthcare Supply Chain Management
- Epidemiology

### Islamic Finance

- Islamic Financial System (compulsory)
- Fiqh Muamalat in Banking and Finance (compulsory)
- Islamic Marketing
- Risk management in Islamic Derivatives
- Sukuk
- Fund Management
- Fintech in Islamic Finance

### Aviation Management

- Airline Operations (compulsory)
- Airport Operations (compulsory)

- Human Factors in Aviation Safety and Maintenance
- Aviation Crisis Management
- Aviation Safety Management System

### Business Analytics

- Modern Data Management (compulsory)
- Persuasive Visualization (compulsory)
- Accounting Analytics
- Finance Analytics
- Marketing Analytics

### Strategic Talent Management

- Talent Analytics (compulsory)
- Talent Development and Succession Planning (compulsory)
- Talent Engagement and Inclusion
- Strategic Compensation Management
- Employer Branding

### Digital Innovation

- Agile Project Management (compulsory)
- Digital Transformation Technology (compulsory)
- Innovative Enterprise Systems
- Digital Security
- Managing Strategic Transformation in Organizations

### Digital Entrepreneurship

- Computational & Design Thinking (compulsory)
- Digital Product Development (compulsory)
- Digital Marketing
- Digital Application Tools
- Negotiation & Strategic Decision Making

### General

- Choose 3 courses from other concentration blocks.

# 🏠 MBA ONLINE (GENERAL MBA)

We now also offer MBA through online distance learning to adults learners all over the world.

## PROGRAM STRUCTURE Total 46 credits

### CORE COURSES 27 credits

- Accounting for Business Decision Making
- Strategic Innovative Marketing
- Managerial Economics & Policy Analysis
- Strategic Financial Management
- Business Information System
- Leading Talent in Organizations
- New Venture Creation
- Strategic Management
- Business Research

### UNIVERSITY ELECTIVE COURSE 3 credits

- Organization Behavior and Development
- Business Ethics, Responsibility and Sustainability

### RESEARCH PROJECT 7 credits

- Action Research I
- Action Research II

### ELECTIVE COURSES 9 credits

- Operation and Project Management
- Digital Marketin
- Managing Strategic Transformation in Organizations

## 🏠 MASTER OF INFORMATION TECHNOLOGY SPECIALIZATION INFORMATION TECHNOLOGY MANAGEMENT

This program blends IT and IS with business and management. It is specially designed for IT managers, consultants and experts to enhance their capability in managing IT projects of various types and sizes to lead organization's ICT strategy. Students will be equipped with technical and business knowledge and competencies to identify industry needs; transform business organizations; design, develop and manage IT systems in facing rapid changes in IT and IS fields.

### 📄 Admission Requirements

- CGPA = MINIMUM 2.75 for the Bachelor Degree of Information Technology or Computer Science from UTM or any other recognized Institution of Higher Learning
- CGPA = MINIMUM 2.75 for the Bachelor Degree other than Information Technology (IT) and related fields with some several years of working experience related in IT
- CGPA = LESS than 2.75 for the Bachelor Degree in related to Information Technology fields with several years of working experience in Information Technology and recognized by University Senate.



\* (Non IT and Computer Science background must complete pre-requisite course(s) in the first semester of the programme).

# PROGRAM STRUCTURE

## CORE COURSES **12 credits**

- IT Planning and Management
- Trends in Information Technology Applications
- System Development Application
- Research Methodology in IT Management

## ELECTIVE COURSES **6 credits**

- Computer Communications and Technology
- Software Technology
- IT Project Management
- IT for Organizational Transformation
- Information and Knowledge Management
- Information Security & Management System
- Enterprise Information Systems
- Human Computer Interaction
- Special Topic in Information Technology for Management
- Advance Computer Graphic

## UNIVERSITY ELECTIVE COURSE **3 credits**

- Seminar on Global Development, Economics and Social Issues
- Philosophy of Science and Civilization
- Malaysian Society and Culture

## DISSERTATION **24 credits**



# MASTER OF SCIENCE (INFORMATION TECHNOLOGY ENTREPRENEURSHIP)

This program provides students with the ability to capitalise the opportunity, develop innovative ICT product that can be turned into sustainable and successful business. Students will also learn how to lead a profitable and sustainable globally competitive ICT business with good Financial, Human Resource and Marketing management based on ethical and entrepreneurial values.

## Admission Requirements

- Bachelor's degree with good honours in Computer Science/IT related fields from UTM or any other institutions of higher learning recognized by the university senate; OR
- Bachelor's degree from other technical background with at least TWO years of working experience in IT related field\*

\* Students who do not have basic in Computer Science/IT need to take pre-requisite course (3 Credits) as agreed by Interview Panellist. During interviews session, student are informed on whether they are required to register for this course.



## PROGRAM STRUCTURE

### CORE COURSES **25 credits**

- IT Project Management & Consultancy
- Product Creativity & Innovation
- Trends in ICT Application & System
- IT product Design & Development
- IT Business Application Domain
- Entrepreneurial Finance & Accounting
- IT Business Research & Management Systems
- IT Product Marketing & Sales

### UNIVERSITY ELECTIVE COURSE **3 credits**

- Seminar on Global Development, Economics and Social Issues
- Philosophy of Science and Civilization
- Malaysian Society and Culture
- Malay Language for Academic Writing
- IT Project Management

### MASTER PROJECTS

- Project I – Idea Generation & Opportunity Recognition
- Project II – Product Proposal & Business Plan Development
- Project III – Prototype Development & Business Strategy
- Project IV – Production, Marketing & Sales



## 📌 MASTER OF MANAGEMENT(TECHNOLOGY MANAGEMENT)

This program is designed to achieve the following learning outcomes: apply knowledge and skills in the field of management (technology); analyse and solve problems related to the field of management (technology) using scientific, critical, creative and innovative approach; plan, manage and lead organizational activities effectively and professionally; communicate effectively with regards to issues related to the field of management (technology) and search, manage and evaluate information related to the field of management (technology) for lifelong learning.

### 📌 Admission Requirements

- Possess Bachelor's degree with honours from UTM or any other institutions of higher learning recognized by university senate with minimum CGPA of 2.75; OR
- Possess Bachelor's degree with honours from UTM or any other institutions of higher learning recognized by university senate with CGPA less than 2.75 & with several years of working experience.

### 📌 Minimum English requirement

(for International candidates only)  
ELTS ≥ Band 6.0 / TOEFL ≥ 550



## 📌 MASTER OF PHILOSOPHY (MANAGEMENT)

This program is designed to provide students with an in-depth understanding of the state of knowledge in a technology-inclined management discipline that will contribute to the expansion of new knowledge; engage in a significant research investigation of a specific inquiry resulting in the production of a thesis either with a theoretical or applied focus; and analyse issues and contribute knowledge in their area of interest through observations, literature review and data analysis.

### 📌 Admission Requirements

- Possess Bachelor's degree with honours from UTM or any other institutions of higher learning recognized by university senate with minimum CGPA of 2.75; OR
- Possess Bachelor's degree with honours from UTM or any other institutions of higher learning recognized by university senate with CGPA less than 2.75 & with several years of working experience.
- Minimum English requirement (for International candidates only) IELTS ≥ Band 6.0 / TOEFL ≥ 550

# DOCTOR OF BUSINESS ADMINISTRATION (DBA)

Students of the program will learn how to critique theories and concept 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; 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; analyse and adapt advance business knowledge independently and effectively through innovative research; display the ability to work effectively in a team; demonstrate leadership qualities in the business environment; and strategize opportunities for organizations through enterprising initiatives.

## Admission Requirements

- Master's Degree with CGPA 3.50 from UTM or other institutions approved by senate, or
- Master's Degree with CGPA 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

## CORE COURSES **18 credits**

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

## RESEARCH SKILLS **9 credits**

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

## CONCENTRATION – BUSINESS INNOVATION **12 credits**

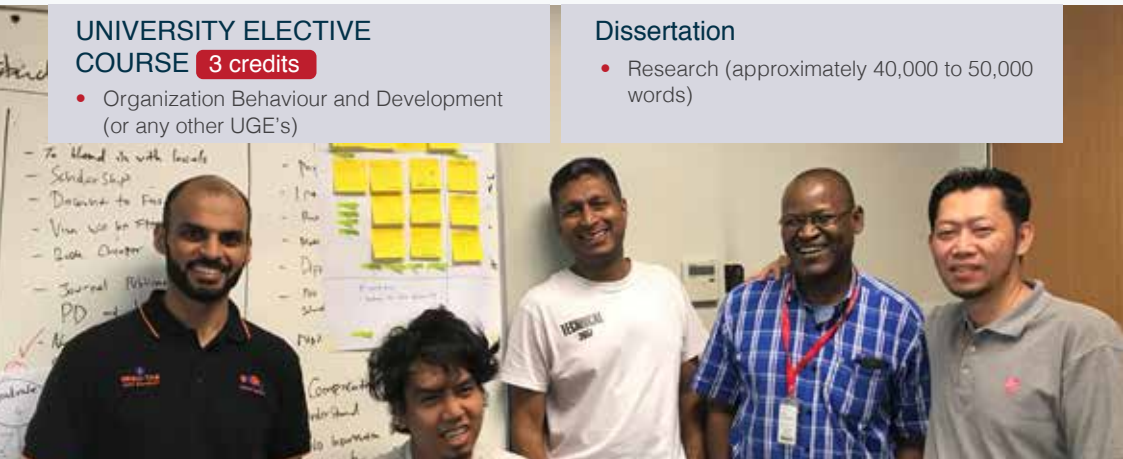
- Doctoral Seminar in Digital Marketing
- Doctoral Seminar in Innovation and Strategic Change
- Doctoral Seminar in Exploring Opportunities for Social Responsibility and Sustainability Innovation
- Doctoral Seminar in Work, Technology and Organization
- Doctoral Seminar in Knowledge Management
- Doctoral Seminar in Creativity and Innovation

## UNIVERSITY ELECTIVE COURSE **3 credits**

- Organization Behaviour and Development (or any other UGE's)

## Dissertation

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



## DOCTOR OF PHILOSOPHY (PhD)

Students of the program will learn how to confidently generate in-depth knowledge acquisition and management; originate, formulate, characterize and solve appropriate operational problems and design; develop knowledge and technology of relevant project; generate comprehensive knowledge of appropriate fields in business thinking/entrepreneurship; adapt appropriate research methodologies, techniques and tools; communicate effectively through written and oral at different level of organization; exemplify high leadership qualities and team working; and seek high ethical standards and integrity in appropriate practice.

### SELECTED FIELDS OF RESEARCH

- Management
- Human Capital
- Marketing
- Entrepreneurship
- Technology
- Technology Management
- Economics
- Accounting
- Finance
- Information Systems

### Admission Requirements

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

### COURSES

- University Elective Course
- Research Methodology

## DOCTOR OF PHILOSOPHY (INFORMATION SYSTEMS)

This program is designed to develop students who are experts in conducting Information Systems (IS) theories and approaches for analysing and solving real organization problem; demonstrate the critical and creative ideas in order to expand and sharing the knowledge in the area of IS with the other researcher, university and industries and advocate IS knowledge through effective oral and written across a range of contexts and audience; and demonstrate consistent professional ethics and high integrity.

### Admission Requirements

- Minimum CGPA 3.00 for Masters in Computer Science/Information Technology /Computer Engineering/Management in related IT fields/Business in related IT fields with or without working experience in Information Technology recognized by University Senate

### UNIVERSITY ELECTIVE COURSE **3 credits**

- Seminar on Global Development, Economics and Social Issues
- Philosophy of Science and Civilization
- Malaysian Society and Culture
- Malay Language for Academic Writing
- IT Project Management

## PROGRAM STRUCTURE

### CORE COURSES **10 credits**

- IS Research Topic Seminar and Discourse
- IS Research Methodology Fundamental
- IS Research Methodology Practice

## RESEARCH COMPONENT

- Research Codes

## DOCTOR OF PHILOSOPHY (MANAGEMENT)

Students of the program will learn how to apply knowledge and skills in the field of management; analyse and solve problem scientifically, critically and creatively using innovative approach in management field; plan, manage and lead organizational activities effectively and professionally; communicate effectively at different level of organization; and acquire, manage and evaluate information related to management field continuously.

### Admission Requirements

- A Master's Degree from Universiti Teknologi Malaysia or any other Institutions of higher learning recognised by the Senate; or
- Other qualifications equivalent to a Master's degree and experience in the relevant field recognised by the Senate; or
- Candidates who are currently registered in a Master's Degree programme at Universiti Teknologi Malaysia, and approved by the Graduate Studies Committee of the respective faculty and the Senate
- International applicants must have a valid TOEFL or IELTS.

### Proposal Requirement

- Candidate for PhD degree by research is required to prepare a brief research proposal (3-5 pages). The proposal should clearly specify the research question(s) and methodology. There are no prescribed areas of study for research and all business-based subjects will be considered, provided that suitable supervisor is available. Candidates can put forward a request for a particular supervisor





# 📌 BACHELOR OF ACCOUNTING

This program aims to produce competent and versatile accounting graduates who are able to be leaders in the organizations; who are ethical, outstanding and have high confidence to uphold the accounting profession; and have effective interpersonal skills. Graduates of the programme may work as accountants, auditors, finance officer, tax officer, tax consultants, entrepreneurs, business/entrepreneur consultants, insurance advisors/consultants, company secretaries, bank officers, risk managers, chief executive.

## 📌 Admission Requirements (for Malaysians)

### 📌 STPM Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- A pass in Malaysian Higher School Certificate (STPM) with at least C Grade (CGPA 2.00) in General Paper and C Grade (CGPA 2.00) in any two of the taken subject in the STPM
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Obtained at least CGPA 2.80 in STPM
- Obtained at least B Grade in any ONE subject of the following subjects: Mathematics M or Mathematics T / Ekonomi / Perakaunan / Pengajian Perniagaan
- Obtained at least B Grade in any other ONE subject
- Obtained at least C Grade in Mathematics and Bahasa Inggeris at SPM level

### 📌 Matric / Asasi Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- A pass in Malaysian Matriculation Certificate / Foundation with minimum CGPA of 2.00
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Obtained at least CGPA 2.80 at Matric/Asasi Level
- Obtained at least B Grade in Mathematics
- Obtained at least B Grade in any ONE other subject
- Obtained at least C Grade in Mathematics and Bahasa Inggeris at SPM level





## STPM Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- Hold Diploma / Equivalent recognized by Malaysian government and approved by the University Senate
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Posses a Diploma with good passing marks in related areas from an institution recognised by UTM Senate with at least 2.70
- OR
- With at least TWO years working experience in the related field for candidates with CGPA less than 2.70



## A – LEVEL / IB / AUSMAT Holders

- A pass with credit in Bahasa Melayu/Bahasa Malaysia at SPM level / Equivalent
- Hold A – Level / International Baccalaureate / Australian Matriculation (Ausmat) Certificate
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Attained a minimum C Grade (for A-Level Holders) or Grade 4 HL level subject (for International Baccalaureate Holders) or C Grade / 60% ATAR Rank (for AUSMAT Holders) in the following subjects: Mathematics / Accounting / Economics / Business Management AND any other ONE subjects
- Obtained at least C Grade in Mathematics & Bahasa Ingggris at SPM Level.



## Admission Requirements (for International Candidates)

- A Senior High School Certificate/Senior Secondary School/other equivalent pre-university qualifications from government schools (with a period of at least 12 years of study from primary to higher secondary) OR
- General Certificate of Education (GCE) 'A' Level , Diploma in the related field or other equivalent pre-university examinations; OR
- Other certificates recognized by the Senate of the University as equivalent to the above; OR
- Specific requirements based on programmes; AND
- Passed minimum requirement for English Language
- Health Requirement - International student are required to undergo a compulsory medical check up in Malaysia (managed by the University) and must be certified as being in good health and free from contagious/ infectious diseases or illness that will adversely affect the study.
- English Proficiency - If English is not your native language and you are attending a school where English is not the language of instruction, you must take the Test of English as a Foreign Language (TOEFL) or the International English Language Testing System Academic (IELTS Academic).



## ◊ BACHELOR OF MANAGEMENT (MARKETING)

This program is designed to enable students to demonstrate competency in solving business problems related to marketing; practice professional ethics, good leadership qualities and possess effective interpersonal skills; and embark to lifelong learning program, engage in entrepreneurial activities and adapt to global environment and societal needs. Graduates of the programme may work as product marketing managers, marketing assistants/executives, purchasing and administration executive, or hold management and marketing related posts in industries within an ICT environment or in ICT-based organizations

## ◊ BACHELOR OF MANAGEMENT (TECHNOLOGY)

This program is designed to enable students to gain competence in solving organizational problems related to management of technology; practice professional ethics, good leadership qualities and possess effective interpersonal skills; and embark on lifelong learning programs, engage in entrepreneurial activities and adapt to the global environment and societal needs. Graduates of the programme may work as executives and managers in both government and private sectors, specifically in R&D organization, incubators, start-up companies and new ventures





## Admission Requirements for Bachelor of Management (Marketing) and Bachelor of Management (Technology) (for Malaysian Candidates)

### STPM Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- A pass in Malaysian Higher School Certificate (STPM) with at least C Grade (CGPA 2.00) in General Paper and C Grade (CGPA 2.00) in any two of the taken subject in the STPM
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Obtained at least B Grade in subject as the following: Mathematics M or Mathematics T / Ekonomi / Perakaunan / Pengajian Perniagaan / Physics / Information and Communications Technology / Sejarah / Seni Visual / Biology
- Obtained at least B Grade in any other ONE subject except General Paper
- Obtained at least C Grade for Mathematics at SPM Level
- Pass with at least a Grade B (NGMP 3.00) in any one (1) of the following subjects :  
Mathematic S / Mathematic T / Economy / Accounting / Business Studies / Physics / Computing

### Matric / Asasi Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- A pass in Malaysian Matriculation Certificate / Foundation with minimum CGPA of 2.00
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Passed the Malaysian Matriculation Certificate / Foundation with minimum CGPA of 2.80
- Obtained at least B Grade in any ONE of the following subjects: Mathematics / Physics/ Engineering Physics / Biology / Computer Science / Computing
- Obtained at least B Grade in any other ONE subject
- Obtained at least C Grade in Mathematics and Bahasa Ingeris at SPM level
- Pass with at least a Grade B (NGMP 3.00) in any one (1) of the following subjects:-  
Mathematics / Economy / Accounting / Business Management / Physics / Engineering Physics / Engineering Mathematics/Introduction to Economics

### STAM Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- A pass in STAM Qualification for at least Jayyid level
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Obtained at least Jayyid Jiddan in STAM
- Obtained at least C Grade at SPM Level in following subjects: Mathematics; any TWO subjects from following list: Additional Mathematics / Ekonomi Asas / Prinsip Perakaunan / Perdagangan/ Physics / Information & Communication Technology / Programming & Development Tools; and any other ONE subject  
ONE subject except General Paper
- Obtained at least C Grade for Mathematics at SPM Level

### A – Level / IB / AUSMAT Holders

- A pass with credit in Bahasa Melayu/Bahasa Malaysia at SPM level / Equivalent
- Hold A – Level / International Baccalaureate / Australian Matriculation (Ausmat) Certificate
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Attained a minimum C Grade (for A-Level Holders) or Grade 4 HL level subject (for International Baccalaureate Holders) or C Grade / 60% ATAR Rank (for AUSMAT Holders) in the following subjects: Mathematics / Physics / Biology / Computing / Accounting / Economics / Business Management; AND Any other ONE subjects
- Obtained at least C Grade in Mathematics at SPM Level.

## Diploma Holders

- A pass with credit in Bahasa Melayu/ Bahasa Malaysia at SPM level
- Hold Diploma / Equivalent recognized by Malaysian government and approved by the University Senate
- Attained a minimum Band 2 in Malaysian University English Test (MUET)
- Posses a Diploma with good passing marks in related areas from an institution recognised by UTM Senate with at least 2.70; OR With at least TWO years working experience in the related field for candidates with CGPA less than 2.70; OR Posses other qualifications recognised as its equivalent by the Malaysian government and approved by the UTM Senate and obtaining a CGPA of at least 2.70
- Passed with minimum C Grade in Mathematics subject at the SPM Level
- Obtained at least C Grade in any Mathematics subject at the diploma level.

## Admission Requirements for Bachelor of Management (Marketing) and Bachelor of Management (Technology) (for International Candidates)

- A Senior High School Certificate/Senior Secondary School/other equivalent pre-university qualifications from government schools (with a period of at least 12 years of study from primary to higher secondary) OR
- General Certificate of Education (GCE) 'A' Level , Diploma in the related field or other equivalent pre-university examinations; OR
- Other certificates recognized by the Senate of the University as equivalent to the above; OR
- Specific requirements based on programmes; AND
- Passed minimum requirement for English Language
- Health requirement - International student are required to undergo a compulsory medical check up in Malaysia (managed by the University) and you must be certified as being in good health and free from contagious/ infectious diseases or illness that will adversely affect your study.
- English proficiency - If English is not your native language and you are attending a school where English is not the language of instruction, you must take the Test of English as a Foreign Language (TOEFL) or the International English Language Testing System Academic (IELTS Academic).





# HOLISTIC LEARNING

We ensure that you receive not only technical competencies to excel in your career, but also social skills and character building pertinent for holistic learning. The followings are some of our extra-curricular activities we conduct to provide these added elements.



## Engaging Teaching Methods

Case studies are central to our teaching, particularly in the MBA program, where we train students to make decisions based on the context of real organizations. Through the method, our students also learn myriad of other skills like communication, teamwork, and analytical skills. Some of our lecturers are also active in producing local cases that reflect the reality of Malaysian and Asian corporations.



## Industry Visits

Regular visits organized to companies to learn about their practices and operations. In the past, we have organized trips to places like Bursa Malaysia, Malaysian Airports Berhad, aviation companies, and healthcare facilities.



## Community Projects

We are committed to produce graduates who care and able to lead social causes. Hence, every semester our students have actively conducted community projects that involve various stakeholders. Some examples are volunteering activity at old folks homes, public charity run to support AIDS victims, autism awareness campaign, green marketing drive, and entrepreneurship programs with aborigines and single parents.



## Ahibs Innovation and Business Strategy Discourse

Under AHIBS Innovation and Business Strategy Discourse, industry captains and practitioners are often brought into classrooms to share their experiences with students. For instance, we have had representatives from the healthcare, aviation, consulting, and oil and gas industries, to name a few, to speak to our students. These events are also open to public to allow wider networking.



### Ahibs Global Dialogues

Since 2018, AHIBS creates the Global Dialogue series that features foreign ambassadors and top diplomats to speak about high-level issues that benefit bilateral relations. We have featured ambassadors from countries like Turkey, Hungary, Gambia and Pakistan. These events have opened minds of our students to global concerns and provide platforms for networking.



### Skills Building Courses

Being a Research University, UTM also provides various courses to enhance students' research and associated social skills. From time to time, students have the opportunity to attend training programs, either free or with minimal fees, delivered by internal and external experts that help them to succeed in their research work.



### Business Simulations

We also embed technology into our classrooms. AHIBS has been using the MonsoonSIM and Capsim simulation softwares to help our students learn about business, entrepreneurship and strategic decision making.



## GLOBAL EXPOSURE

Our students have ample opportunities to experience truly global learning through over 300 international partnerships and networks signed by UTM. These partnerships create a constant flow of global learning exchanges for our students and staff. Since 2009, 21,000 students have participated in inbound and outbound mobility programs with foreign universities and institutions. Academic exchange programs also allows our teaching staff to visit foreign universities and others to teach at AHIBS, therefore, maximizing students learning value. The following lists some of the programs that students can participate to expand their international horizon. Foreign students can also come to AHIBS under the same arrangements.



## Study Abroad / Student Exchange Program

Study Abroad/ Student Exchange program is a program which will allow you to spend one or two semesters at universities abroad (partner or non-partner universities) and take courses in a regular semester with credit transfer opportunity.

## Research Internship Abroad

Research Internship is a program which will allow you to go for a joint research study or internship under the supervision of an academic staff at institutions or industries abroad.

## Global Outreach Program

A program that usually lasts between one to two weeks that takes students to foreign countries to experience various cultures. It includes immersion elements such as research and academic activities, social responsibility and cross cultural activities.

## International Invitation Program

Students participate in program organized by international institutions / organizations in the forms of seminar, conference or paper presentations; cultural exhibition and conferences; and student development activities.

## Summer School Abroad

Summer school is a program which designed to provide educational opportunities in 4 to 8 weeks during summer holiday abroad. It is related to environment, local community, heritage and tradition.



## LIFE AT AHIBS

AHIBS is located at both UTM's campuses in Kuala Lumpur and Johor Bahru, Malaysia. Its headquarter in Kuala Lumpur is strategically located within the heart of business and commercial districts of Malaysia that offers AHIBS wide access to many large corporations and business communities. Our students in the Kuala Lumpur campus learn against a backdrop of vibrant cultural melting pot and contemporary development in Malaysia. While in Johor Bahru, AHIBS is located at UTM's main campus tucked inside over 1000 hectares of green ecosystem. AHIBS Johor Bahru is particularly strong in undergraduate programs and expose students to multidisciplinary research.







# SPECIAL COURSES

## 1. EXECUTIVE DEVELOPMENT PROGRAMME (EDP)

### Training For Business, Managerial, Leadership & Entrepreneurial Advancement

- Azman Hashim International Business School offers Executive Development Programme (EDP) that utilizes a number of short courses covering all aspect 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 markets 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 clients.

### Objective 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
- 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





[business.utm.my](http://business.utm.my)

## FURTHER INFORMATION

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