

## REQUIRED CORE COURSES (27 UNITS)

Course No.	Course Title	Units
MM 201	Fundamentals of Management	3
MM 202	Organizational Behavior	3
MM 203	Managerial Economics	3
MM 220	Managerial Accounting and Control	3
MM 222	Financial Management	3
MM 230	Marketing Management	3
MM 240	Operations Management	3
MM 291.1	Strategic Management I	3
MM 291.2	Strategic Management II	3



## FACULTY INFORMATION

Abansi, Corazon L.	- MA (UP Diliman), MS, Ph.D. (UP Los Baños)
Dacanay, Santos Jose O. III	- MBA (S.L.C.), Dip in URP (U.P. Diliman), Ph.D. (U.P. Diliman)
Macabiog, Teofino C.	- MM (U.P. Baguio)
Marzan, Bienvenido C.	- MM (U.P. Baguio), DBA (U.P. Diliman), Dip.in IR (U.P. Diliman)
Palaganas, Erlinda C.	- MPH (U.P. Manila), Ph.D. (Univ. of Sydney)
Siy, Jay Stephen C.	- MM (U.P. Baguio)



## ELECTIVE COURSES (9 UNITS)

MM 250	Human Resources Management	3
MM 292	Policy Making and Program Management	3
MM 293	Development Management	3
MM 294	Management of Knowledge and Information Systems	3
MM 295	Seminar in Management	3
MM 296	Enterprise Planning and Development	3
MM 298	Special Topics in Management*	3
MM 299	Applied Management Research	3

\* May be taken for credit twice; student may take a maximum of two different special topics.

Other courses from the MA Social Development Studies (MASDS) Program and other relevant management courses of the UP System can be taken as elective course/s with the consent of the Director of the Institute of Management

## CONTACT INFORMATION

### The Director, Institute of Management

University of the Philippines Baguio  
Gov. Pack Road, Baguio City 2600

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Download application forms at [www.upb.edu.ph/im](http://www.upb.edu.ph/im)

Submit applications to

### The Graduate Program Office

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**UNIVERSITY OF THE PHILIPPINES BAGUIO**  
INSTITUTE OF MANAGEMENT



# Master of MANAGEMENT

## GENERAL OBJECTIVE

The **Master of Management (MM)** Program seeks to provide qualified students, professionals and practitioners with the theoretical background and skills in management needed in the efficient and effective management of all types of organizations or institutions.

## INTERNATIONAL BUSINESS CASE COMPETITION

"Integrating Market and Competence-Based Advantages for Sustainability"



## MAIN FEATURES

The Master of Management, a non-thesis graduate program, is designed to equip students, professionals and practitioners with holistic and integrated knowledge and skills in management to enable them to assume responsible supervisory and other related positions. Graduation from the Program requires completion of thirty-six (36) units of academic course work and passing of a comprehensive examination.

### PROGRAM REQUIREMENTS

Core Courses	27 units
Elective Courses	9 units
<b>Total</b>	<b>36 units</b>

Passing a Comprehensive Examination after completing 36 academic units.

### PROGRAM CONTENT AND STRUCTURE

#### For Full-Time Students

YEAR 1	
1st Semester	2nd Semester
MM 201	MM 222
MM 202	MM 230
MM 203	MM 240
MM 220	

YEAR 2	
1st Semester	2nd Semester
MM 291.1	MM 291.2
Elective 1	Elective 3
Elective 2	

#### For Part-Time Students (9 units per semester)

YEAR 1	
1st Semester	2nd Semester
MM 201	MM 220
MM 202	MM 230
MM 203	MM 240

YEAR 2	
1st Semester	2nd Semester
MM 222	MM 291.1
Elective 1	Elective 3
Elective 2	

YEAR 3
1st Semester
MM 291.2

#### For Part-Time Students (6 units per semester)

YEAR 1	
1st Semester	2nd Semester
MM 201	MM 202
MM 203 or MM 220	MM 203 or MM 220

#### YEAR 2

<b>1st Semester</b>	<b>2nd Semester</b>
MM 222 or MM 230	MM 222 or MM 230
MM 240	Elective 1

#### YEAR 3

<b>1st Semester</b>	<b>2nd Semester</b>
MM 291.1	MM 291.2
Elective 2	

### ADMISSION PROCESS

#### Stage 1 Basic Admission Requirements

- A Bachelor's degree or equivalent degree/title from a university or from other recognized institutions of higher learning;
- Must have at least two (2) years of work experience.

Applicants who meet these requirements shall be allowed to take the Graduate Program Admission Test.

#### Credentials to submit before taking the Graduate Program Admission Test:

- Accomplished Application Form
- Transcript of Records (original and one [1] photocopy)
- Birth Certificate, two [2] photocopies
- Reference Report from one (1) supervisor or employer and two (2) from former professors
- For working students, an official permit from the employer/supervisor indicating the number of units they are allowed to enroll
- For married women, two (2) photocopies of Marriage Contract

- For foreign students (non-English), passing the Test for English as a Second Language (TOEFL). A TOEFL score of 500 is required of an applicant whose medium of instruction in school/s attended is not English
- Other documents that shall be required

**Stage 2** Applicants take the Graduate Program Admission Test (GPAT). The test covers logical thinking, basic quantitative skills and reading proficiency. Applicants who meet the cut-off score move on to Stage 3

**Stage 3** Interview.

**Stage 4** Assessment of the General Weighted Average (GWA) vis-à-vis Admission Test and Interview Results.

Qualified applicants are accepted into the Program.\*

*\*Minimum proficiency levels in Accounting, Economics, Statistics and Mathematics are required from the applicants. For applicants with deficiencies in these disciplines, bridging courses shall be offered during summer and/or semestral break, or can be taken from other institutions. The student may also enroll in undergraduate courses that provide the proficiency levels expected. The bridging courses are required for the student whose background on the above disciplines is limited as determined through the different stages of the evaluation process.*

*Qualified applicants who may not meet the minimum proficiency levels may be accepted into the Program on a probationary admission status for one (1) year until such time that the requirement is satisfied.*