

Volume 7

Annex 7.93b: Program Prospectus of MUSOM
2020.



An Autonomous Institution

Mid-West University

School of Management (MUSOM)



BBA

BACHELOR
OF BUSINESS
ADMINISTRATION

BHM

BACHELOR
OF HOTEL
MANAGEMENT

MBA

MASTER OF
BUSINESS
ADMINISTRATION

SKILLS

COMMUNICATION
RESEARCH & INNOVATION
ENTREPRENEURSHIP

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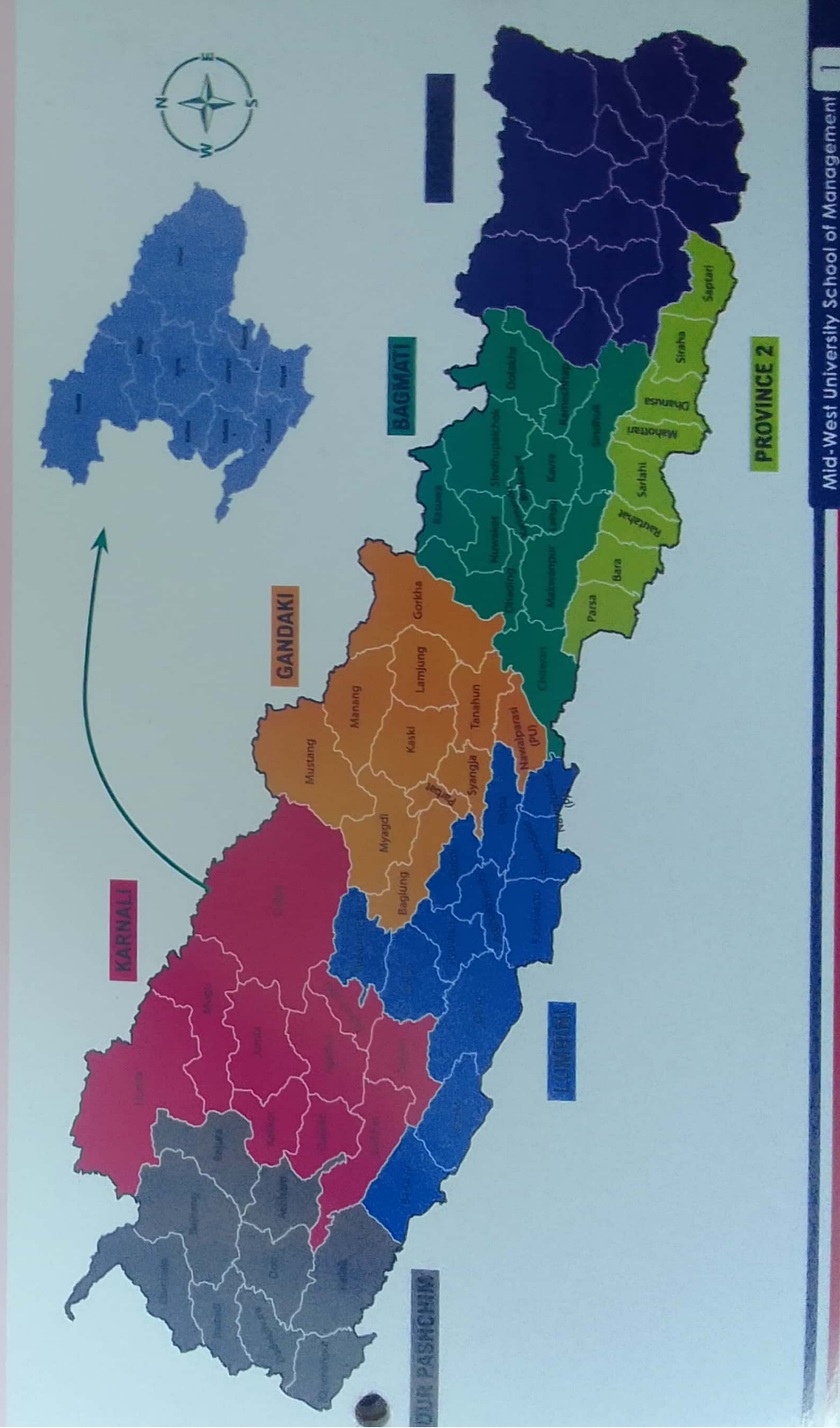
About Karnali Province of Nepal

We all Nepalese believe in unity in diversity which governs our diverse cultures, ethnic communities, and spiritual practices, providing insights into the shared values of a single nation. It is the landlocked country in southern Asia, in the Himalayas, bordered by the Indian states of Uttarakhand, Uttar Pradesh, Bihar, Weste Bengal, and Sikkim and China with Tibet Region. As a sovereign country in the world, Nepal is committed to generating opportunities and promoting peace across the globe.

Karnali, rich in biodiversity, natural resources and cultural heritage such as gateway to Mt Kailash, Kankrebarh Kupinde Daha Deutibazai Temple, Bulbule Lake, Mahavu Peak, Rara lake, Karnali and Bheri rivers, is the mother of Khas civilization. Being the sixth province of federal democratic Nepal, it is home to medical herbs, minerals, and different communities with population 1,570,418.

With its low literacy rate in the nation, Karnali province aims to develop the world class academic institutions through collaboration with foreign academic institutions by providing opportunities for the young people from across nations and world to promote peace and harmony.

We at MUSOM, the leading Business School, situated at the central part of Surkhet valley, strive to provide labor market relevant education that can guide youths to gain knowledge, skills, cultivate positive attitude and enhance good habits for producing innovative graduates.



Mid-West University

Mid-West University (MU) is a multi-faculty autonomous public higher education institution established by the Government of Nepal with an enactment of Mid-Western University Act 2010 through the Parliament of Nepal. It has a mission to serve the people of Nepal and enrich global learning community by extending the advantages of higher education in much deprived areas of the country. The institution strives to provide with technical support to public, private and development sectors in harmonizing their workforce and institutional system capacities under changing national and global contexts. Establishment of Mid-West University at Birendranagar, Surkhet, Nepal represents the fulfillment of a cherished dream of the general civilians seeking market relevant education in the regional context.



WORDS FROM



MU Vice-Chancellor

I would like to welcome creative youths from all academic disciplines and professionals to MUSOM to experience new insights into integrated way of thinking and doing guided by evidence-based decision making skills, and drive innovation in the organizations and communities.



Prof. Dr. Nanda Bahadur Singh

WORDS FROM

MUSOM Governing Council Chair

Be the MUSOM participants to develop your key leadership passion and skills; fall in love with real-life observation and study, execute commitment to creativity, enhance holistic management skills and approaches, and collaborative decision making strategies, respect multiple perspectives and see emerging local and global context.



Prof. Dr. Bijay K.C.

MESSAGE FROM

MUSOM Director

It would be my pleasure to welcome young people to MUSOM for globally and contextual relevant world class education. MUSOM commitment to real-life case, simulation and collaborative teaching-learning helps all participants (students) explore self and create new strategies out of critical observation of the real business world to drive changes in their communities.



Dr. Sushil Kumar Shahi

About **Mid-West University** School of Management (MUSOM)

Leading Business School

Founded in 2019 as an autonomous institute of Mid-West University, MUSOM has earned a reputation for market relevant programs, case-based teaching-learning, entrepreneurship-led research and career-driven courses.

MUSOM places adequate emphasis on providing with

research and innovation, outreach and extension, professional and institutional system capacity development initiatives. MUSOM strives to promote such services by creating more lasting partnerships and collaborations between academia, governments, industry and communities.



Vision, Mission, Philosophy



VISION

To be a world class leading business school in Nepal, offering market relevant education, producing innovative graduates, conducting collaborative research, and developing entrepreneurship & employability.



MISSION

MUSOM strives to be the world class business school with contextually market relevant academic practices that seek to developing innovative managers, leaders, and entrepreneurs. MUSOM is committed to:

- Pursue excellence through student-centered teaching-learning process, promoting freedom of inquiry and openness to change,
- Carry out innovative action and policy research and transfer managerial knowledge and skills for industrial and societal needs,
- Foster moral and ethical values for sustainable development of indigenous resources.



At Mid-West University School of Management

Employability is the key focus at Mid-West University School of Management.

Using real-life case studies and research based teaching-learning we carry out our academic programs.

You will experience student-centered approaches to learning activities facilitated by professionals and academic experts from banking-finance, industry and world class higher education institutes. Once you become the part of MUSOM you are exposed to real life cases and get an opportunity to understand real world.

All courses are designed to help graduates gain knowledge, and develop skills, attitude and habits required for the market. We provide fertile and constructive environment for creative and critical thinking to enhance innovation, enterprising mindset, and civic accountability. Located at the heart of the beautiful Surkhet valley, MUSOM arranges wide range of events in collaboration with industry, world class business schools, research centers, governments, professional bodies, and agencies to ensure your active involvement in enhancing your employability.



Undergraduate Programs

Bachelor of Business Administration (BBA)

Four-Year BBA program at MUSOM is designed to develop the business related conceptual, practical knowledge and holistic leadership skills that all successful managers need. It provides a basis for life time learning and continuous career development. The program's strength lies in its ability to develop the quantitative and qualitative problem solving skills through course work, case study, seminar, workshop, debate, publication, field visit, and internship. It also provides necessary knowledge and skills for success in an entry-level career and graduate study. It helps the students develop a wider understanding of the challenges business leaders face, some dimensions of the business world, and the impact they can have on their local community through their leadership.

Program Goal:

- To produce conscious and innovative professional graduates and leaders.

Program Objectives:

- Help students gain employability skills for future career business leaders and managerial post.
- Produce result-oriented and competent business leaders.
- Encourage the students to enhance communication skills.
- Expose them to emerging business related technology and networking system.
- Improve the students' social, conceptual, analytical, and technical skills.



Bachelor of Hotel Management (BHM)

The four-year BHM program prepares students for a management career in the national and international hotel management industry. This unique program combines vocational training with academic study on the campus at Surkhet.

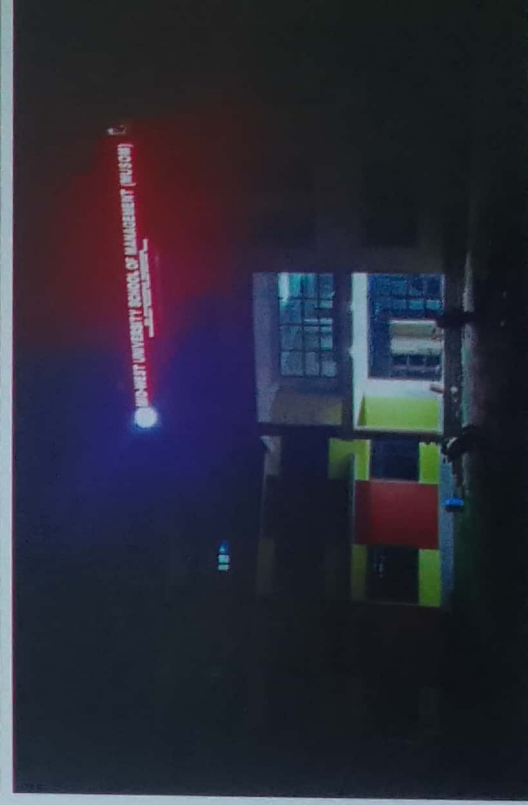
Students spend a total time of 48 months learning operational duties and hotel administrative management. Students develop enhanced guest service skills and a critical understanding of the operational requirements related to different departments in the hotel. Courses are designed to shape and improve students' critical understanding of management theory and practices focusing on the global context within which hotel organizations operate and engage students with sustainable business practice.

Program Goals:

- Produce theoretically and practically conscious graduates.
- Empower and equip graduates with market relevant knowledge, leadership and decision making skills.

Program Objectives:

- Lead students to develop employability skills for future career in the international hotel industry.
- Help students acquire core competencies and skills associated with global hospitality, guest service. Focus on improving management, leadership, travel and tourism related knowledge and skills.
- Encourage students gain critical insights into sustainable hotel entrepreneurship.



Graduate Program

Master of Business Administration (MBA)

Two-year MBA program is designed for students from a wide variety of disciplinary backgrounds seeking international career opportunities through the development of their leadership and managerial abilities.

MBA is an internationally respected management qualification, which enhances skills and competencies of leadership career. The program covers the general business and management curriculum with an opportunity to specialize.

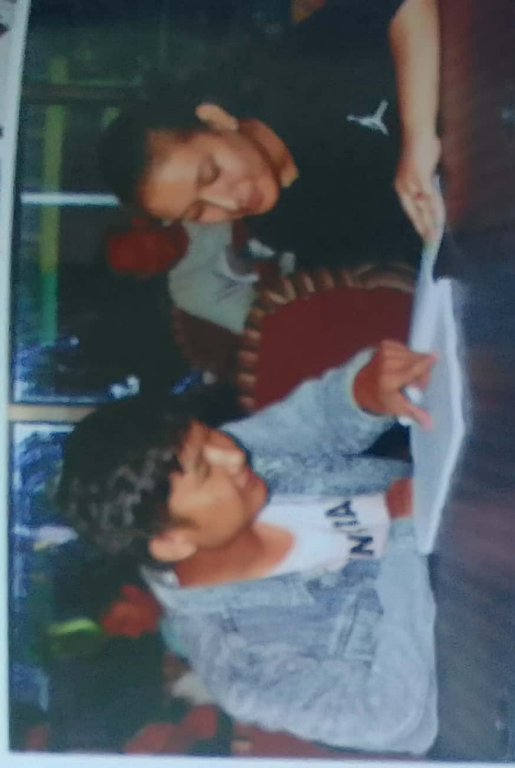
Students are encouraged to apply concepts learned and become familiar with theories. The course content improves students' skills to manage and lead organizations effectively through development of employability and understanding of wider range of management knowledge, skills, concepts and practices.

Program Goal:

- Prepare skilled and employability-oriented leaders and graduates.

Program Objectives:

- Develop the key leadership and management skills through knowledge required to make progress in career development.
- Work with trained and experienced tutors responsible to guide students through every step of the learning process.
- Enhance network and creative management qualifications through real life case method of teaching.



MBA Program Working Values

Collaboration and partnerships: Promotion of effective cooperation and partnerships with the industries, education institutions, governments, development agencies, internal academic departments, beneficiary communities and professional societies is our collaborative commitment in action while designing and delivering management education.

Compliance: Our actions are always guided to comply with prevailing national and international rule of law and system practices to safeguard natural environment and promote the empowerment of gender, social inclusion and access from every respect of diversity.

Equality and harmony: Aligned with the University's mandate, the MBA program stands for universal ideology of non-alliance and equal treatment with respect and dignity at individual, institutional and national levels to build and promote everlasting harmonious relationships by the help of our teacher-staff, students and rest of providers.

Integrity, openness and respect: The entire institutional mission shouldering MBA program at MUSOM has been crafted with an assumption of honesty, dedication and fairness. We embrace freedom of ideas, inquiry, and expression. We value our differences, our

environment, and our individual and collective contributions to proclaim the universal relevance of this crucial academic program.

Learning organization: As the Institution has been proposed as learning organization, the overall programs at MUSOM are always open to listen to constructive criticisms and feedback to initiate and sustain continued improvement. Initiating change for sustainable development is one of the core institutional values. We strive to be better for everyone, always by driving out fear of failure and dominance in all respects.

Responsiveness and accountability: Each member responsible for nurturing MBA program at MUSOM serves responsively abiding with the norms and values on socio-ethical responsiveness and obligation. We have an expectation that our people always strive to be the first to respond in every situation. We commit to take initiatives and share our responsibility for exemplifying excellence. We are responsible for making our community ever better, through our words and actions in nurturing our valuable graduates and dealing with others.

Rich in commitment: MUSOM bears a rich culture of fulfillment of its commitment towards all stakeholders, always. So, our collective effort at MBA program is always vested on delivering more than promised to cherish a shared happiness in each instance.



Program Delivery



Live & Interactive Lectures



Case Studies, Simulation & Project



Recorded Online Videos for self-learning



Assignments & Quizzes to sharpen Understanding



Peer Learning



Baking, Cooperative, & Industry Expert Session



International Expert Session



Learning Support beyond class



Key Features of the BBA & BHM Program

- Interactive and Reflective Teaching Learning Environment
- Community-based Project Case Study, Seminars, in-House Conference, and Workshop
- Need based Curriculum and Business Incubation
- Scholarship
- Career Counseling and Out-reach Orientation
- Guest Lectures and Interaction by Faculty of National and International Reputation
- Internship with Focus on Local, National, and Multinational Placement Opportunities
- Globally Competitive Courses
- Undergraduate Collaborative Research through MUSOM RMC
- Primary Health Care Service
- Industry Visit and Education
- Job Placement
- Video Conferencing Classes
- Virtual Class
- Community Visit
- MUSOM Annual festival
- MUSOM Volunteer Placement Program
- Alumni Experience



BBA Curriculum

Total Credit Hours: 120

Semester-I

Sub. Code	Subject Name	Credit Hour
MGT411	Principles of Management	03
MGT412	Financial Accounting	03
MGT413	Business Economics I	03
MGT414	Computer Fundamentals and Business Applications	03
MGT415	English for Management (Basic English)	03
MGT416	Introduction to Sociology	03
		Credit Hour
		18

Semester-II

Sub. Code	Subject Name	Credit Hour
MGT421	Principles of Marketing	03
MGT422	Business Communication	03
MGT423	Basic Mathematics	03
MGT424	Organizational Behavior	03
MGT425	Business Economics II	03
		Credit Hour
		15

Semester-III

Sub. Code	Subject Name	Credit Hour
MGT431	Human Resource Management	03
MGT432	Financial Reporting and Analysis	03
MGT433	Business and Society	03
MGT434	Introduction to Psychology	03
MGT435	Business Statistics	03
		Credit Hour
		15

Semester-IV

Sub. Code	Subject Name	Credit Hour
MGT441	Financial Management I	03
MGT442	Cost and Management Accounting	03
MGT443	Fundamentals of Entrepreneurship	03
MGT444	MIS and IT Applications in Business	03
MGT445	Business Environment in Nepal	03
		Credit Hour
		15

Semester-V

Sub. Code	Subject Name	Credit Hour
MGT451	International Business	03
MGT452	Financial Management II	03
MGT453	Environmental Studies	03
MGT454	Operations and Supply Chain Management	03
MGT455	Business Law	03
		Credit Hour
		15

Semester-VI

Sub. Code	Subject Name	Credit Hour
MGT461	Business Analytics	03
MGT462	Business Ethics and Corporate Responsibility	03
MGT463	Business Research Methods	03
	Specialization I	03
	Elective I	01
	Specialization II	03
		Credit Hour
		16

Semester-VII

Sub. Code	Subject Name	Credit Hour
MGT471	Creativity and Innovation	03
MGT472	Strategic Management	03
MGT473	Project Management	03
	Specialization III	03
	Elective II	01
		Credit Hour
		13

Semester-VIII

Sub. Code	Subject Name	Credit Hour
MGT481	Tax Planning	03
	Specialization IV (Project Work)	03
MGT483	Internship/Project Work	03
MGT484	Undergraduate Research Project (UGRP)	04
		Credit Hour
		13

Specialization: Finance

FIN464	Specialization I	03
	Working Capital Management	03
FIN466	Specialization II	03
	Financial Institutions and Market	03
FIN474	Specialization III	03
	Investment Analysis	03
Specialization IV: Project Work		
FIN482	Project Work in Finance	03

Specialization: Marketing

MKT464	Specialization I	03
	Digital Marketing	03
MKT466	Specialization II	03
	Distribution Management	03
MKT474	Specialization III	03
	Service Marketing	03
MKT482	Specialization IV: Project Work	03
	Project Work in Marketing	03
		Credit Hour
		12

Specialization: Small Business and Rural Entrepreneurship Development

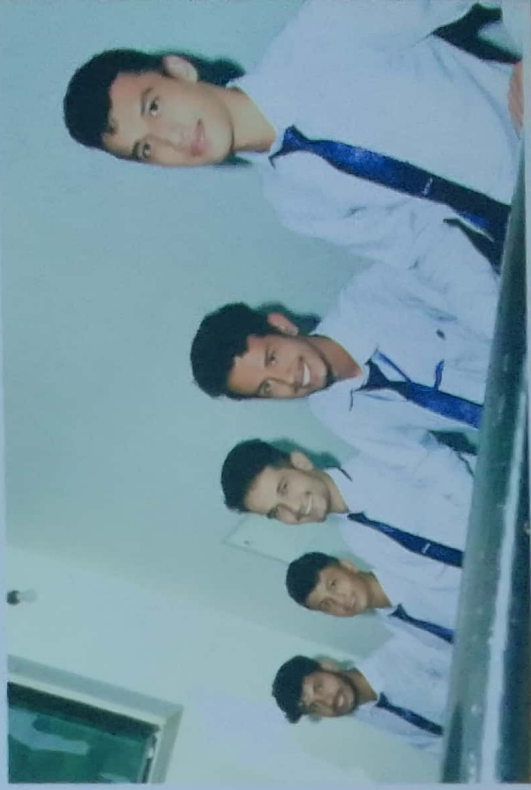
Specialization I		Credit Hour
SBRED464	Idea Generation and Rural Entrepreneurship Development	03
Specialization II		03
SBRED466	Rural Marketing	03
Specialization III		03
SBRED474	Managing Cooperatives in Karnali Pradesh	03
Specialization IV: Project Work		03
SBRED482	Project Work in Small Business	03
Credit Hour		12

Specialization: Human Resource Development

Specialization I		Credit Hour
HRM464	Human Resource Management	03
Specialization II		03
HRM466	Employee Relations	03
Specialization III		03
HRM474	Strategic HRM	03
Specialization IV: Project Work		03
HRM482	Project Work in HRM	03
Credit Hour		12

Specialization: IT and Business Analytics (Courses are to be developed)

Elective I		Credit Hour
Service Sector (Any One)		01
MG1465A	Service Sector Management	01
MG1465B	Cooperative Management	01
Elective II		01
Development Sector (Any One)		01
MG1475A	Rural Development	01
MG1475B	Agribusiness Development	01



BHM Curriculum

Total 126 credits including internship

Code No.	Subject	Credit hours	Year 1: Semester 1		Total
			Internal	Final	
			Theory	Practical	
BHM311	Introduction to Tourism and Hospitality	3	50	50	100
BHM312	English Communication	3	50	50	100
BHM313	Principles of Management	3	50	50	100
BHM314	Food Production and Patisserie I	3	25	25	50
BHM315	Food and Beverage Service I	3	25	25	50
BHM316	Housekeeping Operation I	3	25	25	50
Total 18 Credits					

Year 1: Semester 2

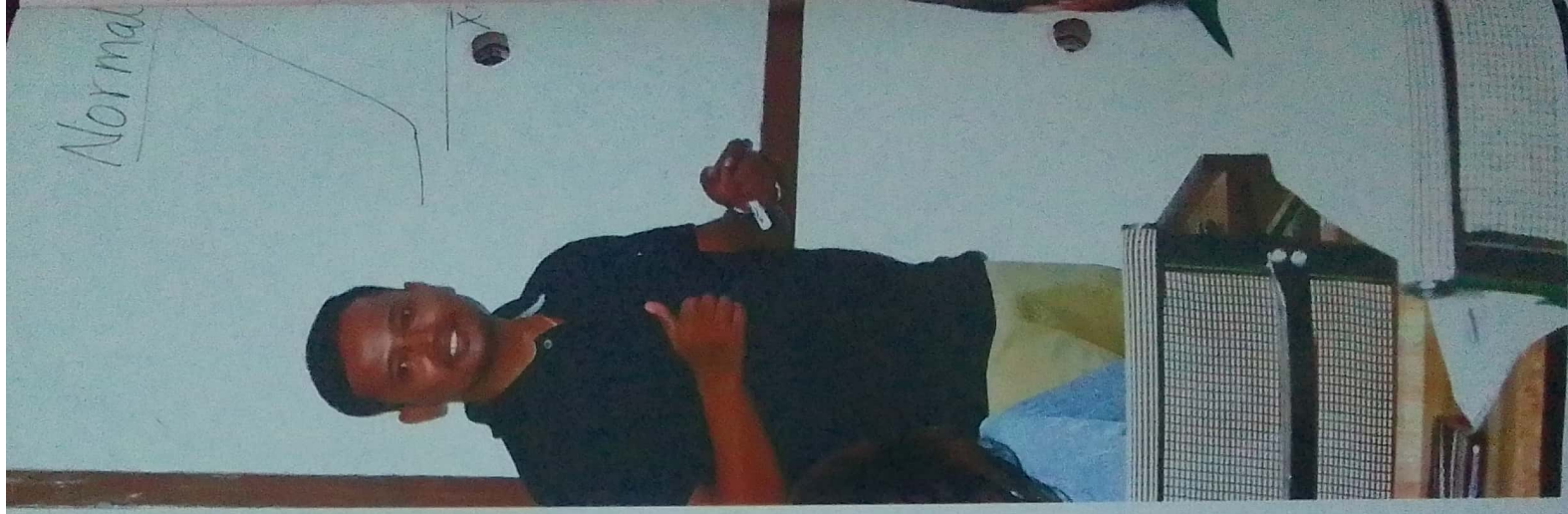
Code No.	Subject	Credit hours	Year 1: Semester 2		Total
			Internal	Final	
			Theory	Practical	
BHM321	Accounting for Financial Decision Making and Control	3	50	50	100
BHM322	Tourism and Hospitality Information System	3	25	25	50
BHM323	Tourism Economics	3	50	50	100
BHM324	Food Production and Patisserie II	3	25	25	50
BHM325	Food and Beverage Service II	3	25	25	50
BHM326	Housekeeping Operation II	3	25	25	50
Total 18 Credits					

Year 2: Semester 3

Code No.	Subject	Credit hours	Year 2: Semester 3		Total
			Internal	Final	
			Theory	Practical	
BHM331	Human Resource Management and Organizational Behaviour	3	50	50	100
BHM332	Food Production and Patisserie III	3	25	25	50
BHM333	Food and Beverage Service III	3	25	25	50
BHM334	Front Office Operation I	3	25	25	50
BHM335	Food Science and Nutrition	3	50	50	100
Total 15 Credits					

Year 2: Semester 4

Code No.	Subject	Credit hours	Year 2: Semester 4		Total
			Internal	Final	
			Theory	Practical	
BHM341	Tourism and Hospitality Law	3	50	50	100
BHM342	Tourism and Hospitality Marketing	3	50	50	100
BHM343	Food Production and Patisserie IV	3	25	25	50
BHM344	Food and Beverage Service IV	3	25	25	50
BHM345	Front Office Operation II	3	25	25	50
Total 15 Credits					



Year 3: Semester 5

Code No.	Subject	Credit hours	Internal		Final		Total
			Theory	Practical	Theory	Practical	
BHM351	Casino Management	3	50	50	-	-	100
BHM352	Meeting and Conference Management	3	50	50	-	-	100
BHM353	Catering Management	3	50	50	-	-	100
BHM354	Fast Food Chain Management	3	50	50	-	-	100
BHM355	Food and Beverage Control	3	50	50	-	-	100
		Total	15 Credits				

Year 3: Semester 6

Code No.	Subject	Credit hours	Internal		Final		Total
			Theory	Practical	Theory	Practical	
BHM361	Hospitality Facilities Management	3	50	50	-	-	100
BHM362	Strategic Management for Hospitality	3	50	50	-	-	100
BHM363	Statistics and Research Methodology	3	50	50	-	-	100
BHM364	Entrepreneurship Development in Tourism and Hospitality	3	50	50	-	-	100
BHM365	Environmental Management	3	50	50	-	-	100
		Total	15 Credits				

Year 4: Semester 7

Code No.	Subject	Credit hours	Internal		College/University		Total
			Organizational	Organizational	College/University	College/University	
BHM371	Internship/Organizational Evaluation/Individual Diary maintenance for daily work performance by the students	1.5	-	-	50	50	100

Year 4: Semester 8

Code	Subject	Credit hours	Presentation / Viva		Report Evaluation by University		Total
			Organizational	Organizational	University	University	
BHM381	Internship	1.2	25	25	50	50	100
BHM382	Project Report	3	-	50	50	50	100



BBA & BHM Admission Procedure

Eligibility for Admission

Following are the eligibility criteria for admission in BBA and BHM program:

1. Completion of +2 level of education in any discipline with at least 2.00 CGPA in aggregate of grading system, or having at least 45% aggregate in percentage based evaluation system. Passed in MUSOM CMAT (Common Management Admission Test) follows the standardized format that consists of six key sections with the purpose of testing candidates' general knowledge, reasoning, verbal, analytical and communication skills.
2. Candidates must score 40% (36 out of 90) in CMAT to be eligible for an interview and candidates must score 40% out of full marks to be eligible for the admission.

CMAT Structure and Grading System

S. N.	Key Sections	Types of Questions	Full Marks	Pass Marks
1	Verbal Ability	20 MCQ	20	
2	Quantitative Ability	20 MCQ	20	
3	Logical Reasoning	20 MCQ	20	
4	General Awareness	20 MCQ	20	
5	Analytical Essay Writing	1 Analytical Question	10	
		Total (CMAT)	90	36 (40%)
6	Personal Interview	5 Questions related to: a. Interpersonal - Communication b. Attitude - Personality c. Creativity - Scoring	10	4
		Total	100	40

Note: Range of Marks for Each question is 2 marks.

After entrance admission committee would have to notify date for entrance result and official admission in the program with full payment of the fees.
MUSOM would announce orientation day of BBA and BHM with a clear notice in advance.

Admission Procedure

Step 1 : Required Documents

An applicant must complete the application form with copies of the following documents:

1. Transcripts and certificates of Grade 12 or equivalent examinations
2. Certificate and transcript of Grade 10 (SLC or equivalent)
3. Character certificate (SLC/SEE and Grade 12)
4. Provisional certificate
5. Migration certificate
6. Citizenship certificate

Step 2 : Written Test (CMAT)

Shortlisted candidate will have to appear for a written test that would be held to evaluate qualitative, quantitative and communication abilities.

Step 3 : Interview

Candidates who pass the written test will be called for interview.

Fee Structure :

Total Programme fee Rs.341000.00

Scholarship Scheme

As mentioned in MUSOM Academic Development and Implementation Guidelines 2021, 20 percent Students among total admitted students would receive grants only in tuition fee and management council is responsible to make decision final decision of any scholarship such as need based scholarship.

Scholarship Scheme would be as follows:

S.N.	Categories	Remarks
1	Semester topper	Full tuition
2	Disability	Full tuition
3	Remote	Half
4	Janajati	Half
5	Financial Needy	Half
6	Disaster affected	Half
7	Female semester topper	Half
8	Dalit	Half

Sponsorship

MUSOM also accepts scholarship sponsored by private and government or foreign agencies.

Foreign Students and NRN

If foreign applicants show interest in BBA and BHM program MUSOM can offer them 3 quotas on the condition of both full paying and scholarship. If any applicant does not apply, quotas would go with school's normal admission.

Foreign Students

S.N.	Categories	Entrance Exam
1	Foreign students studying in Nepalese institutes	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
2	SAARC countries students	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
3	Students beyond SAARC countries	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021





MUSOM Career Path and Professional Development

How will you make your career success?

MUSOM is not your final destination, but is an intellectual avenue that provides personalized career resources to help you get success for years to come.

- Your Personalized Experience
- Career Visioning
- Meet with a Career Coach
- Industry Visit and Education
- Internship
- Focused Job Search

After MUSOM

- Alumni Experience



Undergraduate Development Program at MUSOM

- Focused Job Search
- Workshops, seminars, and conference orientation
- Video Conference
- Virtual Class
- Community Visit
- Primary Health Care Service
- International Exposure
- MUSOM Annual Festival
- MUSOM Volunteer Placement Program



MBA Curriculum

Total Credit Hours - 63

First Semester

Subject Code	Name of the Subject	Credit Hours
Core courses		
MGT511	Current Issues in Management	03
MGT512	Managerial Communication	02
MGT513	Business Communication Practicum	01
MGT514	Financial Accounting and Analysis	03
MGT515	Statistics for Management	03
MGT516	Managerial Economics	03
Total		15

Second Semester

Subject Code	Name of the Subject	Credit Hours
Core courses		
MGT521	Organizational Behavior	02
MGT522	Marketing Management	02
MGT523	Financial Management	03
MGT524	Cost and Management Accounting	03
MGT525	Human Resource Management	02
MGT526	Management Information System (MIS)	02
MGT527	MIS Practicum	01
Total		15

Third Semester

Subject Code	Name of the Subject	Credit Hours
Core courses		
MGT531	Business Research Methodology	02
MGT532	Operations and Supply Chain Management	02
	Specialization I	03
	Elective I	02
MGT533	Entrepreneurship	02
MGT534	Social/Business Attachment	02
MGT535	New Venture Planning (Project Work)	01
MGT536	Seminar on Corporate Governance and CSR	01
Total		15

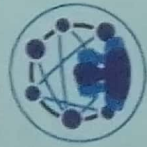
Fourth Semester

Subject Code	Name of the Subject	Credit Hours
Core courses		
MGT541	Business Environment and Strategic Management	03
MGT542	International Business Dynamics	02
MGT543	E-Business Strategies	02
	Specialization II	03
	Specialization III	03
	Elective II	02
MGT547	Graduate Research Project (GRP)	03
Total		18
Total Aggregate		63

Specialization Courses



Specialization I
Finance



Specialization II
Marketing



Specialization III
Entrepreneurship and
Small Business
Management



Specialization IV
Human Resource
Management



Specialization V
IT Business Analytic

Course Title	Credits	Course Title	Credits
Specialization: Finance		Specialization: Human Resource Management	
Subject Code		Specialization I	09
FIN537	03	Human Resource Development	03
		Specialization II	03
FIN544	03	Compensation Management	03
		Specialization III	03
FIN545	03	Employee Relations	03
Specialization: Marketing		Specialization: IT Business Analytics	
Specialization I	09	IT and Business Analytics (Courses are to be developed)	09
Integrated Marketing Communications	03	Elective I	
Specialization II		Service Sector (Any One)	02
Consumer Behavior	03	Service Sector Management	02
Specialization III		Tourism and Hospitality Management	02
Brand Management	03	Cooperative Management	02
Specialization: Entrepreneurship and Small Business Management		Elective II	
Specialization: I	09	Development Sector (Any One)	02
Entrepreneurship Development	03	Rural Development	02
Specialization II		Independent Course in Natural Resource Management in Karnali	02
Business Planning	03	Economic Diplomacy for Promoting Trade and Economic Relations in Karnali & Lumbini Pradesh	02
Social Entrepreneurship and Innovation	03		
Specialization III			
Small Business Marketing	03		

MBA Admission Procedure

Eligibility for Admission

Following are the eligibility criteria for admission in MBA program:

- Completion of undergraduate level of education in any discipline with at least 2.00 CGPA in aggregate of grading system, or having at least 45% aggregate in percentage based evaluation system.
- Passed in MUSOM GMAT: MUSOM GMAT (General Management Admission Test) follows the standardized format that consists of six key sections with the purpose of testing candidates' general knowledge, reasoning, verbal, analytical and communication skills.
- Candidates must score 40% (36 out of 90) in GMAT to be eligible for an interview.
- Candidates must score 40% out of full marks to be eligible for the admission.

GMAT Structure and Grading System

S.N.	Key Sections	Types of Questions	Full Marks	Pass Marks
1	Verbal Ability	20 MCQ	20	
2	Quantitative Ability	20 MCQ	20	
3	Logical Reasoning	20 MCQ	20	
4	General Awareness	20 MCQ	20	
5	Analytical Essay Writing	1 Analytical Question	10	
		Total (GMAT)	90	36
6	Interview	5 Questions related to: a) Interpersonal-Communication b) Attitude c) Personality d) Creativity e) Undergraduate Scoring (Range of Marks for Each question is 2 marks)	10	4
		Total	100	40

After entrance admission committee would have to notify date for entrance result and official admission in the program with full payment of the fees.

Scheme

As mentioned in MUSOM Academic Development and Implementation Guidelines 2021, 5 percent Students among total admitted students would receive grants only in tuition fee and management council is responsible to make decision final decision of any scholarship such as need based scholarship.

Scholarship Scheme would be as follows:

S.N.	Categories	Remarks
1	Semester topper	Full tuition
2	Disability	Half tuition
3	Remote/Janajati/dalit	Half
4	Financial Needy/disaster affected	Half

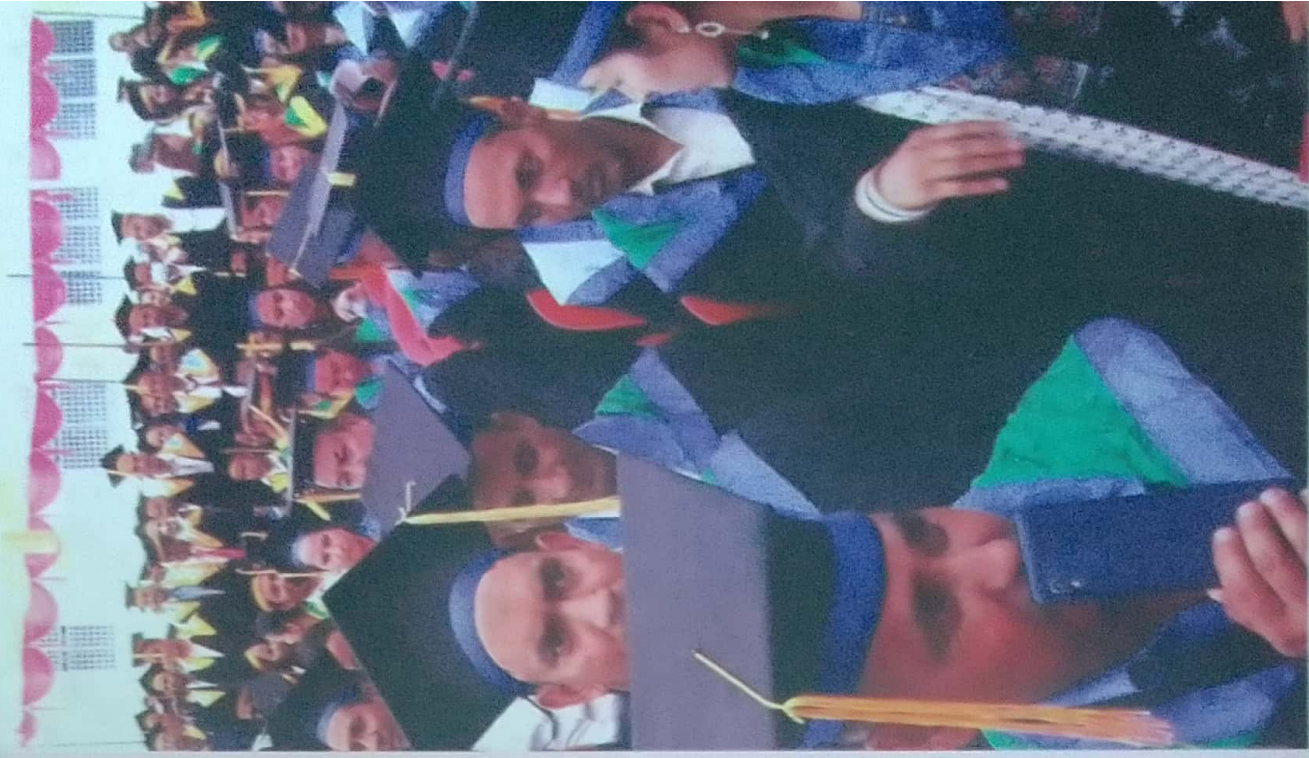


Foreign Student

S.N.	Categories	Entrance Exam
1	Foreign students studying in Nepalese institutes	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
2	SAARC countries students	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
3	Students beyond SAARC countries	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021

International Student

S.N.	Categories	Entrance Exam
1	Foreign students studying in Nepalese institutes	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
2	SAARC countries students	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021
3	Students beyond SAARC countries	Have to pass Entrance exam to be conducted by MUSOM as per admission manual and MUSOM Academic Development and Implementation Guidelines 2021



Trained Faculty Members

Dr. Sushil Kumar Shahi

Director of Mid-West University School of Management (MUSOM), Birendranagar, Surkhet

- Ph.D. Central Department of English, Tribhuvan University, Nepal
- MPhil in English Pokhara University, Nepal
- Master of Arts, Tribhuvan University, Nepal
- Research Interests: Strategic Planning, Communication, Culture, Policy and higher education leadership

Assist. Prof. Rishi Khanal

Head of Department of Research, Innovation and Entrepreneurship

- Master of Business Studies/Business Administration
- Research Interests: Marketing, entrepreneurship, business and policy

Assist Prof. Mukunda Sharma

Head of Department of Graduate Studies

- Master of Statistics, Tribhuvan University, Nepal
- Research Interests: Modeling, business analytics, and operation

Assist Prof. Veetihotra Basist

Head of Exam Section, MUSOM

- Master of Economics, Tribhuvan University
- Research Interests: Macroeconomics, business and survey

Assist. Prof. Dillu Dhungana

Head of Department of Undergraduate Studies

- Master of Business Administration
- Research Interests: Information management, IT education, and networking

Assist. Prof. Rupesh Khatri

Master of Business Studies, Tribhuvan University

- Research Interests: Human Resources, Planning and Strategies

Assist. Prof. Yashoda Thapa

Master of Business Administration, Tribhuvan University

- Research Interests: Organizational Behavior and Women entrepreneurship

Assist. Prof. Govinda K.C.

- Master of Business Administration, USA
- Research Interests: Entrepreneurship, leadership and hotel industry

Assist. Prof. Irsad Iraki

- Master of Business Administration, MUSOM
- Research Interests: Strategic planning, retail market and business

Assist. Prof. Chhetramani Timilsena

Master of English, Tribhuvan University
Research Interests: Communication and linguistics

Supportive Teaching Faculty

Mr. Prakash Tiwari

Mr. Bikash Silwal

Ms. Sabita Pokharel

Mr. Poshran Regmi

Miss. Leena Budha

Mr. Ashish Thapa

Mr. Suraj Khadka

Visiting Faculty Members

Prof. Dr. Binod Krishna Shrestha (Marketing)

Associate Prof. Dr. Ramesh Poudel (Economics)

Visiting Faculty from Graduate School of Management

Prof. Chandra Rijal

Associate Prof. Bir Bahadur Poudel

Prof. Amit Sharma Gaire

MUSOM Academic, Administrative & Financial Units



MUSOM Academic and Research Partners

- Indian Institute of Management Indore (IIM Indore)
- Indian Institute of Management Lucknow (IIM Lucknow)
- FNCCI Karnali Province
- Suva Hotel, Surkhet
- Secondary Schools of Karnali Province
- Cooperatives of Karnali Province

MUSOM Student Supportive Units

Student Alumni

Outreach - Extension

Primary Health Care





Niraj Lamsal
Junior Assistant,
NIC Asia Bank Ltd.



Daman Jung Shah
General Manager
Suva Hotel Pvt. Ltd.



Sandhya Gurung
Junior Assistant
Everest Bank Ltd., Surkhet



Mitrata Thapa
Junior Assistant,
Nabil Bank Ltd., Kathmandu



Anita Budha
Trainee Assistant,
NIC Asia Bank Ltd., Khalanga



Roshan Giri
Junior Assistant,
Machhapuchhre Bank Ltd.



Sanjina Giri
CEO,
Shital Krishi Tatha Pashupalan Samuha



Meena Rana
Trainee Assistant,
NIC Asia Bank Ltd., Jajarkot



Ashish Thapa
Lecturer,
Mid-West University
School of Management (MUSOM)



Puja Basnet
Junior Assistant,
Nepal Life Insurance company Ltd.



Tiliak Bhandari
Assistant Sub Inspector (ASI),
Nepal Police



Samir Subedi
Manager,
Bishal Construction, Surkhet

Testimonial

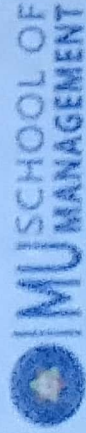
The MBA program at MUSOM has a broad curriculum that both pushed me intellectually and expanded my knowledge of all facets of business. The program's length and class schedule made it very appealing because they had little effect on continuing to work full-time. I made the decision to get my MBA in order to improve my business knowledge and advance my career. Many of the courses' real-life applications made it easier for me to connect the lessons I was learning to current global events. The professors were able to give the students a practical understanding of the material because of their extensive knowledge, intellect, and expertise in the field.

Additionally, having professors who could be reached and offer assistance when necessary was beneficial. Working in groups was required for the courses in order to enhance learning by promoting tolerance and understanding of others' views, ideas, and experiences. It also required developing leadership, management, and communication skills as well as time management of both your own workload and that of others on your team. To those looking to advance their careers through the program's practical skills and knowledge, I would heartily recommend the MBA program at MUSOM.

Best Regards,



Prakash Tiwari



Mid-West University
School of Management (MUSOM)
Birendranagar, Surkhet
Karnali Province, Nepal
☎: 083-525352
E-mail: info@musom.edu.np



 www.musom.edu.np



IMU SCHOOL OF
MANAGEMENT



**Mid-Western University
School of Management (MUSOM)
Surkhet, Nepal**

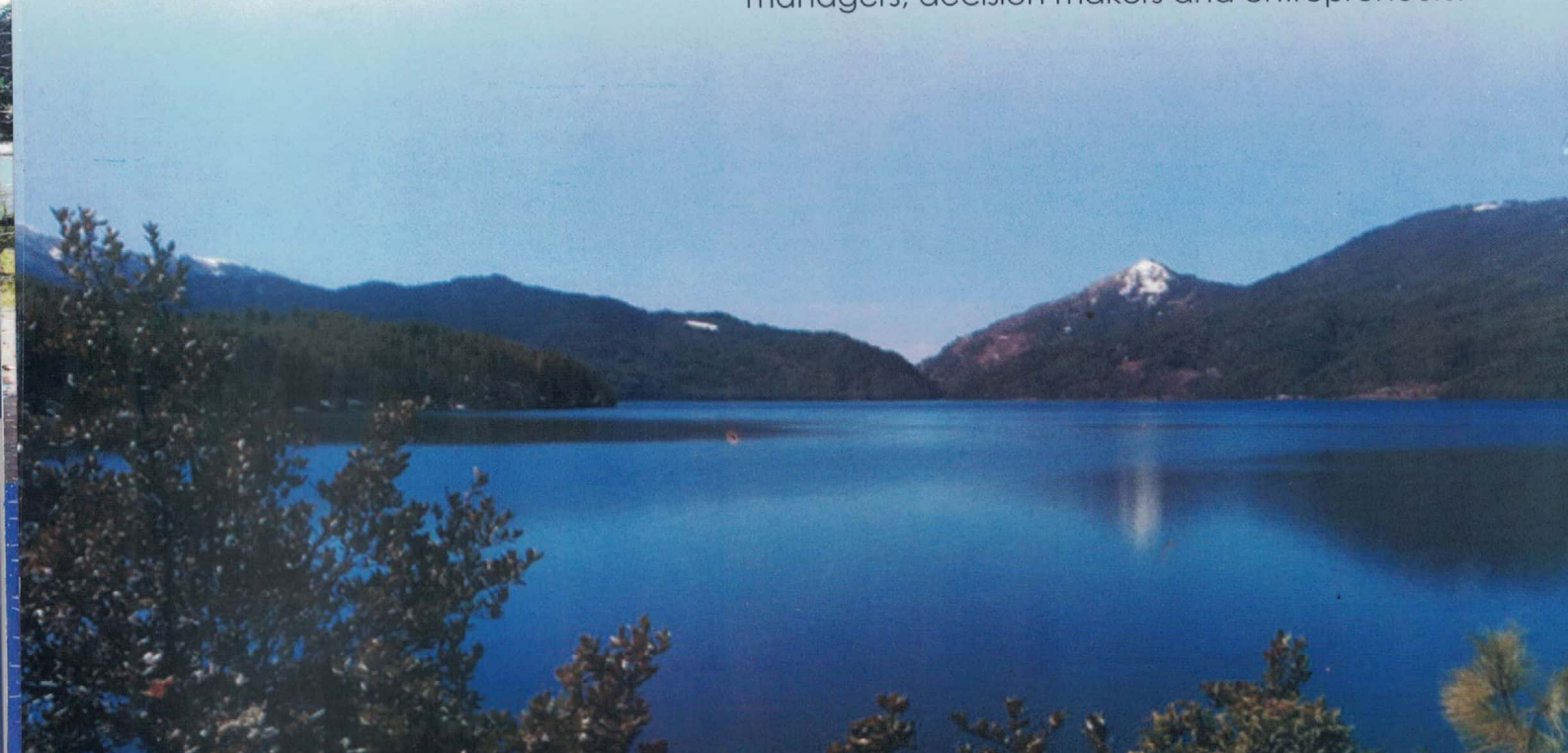
About Karnali Province of Nepal



We all Nepalese believe in unity in diversity which governs our diverse cultures, ethnic communities, and spiritual practices, providing the unified way to a single nation. It is landlocked country in southern Asia, in the Himalayas. It is bordered by India by the Indian states of Uttarakhand, Uttar Pradesh, Bihar, West Bengal, and Sikkim and China with Tibet Region. With its long history of sovereign country in the world, Nepal is committed to offering opportunities and promoting peace globally.

Karnali Province is the mother of Nepalese cultural civilization with the origin of Khas Nepali language and traditional religion that celebrates deity of many forms. Being the sixth province of federal democratic Nepal, it is home to medical herbs, minerals, hilly peak Mahavu, valley, beautiful Rara Lake, Karnali and Bheri river, famous cultural heritage Kankrebihar,, bullbule lake, and cultural diversity with population 1, 570, 418. With its low literacy rate in the nation, Karnali province aims to develop the world class academic institutions through collaboration with foreign academic institutions by providing opportunities for the young people from across nations and world to promote peace and harmony.

We at MUSOM, the Best Business School of Karnali, situated at the central part of Surkhet valley, strive to be relevant in terms of the changing time, offering contemporary knowledge and skills to the students and encouraging them for being contextually conscious managers, decision makers and entrepreneurs.





MUSOM: A Center for Contemporary Management Education

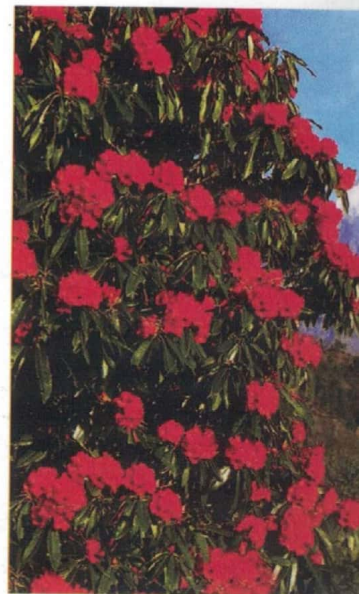
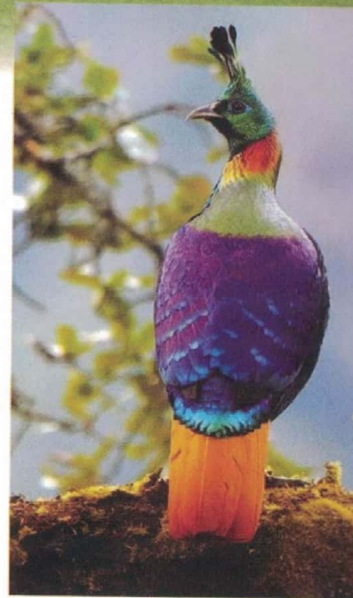
Mid-Western University School of Management (MUSOM) is the autonomous business school of Mid-Western University. MUSOM, located in a beautiful Surkhet Valley of Karnali Province Nepal, is dedicated to excellence in providing contemporary management education through interdisciplinary approaches to management education and research. Established in 2072 B.S. the school is committed to developing young leaders who can work for innovation and societal transformation with a focus on practical knowledge and wisdom.

The structure of MUSOM comprises Mid-Western University Senate at the top followed by Executive Council which leads Governing Council of MUSOM. The academic leadership of MUSOM consists of Governing Council led by senior Professor of Management, educationist, social activist, industrialist, local government Mayor and Deputy Mayor, researchers, planner, entrepreneur, guest lecture, and

visiting faculty. University Senate and executive council are responsible for overall financial and physical infrastructure development of the school. MUSOM's academic leadership is responsible for the strategic vision and smart academic programs for promotion of quality management education across the globe.

The school offers a two-year full time MBA and a large full-time four-year BBA program with a focus on real-world practice. BBA program takes young students through organized class room activities and motivates them to move beyond limitations of class room teaching-learning to invent a successful future of their own hope, love and action. BBA graduates get an opportunity to develop their creative connectivity and relationship with local, national, and international corporate financial organizations and industries under the supervision of faculties, industrial leaders, technocrats, government representatives and educationists.

MBA program is designed to produce multidimensional managers, leaders, and reflective decision makers. MBA students



are exposed to the changing trends and practices in the business world to tell a story of their own extraordinary understanding and success. MBA curricular and extra-activities provide the students with the ample opportunities for self-discovery by enhancing skills for professional career. Both BBA and MBA programs encourage young students to be a leader, a master, and a decision maker in their desired sector with full confidence and commitment. MUSOM is the place where graduates learn to think and act differently. MUSOM human resource is designed with the scientific culture for quality management education. MUSOM faculties are competent and professional in the field of their own specialization. They are familiar with emerging trends and practices in management. They believe in the philosophy of moral values and action. MUSOM teaching-learning process is interactive with focus on what Albert Einstein said "Education is not learning of facts, but training of mind to think."

MUSOM helps to educate young business leaders who make a difference in the world. By providing need based faculty support, MUSOM seeks to create

necessary knowledge that shapes business concept and practice. MUSOM RMC has the mission to facilitate the creation of the scholarly necessary knowledge to achieve MUSOM's mission for providing quality education through undergraduate, graduate, and faculty research.

MUSOM is comprised of different academic and finance committees. Academic committee is responsible for planning, implementing and monitoring intellectual growth of MUSOM. Finance Committee develops and executes financial plan of MUSOM. Curriculum Committee assists in revisiting exiting curriculum and developing new curriculum. Academic Committee is responsible for video conference, virtual class and technical support. MUSOM strongly promotes IT based education to make graduates competent for international market. Communication and international collaboration ce works for promotion of MUSOM across the globe. MUSOM Primary Health Care Initiative and Career Counseling Ce support to achieve MUSOM's mission for primary treatment of students, faculty members, and staff.



Vision

MUSOM sets the standard for community research based management education. We are committed to creating and sustaining the conditions that motivate MUSOM students to explore and experience an innovative educational journey that is intellectually, socially, and personally transformative.

Mission

The mission of MUSOM is to train students for our society through our commitment to the transformative power of a management education.

Award

MUSOM as Best Business School of Karnali Province: Award received in the 5th NEWBIZ Business Schools Conclave & Awards 2019

Achievement

International Business Conference 2019 on "Emerging Issues in Management Transformation" held on 14th & 15th of July, 2019 at Hotel Stay Valley View, Surkhet, Karnali Province



Message From The Vice Chancellor

Mid-Western University School of Management (MUSOM) strives to be a model of the business school in Nepal. The business school has already proved that it serves the interest and need of local community through its comprehensive BBA and MBA program. The key mission of MUSOM is to explore and utilize local resources and expertise for social change. Faculty members are experienced and trained well to produce productive human capital for local and global market. MUSOM graduates get an opportunity to be familiar with corporate business culture and entrepreneurship. With vision of preparing competent professionals, MUSOM encourages students and teachers to look at the changing management education in the context of IT based international management concept and practice. I advise management team of MUSOM to proceed further for inclusive management education that can bring marginalized people into the main stream educational system. I congratulate MUSOM team for their unity and dedication.

Dr. Masta Bahadur Garana

Message From The Registrar

Established for quality education, MUSOM is the leading management institute in Karnali Province. MUSOM has already created an image of responsible and technical business school to lead youths of the Karnali Province into the real life management practice for wide ranging rural community transformation. MUSOM does not only focus on classroom learning, but it orients its graduates for social justice. It takes students beyond bookish knowledge and university walls to make them rethink and rebuild local business practices in line to rapidly changing international trends in the field of commerce and political management. I think MUSOM is always ready to educate young leaders with new emerging methods and research projects. Nobody needs to have doubt about academic programs of MUSOM. I thank MUSOM faculty members and leaders for their unified participation in course of MUSOM day to day academic operation.

Associate Prof. Yam Bahadur Ka

Message From The Governing Council Chairman

Having realized corporate necessities of the emerging commercial sectors, MUSOM aims at supplementing the commercial sectors with skilled graduates who would be innovative to explore and manage challenges of the changing business environment of the country.

I feel honored to chair the MUSOM Governing Council. I am happy to guide dedicated team of MUSOM committed to achieving its academic vision through interdisciplinary approaches to management education. BBA and MBA at MUSOM are comprehensive programs for business management in Nepal. Blending theory and practice, both academic programs are designed for quality management education. Focusing on participatory pedagogy and case method, MUSOM leads its students into a variety of learning activities through project work, presentation, field visit, and discussion. Along with its students' active involvement in activities, MUSOM provides opportunities to its faculty members for research, publication, international visit, higher study and community contribution. I ensure MUSOM will launch new programs to address the issues and challenges of Karnali province and people through collaboration with the government of Karnali Province.

I congratulate MUSOM students and faculty members for their dedication to developing MUSOM as a center of excellence.

Prof. Dr. Prem Raj Pant





Message From The Director

The world is unexpectedly changing in terms of commerce, economics, technology, IT network, politics, and intellectual practice. Environmental changes tremendously affect the way we human beings think and act. Today education is to motivate young leaders think about exiting and upcoming challenges and opportunities with their active involvement in the action, managing challenges and fully utilizing opportunities for a shared story of success. Realizing issues of contemporary world, MUSOM has been made an autonomous business school of Mid-Western University to offer interdisciplinary management education that can restructure outdated higher management education.

Having realized unprecedented changes and developments in management education across the globe, I am happy to share about academic vision, mission, and strategy visualized by MUSOM academic leadership. MUSOM has the vision for becoming the center of excellence in management education. Its mission is to make vision come true by providing inclusive management education based on the scientific teaching and research. Community based method, case method, virtual education, world class research and publication, and interactive classroom sharing are some strategies to accomplish vision and mission of MUSOM. MUSOM faculty members are really motivated and dedicated towards interactive teaching learning. They lead their students into the world of innovative thinking and action to understand dynamics of local and global socio-economic changes. MUSOM MBA and BBA students involve actively in exploring and resolving their real life-difficulties. They do not just learn business related concepts, practices, skills, and management orientation. Furthermore, they acquire applicable knowledge and wisdom derived from logic, technology, IT, and fundamental insights of cultural realities. MUSOM inspires its graduates to be the master of their decision for success. It offers intellectual freedom to its faculties and students for new intellectual discovery and truth. MUSOM allows students to promote basic human values for the intellectual diversity, peace, and justice.

MUSOM leadership advocates for new rural community based academic management program. I humbly request all stakeholders to support MUSOM for inclusive management education in Karnali Province. I would like to welcome young leaders of Karnali Province to join MUSOM for the most practical management education. MUSOM is ready to help young people for becoming dreamer and outstanding professional through academic program, research and publication.

Sushil Kumar Shahi , Ph.D.

Message From The MBA Program Coordinator

It is a great privilege and an honor to serve as program coordinator of Master in Business Administration (MBA) at MUSOM, Surkhet, Nepal. In the very history, MUSOM has been nominated as a best business school in Karnali. Over the years, MUSOM has grown to become leading management institute that attracts most excellent and brightest students from the entire and across nation.

MUSOM MBA is a program designed for experienced and more disciplined undergraduates of different faculties that are ready for senior management positions and become young entrepreneurs. This rigorous two year full-time program will provide you with a unique opportunity to nurture your ideas and implement them into the business & management domain. This program provides intense class discussions, multiple case analyses, conduct seminar & workshops; develop industrial relationship and studying a wide variety of subjects, you will be able to choose a career which fits your academic & professional aspirations.

As program coordinator, I am more than persuaded that you will be able to choose MUSOM that will Train you to be management leaders, socially responsible citizens and creative & innovative young entrepreneurs. I look forward to your academic journey and wish you the very best.

Bhupal Bikram Kathayat
Assistant Professor



MUSOM Structure and Governance

MUSOM consists of different committees. Governing council is the top level managerial decision making body which is responsible towards university executive council. Management council, academic committee, financial committee, selection committee, exam committee, and other regulating bodies are the parts of the MUSOM structure and governance.

MUSOM Governing Council Chariman

Prof. Dr. Prem Raj Pant

Members

Prof. Dr. Dev Raj Adhikari
Dr. Masta Bahadur Garanja
Prof. Dr. Shyam Krishna Shrestha
Asso. Prof. Bir Bahadur Paudel
Mrs. Mohan Maya Dhakal
Dr. Amrit Kumar Sharma Gaire
Mr. Dipak Singh Rawat
Mr. Padam Bahadur Shahi

Member Secretary

Dr. Sushil Kumar Shahi

Academic Programs

BBA Program

BBA program at MUSOM is designed to develop the business related conceptual, practical knowledge and holistic leadership skills that all successful managers need. It provides a basis for life time learning and continuous career development. The program's strength lies in its ability to develop the quantitative and qualitative problem solving skills through coursework, case study, seminar, workshop, debate, publication, field visit, and internship. It also provides necessary knowledge and skills for success in an entry-level career and graduate study. It helps the students develop a wider understanding of the challenges business leaders face, the some dimensions of the business world, and the impact they can have on their local community through the leadership.

Objectives:

- To produce result-oriented and competent business leaders
- To encourage the students to enhance communication skills
- To expose them to emerging business related technology and networking system
- To improve the students' social, conceptual, analytical, and technical skills

Key Features of the BBA Program

- ❖ Interactive and Reflective Teaching Learning Environment

- ❖ Scholarship
- ❖ Career Counseling and Out-reach Orientation
- ❖ Guest Lectures and Interaction by Faculty of National and International Reputation
- ❖ Internship with Focus on Local, National, and Multinational Placement Opportunities
- ❖ Globally Competitive Courses
- ❖ Undergraduate Collaborative Research through MUSOM RMC
- ❖ Primary Health Care Service
- ❖ Industry Visit and Education
- ❖ Job Placement
- ❖ Video Conferencing Classes
- ❖ Virtual Class
- ❖ Community Visit
- ❖ MUSOM Annual festival
- ❖ MUSOM Volunteer Placement Program

BBA Admission Procedure

Eligibility:

Students from any stream who have completed Grade 12 or equivalent level with a minimum of Grade "C" in all subjects or 50% overall aggregate score may apply for the program.

Admission Procedure

Step 1: Required Documents

An applicant must complete the application form with copies of the following documents:

- ❖ Transcripts and certificates of Grade 12 or equivalent examinations
- ❖ Certificate and transcript of Grade 10 (SLC or equivalent)
- ❖ Character certificate (SLC and Grade 12)
- ❖ Provisional certificate
- ❖ Migration certificate
- ❖ Citizenship certificate

Step 2: Written Test

Shortlisted candidate will have to appear for a written test to evaluate qualitative, quantitative and communication abilities.

Step 3: Interview

Candidates who pass the written test will be called for interview.

To apply for admission, you need to consider the following things:

- ❖ Visit the school, obtain the form, complete it and submit it to the school's front desk with all the required documents.
- ❖ Download the application form from the <https://www.mwu.edu.np/> print it , complete it and submit it to school's front desk with required documents.

BBA Course Structure

Duration 4 Years
Level: Bachelor Program

Course Description

BBA at MUSOM is taught through multimedia project, community case project, case method, seminar, workshop, guest lecture, and undergraduate research project.

Total Credit Hours-120



Year1/Semester-I

Subject Code	Title of the Subject	Credit Hours
MGT 311	Principles of Management	03
MGT 312	Financial Accounting	03
MGT 313	Basic Mathematics	03
MGT 314	Micro Economics	03
MGT 315	Computer in Management	03
MGT 316	Business English	03
MGT 317	Microsoft Office (Practical) (Non Credit)	00
	Total Credit Hours	18

Year1/Semester-II

Subject Code	Title of the Subject	Credit Hours
MGT 321	Business Communication	03
MGT 322	Business Statistics-1	03
MGT 323	Financial Management-1	03
MGT 324	Marketing Management	03
MGT 325	Macroeconomics	03
	Total Credit Hours	15

Year II/Semester-III

Subject Code	Title of the Subject	Credit Hours
MGT 331	Business Law	03
MGT 332	Human Resources Management	03
MGT 333	Cost Accounting	03
MGT 334	Tourism and Hospitality Management	03
MGT 335	Financial Management	03

Year II/Semester-IV

Subject Code	Title of the Subject	Credit Hours
MGT 341	Organizational Behavior	03
MGT 342	Business Statistics-II	03
MGT 343	Business Ethics	03
MGT 344	E-Commerce	03
MGT 345	Fundamentals of Investment	03
	Total Credit Hours	15

Year III/Semester-V

Subject Code	Title of the Subject	Credit Hours
MGT 351	International Business Environment	03
MGT352	Strategic Management	03
MGT 353	Management Accounting	03
MGT 354	Research Methodology	03
MGT 355	Banking and Insurance Management	03
	Total Credit Hours	15

Year III/Semester-VI

Subject Code	Title of the Subject	Credit Hours
MGT 361	Management Information System	03
MGT 362	Auditing	03
MGT 363	Entrepreneurship Development	03
MGT 364	Project Management	03
MGT 365	Introduction to Sociology	03
	Total Credit Hours	15

Year IV/Semester-VII

Subject Code	Title of the Subject	Credit Hours
MGT 371	Operation Research	03
MGT 372	Consumer Behavior	03
MGT 373	Taxation in Nepal	03
MGT 374	Business Environment in Nepal	03
MGT 375	Internship	03
	Total Credit Hours	15

MBA Programs

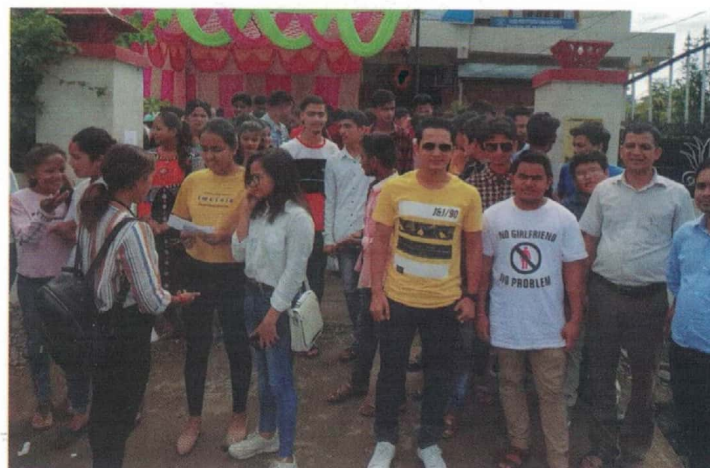
MUSOM MBA Program Value Systems and Working Principles

The MBA program at MUSOM has been crafted on a blend of a select universal value systems and working principles as stated below:

Collaboration and partnerships Promotion

Year IV/Semester-VIII

Subject Code	Name of the Subject	Credit Hours
MGT 381	Project Report	03
	Specialization Areas (Any Three subjects from any one group)	09
	Total Credit Hours	12
	Specialization Areas	Credit Hours
	Finance	09
MGT 385	Corporate Finance	03
MGT 386	Working Capital Management	03
MGT 387	Financial Institutions and Market	03
	Marketing Management	09
MGT 388	Service Marketing	03
MGT 389	Sales Management	03
MGT 390	Advertising Management	03
	Human Resource Management	09
MGT 391	Human Resources Development	03
MGT 392	Compensation Management	03
MGT 393	Industrial Relations	03



of effective cooperation and partnerships with the industries, education institutions, governments, development agencies, internal academic departments, beneficiary communities and professional societies is our collaborative commitment in action while designing and

Compliance: Our actions are always guided to comply with prevailing national and international rule of law and system practices to safeguard natural environment and promote the empowerment of gender, social inclusion and access from every respect of diversity.

Equality and harmony: Aligned with the University's mandate, the MBA program stands for universal ideology of non-alliance and equal treatment with respect and dignity at individual, institutional and national levels to build and promote everlasting harmonious relationships by the help of our teacher-staff, students and rest of providers.

Integrity, openness and respect: The entire institutional mission shouldering MBA program at MUSOM has been crafted with an assumption of honesty, dedication and fairness. We embrace freedom of ideas, inquiry, and expression. We value our differences, our environment, and our individual and collective contributions to proclaim the universal relevance of this crucial academic program.

Learning organization: As the Institution has been proposed as a learning organization, the overall

programs at MUSOM are always open to listen to constructive criticisms and feedback to initiate and sustain continued improvement. Initiating change for sustainable development is one of the core institutional values. We strive to be better for everyone, always by driving out fear of failure and dominance in all respects.

Responsiveness and accountability: Each member responsible for nurturing MBA program at MUSOM serves responsively abiding with the norms and values on socio-ethical responsiveness and obligation. We have an expectation that our people always strive to be the first to respond in every situation. We commit to take initiatives and share our responsibility for exemplifying excellence. We are responsible for making our community ever better, through our words and actions in nurturing our valuable graduates and dealing with others.

Rich in commitment: MUSOM bears a rich culture of fulfillment of its commitment towards all stakeholders, always. So, our collective effort at MBA program is always vested on delivering more than promised to cherish a shared happiness in each instance.

Eligibility for Admissions

Following are the eligibility criteria for admission in BBS Program:

- a. Completion of undergraduate level of education in any discipline with at least 2.00 CGPA in aggregate of grading system, or having at least 45% aggregate in percentage based evaluation system.
- b. Passed in MUSOM Admission Test:

Criteria for Grading in MUSOM Admission Test

- i. Bachelor's level results: 100 points*
- ii. Written test: 100 points
- iii. Group Discussion: 50 points

Total: 250 points

MBA Course Cycle

Subject Code	First Semester	Credit Hours
	Title of the Subject	
	Core Courses	
MGT 511	Foundation of Management	03
MGT 512	Critical Thinking	03
MGT 513	Communication for Managers	03
MGT 514	Financial and Management Accounting	03
MGT 515	Research Methodology	03
MGT 516	Quantitative Approach to Management	03
	Total	18

Subject Code	Third Semester	Credit Hours
	Core Courses	
MGT 531	Strategic Management	03
MGT 532	Production and Operation Management	03
MGT 533	Total Quality Management	03
MGT 534	Entrepreneurship and Technology Management	03
MGT 535	Corporate Law	03
MGT 536	International Business and Strategy	03
	Total	18

Subject Code	Fourth Semester	Credit Hours
	Title of the Subject	
	Specialization Courses (Any Three Subjects from Any One Group)	
	Finance (Courses in Finance)	09
MGT 546	Financial Intuition and Market	03
MGT 547	Strategic Financial Management	03
MGT 548	Security Analysis and Portfolio Management	03

Subject Code	Second Semester	Credit Hours
	Title of the Subject	
	Core Courses	
MGT 521	Marketing Management	03
MGT 522	Management Information System	03
MGT 523	Managerial Economics	03
MGT 524	Financial Management	03
MGT 525	Human Resource Management	03
MGT 526	Organizational Behavior	03
	Total	18

Subject Code	Human Resources Management	09 Credit Hours
	(Courses in Human Resource Management)	
MGT 549	Compensation and Benefit Management	03
MGT 550	Performance Management	03
MGT 551	Human Resources Development	03
	Marketing (Courses in Marketing)	09
MGT 552	Brand Management	03
MGT 553	Sales Management	03
MGT 554	Service Marketing	03
MGT 555	Internship	03
MGT 556	Graduate Research Project	04
MGT 557	An Introduction to Nepal (AIN)*	00
	Total	16
	Aggregate	70

*Enriched Credit Hour up to 03 will be assigned for (AIN)

MUSOM Pedagogy: Teaching-Learning Methods

MUSOM educates and leads its students using context based teaching methods and strategies. The basic philosophy of teaching at MUSOM is participatory and advisory approach. Students have an opportunity to participate in each learning work and activity. All MUSOM faculties have

the freedom to contextualize teaching methods to enhance student's centered learning environment. MUSOM student the chance to promote themselves as master of their own career through the following teaching-learning methods:

- ❖ Regular Lecture
- ❖ Guest Lecture
- ❖ Distinguished Lecture

- ❖ Seminar and Conference
- ❖ Project Work and Field Visits
- ❖ Presentation
- ❖ Workshop
- ❖ Case Study
- ❖ Social Work
- ❖ Group Work
- ❖ Internship
- ❖ Research and Publication
- ❖ Thesis

MUSOM Research Management Cell (RMC)

MUSOM RMC is a permanent functional unit of the MUSOM to manage research programs and activities for faculty members and students. Its main responsibility is to provide support to MUSOM research projects in developing research support

policy and activities, innovation support programs, and quality monitoring. It is responsible for publication of national and international publication. It is guided by policies and rules of UGN Nepal. It is responsible for regular meeting and functioning. It conducts programs such as faculty research, mini research and collaborative research.

MUSOM Student's Alumni

MUSOM Alumni enhances an energetic and vibrant community of alumni and friends across country. Its main purpose is to bring together all MUSOM graduates for academic and social networking which can benefit all.

Message From The

President of Teacher's Welfare Council

It is a matter of pride for me to be a part of MUSOM since its inception four years ago. Increasing attraction of young students toward MUSOM in its undergraduate and graduate programs is catalyzing all the teachers working here toward higher level of sincerity, responsibility and dedication. Being a responsible teacher and particularly as the president of Teachers Welfare Council of MUSOM, alignment of interests of both the teachers and the students with the mission of this institution to be a centre of excellence has been a major concern. The Council is committed to working together with all students and management of MUSOM to enhance academic quality for professional growth of the students. Cultural transformation of MUSOM through development of cutting edge skills, right attitude and values in all faculties of MUSOM is primary focus of the Council. I would like to extend best wishes, on behalf of the Council, to all those who get enrolled at MUSOM in pursuit of successful career.

Rishi Keshar Khatri
Assistant Professor

MUSOM Teacher's Welfare Council

Teacher's Welfare council serves MUSOM faculty members as a helping hand. It is

MUSOM as a center of excellence addressing teacher's relevant needs, providing advocacy for the wide range of opportunities for career development.

Message From The

President of Student's Welfare Council

MUSOM definitely is a gem of Karnali Province with its best facilities, friendly and mentors and dynamic learning culture. Every single staff here is dedicated to bring out the best in you and grow you into a responsible change maker in the society. MUSOM has given me immense opportunities, polished my knowledge and changed my thinking and outlook towards so many things. Past two years have been incredible and I will never step back from saying that choosing MUSOM is one of the best decision I have made.

Thank you MUSOM for giving me so many good memories, friends, and broadening my horizons.

MUSOM Student's Welfare Council

MUSOM Student's Council works to help students studying at MUSOM. It leads programs to motivate students for shaping their future with new energy and insights.

MUSOM Parent's Council

MUSOM Parent's Council strives to bring together all parents for having common goals and interests to upgrade MUSOM students in terms of social responsibility and integrity.

MUSOM Career Orientation Resource Proposed Service

High-Tech Auditorium
Digital Lab
E-library
Smart Tutorial Room
Electronic Attendance
E-banking Service

MUSOM Career Path and Professional Development

How will you make your career success?
MUSOM is not your final destination, but is an intellectual avenue that provides

personalized career resources to help you get success for years to come.

- ❖ Your Personalized Experience
- ❖ Career Visioning
- ❖ Meet with a Career Coach
- ❖ Industry Visit and Education
- ❖ Internship
- ❖ Focused Job Search

After MUSOM

- ❖ Alumni Experience

Undergraduate Development Program at MUSOM

- Workshop, seminar, and conference orientation
- Video Conference
- Virtual Class
- Community Visit
- Primary Health Care Service
- International Exposure
- MUSOM Annual festival
- MUSOM Volunteer Placement Program

स्वागतम्

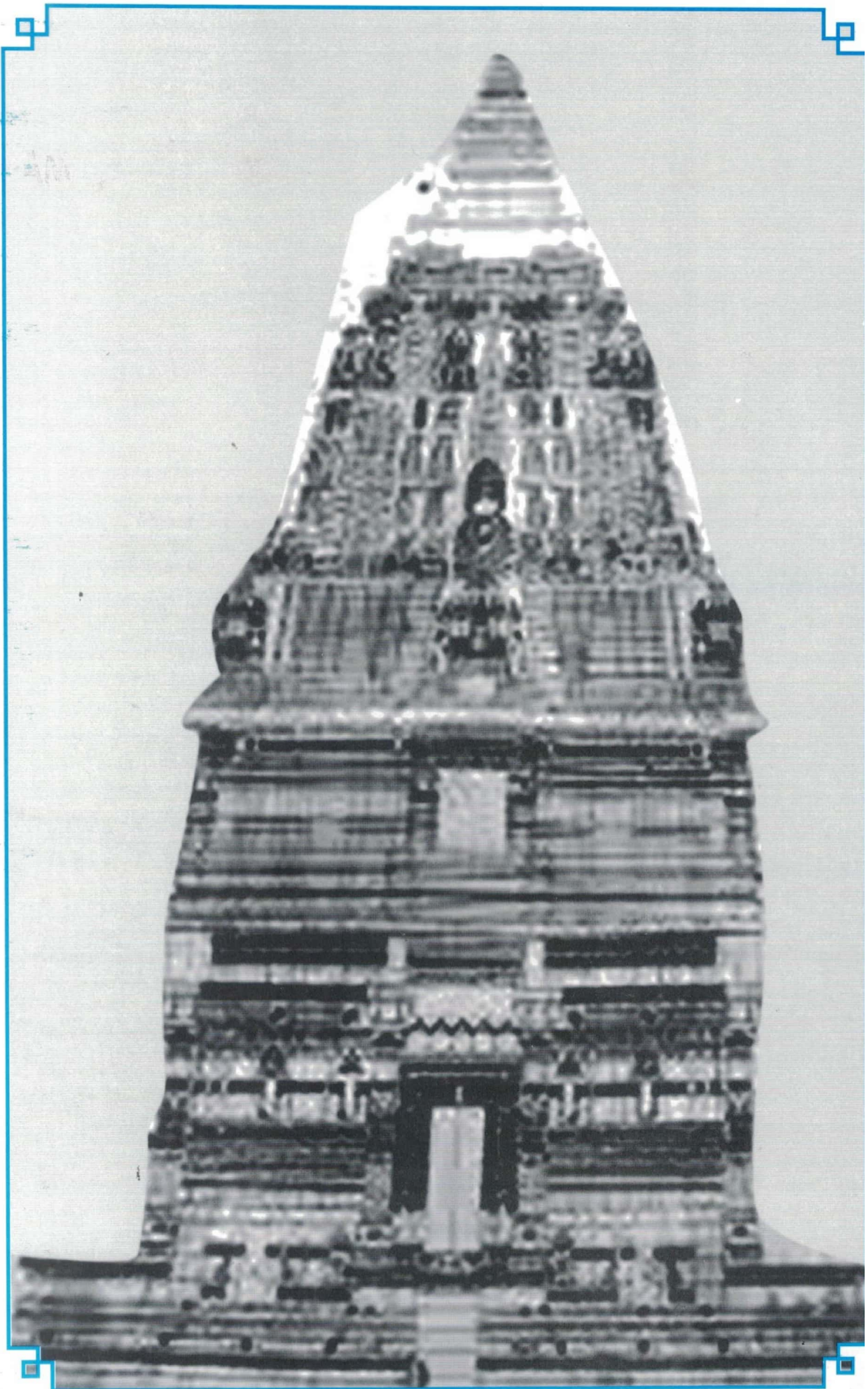
4th ANNUAL MUSOM WEEK 2016 CLOSING CEREMONY

13th Mangsir, 20

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MUSOM Welfare Committee
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Kankrebihar



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