

**UNIVERSITY OF DAR ES SALAAM BUSINESS SCHOOL
(UDBS)**

UNDERGRADUATE PROGRAMMES

Historical Perspective

The Faculty of Commerce and Management (FCM) became the UDBS in October, 2008. FCM was established in 1979 from the Department of Management and Administration and the Faculty of Arts and Social Sciences (FASS). Currently, the School offers a number of undergraduate programmes to cater for the current needs of the market.

Undergraduate Programmes Offered By UDBS

The School offers the following undergraduate programmes;

- i. B.Com Accounting – Full time
- ii. B.Com in Human Resources Management – Full Time
- iii. B.Com in Marketing – Full Time
- iv. B.Com in Finance – Full Time
- v. B.Com in Banking and Financial Services – Full time
- vi. B.Com in Tourism and Hospitality Management – Full Time
- vii. Bachelor of Business Administration – Evening Programme

Hosting Departments

DEPARTMENTS	PROGRAMMES
ACCOUNTING	B.Com in Accounting
FINANCE	B.Com in Banking and Financial Services and B.Com in Finance
GENERAL MANAGEMENT	B.Com in Human Resource Management and Bachelor of Business Administration
MARKETING	B.Com in Marketing and B.Com in Tourism and Hospitality Management
BBA Programme is generally hosted under UDBS	

Category A: Direct Entry Applicants

Certificate of Secondary Education Examination (CSEE) or equivalent, with passes in FIVE approved subjects, obtained prior to sitting the Advanced Certificate of Secondary Education Examination (ACSEE) or equivalent; AND an advanced Certificate of Secondary Education Examination (ACSEE) or its equivalent with at least a subsidiary pass in Basic Applied Mathematics or grade C or better in Form IV Mathematics. In addition, a candidate should have:

EITHER

Two or more principal passes at the same sitting in commercial subjects, science subjects, or arts combinations, except religious studies.

OR

Two principal passes in commercial, science and arts subjects except religious studies not attained at the same sitting provided they are both grade C or higher.

In both cases the total points should not be below 5, based on the following scale:

A = 5; B = 4; C = 3; D = 2; S = 0.5

Category B: Equivalent Qualifications

- a) Ordinary Diploma not less than Second Class approved by Senate. The grade in Statistics, Mathematics, or Quantitative Methods in the diploma should be 'C' or better. Alternatively, the candidate must have grade 'C' or better in CSEE Mathematics.
- b) Advanced Diploma holders (no classification is required). Applicants must have grade 'C' or better in Statistics, Quantitative Methods or Business Mathematics at Advanced Diploma level.
- a) In addition, an applicant must have at least a subsidiary pass in ACSEE in Basic Applied Mathematics or grade 'C' or better in CSEE Mathematics.

Structure of the Programmes

- All the B.Com Specializations require students to complete 108 units in 3 years
- First year 34 units, second year 36 units and third year 38 units
- With the exception of 3 courses all the remaining courses are 3-unit courses; therefore students take a total of 37 courses in 3 years
- All first-year courses are compulsory; in the second and third year there are compulsory and elective courses for each programme
- The academic year starts in September/October and ends in June/July
- The academic year is divided into two semesters, each semester consisting of 15 teaching weeks and 2 weeks for examinations

BACHELOR OF COMMERCE (B. Com) PROGRAMMES

Various B.Com Programmes and Courses Offered

Bachelor of Commerce in Accounting				
Course Code	Course Title	Units	Semester	Core/Optional
First Year				
DS 101	Development Perspectives I	2	1	Core
FN 100	Principles of Microeconomic Analysis (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 102	Business Mathematics (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
MK 100	Introduction to Business (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
AC 100	Principles of Accounting I (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
	Total First Semester Units	17		
FN 101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
AC 101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
DS 102	Development Perspectives II	2	2	Core
CL 108	Business Communication	3	2	Core
GM 100	Principles and Practice of Management (<i>Prerequisite for Admission to BCOM</i>)	3	2	Core
MK 101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		
Second Year				
AC 200	Management Accounting I (<i>Prerequisite AC 101</i>)	3	1	Core
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
AC 201	Intermediate Accounting (<i>Prerequisite AC 101</i>)	3	1	Core
HR 200	Organizational Behaviour (<i>Prerequisite GM 100</i>)	3	1	Core
AC 203	Computerized Accounting Applications (<i>Prerequisite AC 101 and IM 100</i>)	3	1	Core
	Total First-Semester Units	18		
AC 202	Management Accounting II (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
AC 207	Taxation Theory and Practice (<i>Prerequisite AC 101 and FN 101</i>)	3	2	Core
AC 205	Introduction to Auditing and Assurance Services (<i>Prerequisite AC 101</i>)	3	2	Core
	[One Elective from the Following]	3		
AC 206	Public Sector Accounting and Reporting (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Optional
FN 202	Financial Management (<i>Prerequisite FN 200</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Second-Year Units	36		
	Field Practical with Research Component			
Third Year				
GM 333	Field Practical with Research Component	2	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core

IM 305	Management Information Systems (<i>Prerequisite IM 100</i>)	3	1	Core
AC 304	Advanced Financial Accounting (<i>Prerequisite AC 201</i>)	3	1	Core
FN 300	International Business Finance (<i>Prerequisite FN 101n and FN 202</i>)	3	1	Core
AC 306	Advanced Auditing and Assurance Services (<i>Prerequisite AC 205</i>)	3	1	Core
	[One Elective from the Following]			
AC 311	Corporate Governance and Social Responsibility (<i>Prerequisite AC 201 and AC 205/AC 207</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Total First-Semester Units	20		
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
AC 313	Advanced Cost and Management Accounting (<i>Prerequisite AC 202</i>)	3	2	Core
MK 326	Marketing of Services (<i>Prerequisite MK 101</i>)	3	2	Core
MK 324	Management Consulting Skills (<i>Prerequisite GM 100</i>)	3	2	Core
AC 307	Advanced Taxation (<i>Prerequisite AC 207</i>)	3	2	Core
	[One elective from the following]			
AC 308	Forensic Accounting and Fraud Investigations (<i>Prerequisite AC 205</i>)	3	2	Optional
AC 309	Public Sector Auditing and Investigations (<i>Prerequisite AC 206</i>)	3	2	Optional
FN 301	Financial Analysis (<i>Prerequisite FN 202 and AC 202</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Accounting Degree Units	108		

Bachelor of Commerce in Human Resource Management

First Year

DS 101	Development Perspectives I	2	1	Core
FN 100	Principles of Microeconomic Analysis (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 102	Business Mathematics (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
AC 100	Principles of Accounting I (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
MK 100	Introduction to Business (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
	Total First-Semester Units	17		
GM 100	Principles and Practice of Management (<i>Prerequisite for Admission to BCOM</i>)	3	2	Core
FN 101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
AC 101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
MK 101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
DS 102	Development Perspectives II	3	2	Core
CL 108	Business Communication	2	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		

Second Year

AC 200	Management Accounting I (<i>Prerequisite AC 101</i>)	3	1	Core
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
HR 204	Principles and Practice of Human Resource Management (<i>Prerequisite GM 100</i>)	3	1	Core
HR 200	Organizational Behaviour (<i>Prerequisite GM 100</i>)	3	1	Core
MK 222	Sales Management (<i>Prerequisite MK 100</i>)	3	1	Core
	Total First-Semester Units	18		
AC 202	Management Accounting II (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
HR 203	Human Resource Planning and Development (<i>Prerequisite HR 200</i>)	3	2	Core

GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
HR 202	Industrial Relations (<i>Prerequisite GM 100</i>)	3	2	Core
HR 205	Compensation Management (<i>Prerequisite GM 100</i>)	3	2	Core
	Total Second-Semester Units	18		
	Total Second-Year Units	36		
	Field Practical with Research Component			
Year 3				
GM 333	Field Practical with Research Component	2	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core
HR 310	Human Resource Management Economics (<i>Prerequisite FN 101</i>)	3	1	Core
HR 311	Labour Law (<i>Prerequisite HR 200 and HR 202</i>)	3	1	Core
HR 312	Organization Development (<i>Prerequisite GM 100 and HR 200</i>)	3	1	Core
HR 313	Organizational theory and design (<i>Prerequisite HR 200</i>)	3	1	Core
	[One Elective from the Following]			
HR 315	Total Quality Management (<i>Prerequisite GM 100</i>)	3	1	Optional
GM 301	Project Management (<i>Prerequisite IM 200 and GM 100</i>)	3	1	Optional
FN 201	Introduction to Financial Services (<i>Prerequisite FN 101</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Total First-Semester Units	20		
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
HR 316	Occupational Health and Safety (<i>Prerequisite GM 100</i>)	3	2	Core
HR 317	International Human Resource Management (<i>Prerequisite GM 100</i>)	3	2	Core
HR 314	Leadership and Supervisory Skills (<i>Prerequisite GM 100</i>)	3	2	Core
HR 320	Strategic Human Resource Management (<i>Prerequisite HR 203</i>)	3	2	Core
	[One Elective from the Following]			
MK 324	Management Consulting Skills (<i>Prerequisite GM 100</i>)	3	2	Optional
MK 201	International Marketing (<i>Prerequisite MK 100</i>)	3	2	Optional
HR 319	Applied research in Human Resource Management (<i>Prerequisite IM 201</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Human Resource Management Degree Units	108		
Bachelor of Commerce in Marketing				
First Year				
DS 101	Development Perspectives I	2	1	Core
FN 100	Principles of Microeconomic Analysis (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 102	Business Mathematics (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
AC 100	Principles of Accounting I (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
MK 100	Introduction to Business (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
	Total First-Semester Units	17		
GM 100	Principles and Practice of Management (<i>Prerequisite for Admission to BCOM</i>)	3	2	Core
FN 101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
AC 101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
MK 101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
DS 102	Development Perspectives II	2	2	Core
CL 108	Business Communication	3	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		
Second Year				

AC 200	Management Accounting I (<i>Prerequisite AC 101</i>)	3	1	Core
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
MK 213	Consumer Behaviour (<i>Prerequisite MK 100</i>)	3	1	Core
MK 221	Marketing Communications (<i>Prerequisite MK 100</i>)	3	1	Core
	[One Elective from the Following]			
MK 222	Sales Management (<i>Prerequisite MK 100</i>)	3	1	Optional
FN 211	Financial Markets (<i>Prerequisite AC 101</i>)	3	1	Optional
	Total First-Semester Units	18		
AC 202	Management Accounting II (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
MK 223	Distribution and Logistics Management (<i>Prerequisite MK 101</i>)	3	2	Core
MK 201	International Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
	[One Elective from the Following]			
MK 225	Industrial Marketing (<i>Prerequisite Admissible into BCOM</i>)	3	2	Optional
FN 207	Personal Finance (<i>Prerequisite FN 200</i>)	3	2	Optional
FN 206	Leasing Management (<i>Prerequisite FN 200</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Second-Year Units	36		
	Field Practical with Research Component			
Third Year				
GM 333	Field Practical with Research Component	2	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core
HR 204	Principles and Practice of Human Resource Management (<i>Prerequisite GM 100</i>)	3	1	Core
MK 322	Marketing Research (<i>Prerequisite MK 101</i>)	3	1	Core
MK 327	Pricing Decisions (<i>Prerequisite MK 100 and AC 202</i>)	3	1	Core
MK 323	E-Marketing (<i>Prerequisite MK 101</i>)	3	1	Core
	[One Elective from the Following]			
MK 325	Publicity and Public Relations (<i>Prerequisite MK 101 and CL 108</i>)	3	1	Optional
MK 331	Product Development and Brand Management (<i>Prerequisite MK 100</i>)	3	1	Optional
IM 305	Management Information Systems (<i>Prerequisite IM 100</i>)	3	1	Optional
MK 333	Marketing Events and Trends (<i>Prerequisite for Admission into BCOM</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Total First-Semester Units	20		
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
MK 300	Strategic Marketing (<i>Prerequisite MK 100 and GM 100</i>)	3	2	Core
MK 326	Marketing of Services (<i>Prerequisite MK 101</i>)	3	2	Core
MK 324	Management Consulting Skills (<i>Prerequisite GM 100</i>)	3	2	Core
MK 330	Relationship Marketing (<i>Prerequisite for Admission into BCOM</i>)	3	2	Core
	[One Elective from the Following]			
MK 329	Social Marketing (<i>Prerequisite MK 100, MK 101 and CL 108</i>)	3	2	Optional
MK 332	Advertising and Sales Promotion (<i>Prerequisite MK 100 and MK 221</i>)	3	2	Optional
MK 331	Product Development and Brand Management (<i>Prerequisite MK 100</i>)	3	2	Optional
MK 334	Agricultural Marketing (<i>Prerequisite MK 222 and MK 221</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Marketing Degree Units	108		
Bachelor of Commerce in Finance				
First Year				
DS101	Development Perspectives I	2	1	Core

FN100	Principles of Microeconomic Analysis (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
IM102	Business Mathematics (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
MK100	Introduction to Business (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
AC100	Principles of Accounting I (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
	Total First Semester Units	17		
GM100	Principles and Practice of Management (<i>Prerequisite for Admission to BCOM</i>)	3	2	Core
CL108	Business Communication	3	2	Core
FN101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
MK101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
DS102	Development Perspectives II	2	2	Core
AC101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		
Second Year				
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
AC 200	Management Accounting I (<i>Prerequisite AC 101</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
FN 201	Introduction to Financial Services (<i>Prerequisite FN 101</i>)	3	1	Core
	[Two Electives from the Following]			
	Leasing Management			
FN 208	Risk Management and Insurance (<i>Prerequisite FN 101</i>)	3	1	Optional
AC 201	Intermediate Accounting (<i>Prerequisite AC 101</i>)	3	1	Optional
	Corporate Finance			
AC 201	Intermediate Accounting (<i>Prerequisite AC 101</i>)	3	1	Optional
FN 211	Financial Markets (<i>Prerequisite AC 101</i>)	3	1	Optional
	Financial Markets			
HR 200	Organizational Behaviour (<i>Prerequisite GM 100</i>)	3	1	Optional
FN 210	Bank Operations (<i>Prerequisite FN 101</i>)	3	1	Optional
FN 211	Financial Markets (<i>Prerequisite AC 101</i>)	3	1	Optional
	Total First-Semester Units	18		
GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
AC 202	Management Accounting II (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
FN 202	Financial Management (<i>Prerequisite FN 200</i>)	3	2	Core
	[Two Electives from the Following]			
	Leasing Management			
FN 206	Leasing Management (<i>Prerequisite FN 200</i>)	3	2	Optional
AC 207	Taxation Theory and Practice (<i>Prerequisite AC 101 and FN 101</i>)	3	2	Optional
	Corporate Finance			
FN 206	Leasing Management (<i>Prerequisite FN 200</i>)	3	2	Optional
AC 205	Introduction to Auditing and Assurance Services (<i>Prerequisite AC 101 and AC 202</i>)	3	2	Optional
FN 207	Personal Finance (<i>Prerequisite FN 200</i>)	3	2	Optional
AC 207	Taxation Theory and Practice (<i>Prerequisite AC 101 and FN 101</i>)	3	2	Optional
	Financial Markets			
FN 212	Microfinance (<i>Prerequisite FN 200</i>)	3	2	Optional
FN 207	Personal Finance (<i>Prerequisite FN 200</i>)	3	2	Optional
MK 201	International Marketing (<i>Prerequisite MK 100</i>)	3	2	Optional
	Total Second-Semester Units	18		

	Total Second-Year Units	36		
	Field Practical with Research Component			
Third Year				
GM 333	Field Practical with Research Component	2	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core
FN 310	Investment Analysis (<i>Prerequisite FN 202</i>)	3	1	Core
FN 300	International Business Finance (<i>Prerequisite FN 101 and FN 202</i>)	3	1	Core
FN 302	Security Analysis and Portfolio Management (<i>Prerequisite FN 202</i>)	3	1	Core
	[Two Electives from the Following]			
	Corporate Finance			
AC 304	Advanced Financial Accounting (<i>Prerequisite AC 201</i>)	3	1	Optional
FN 304	Bank Financial Management (<i>Prerequisites FN 202 and FN 210</i>)	3	1	Optional
AC 311	Corporate Governance and Social Responsibility (<i>Prerequisite AC 201 and AC 205/AC 207</i>)	3	1	Optional
AC 306	Advanced Auditing and Assurance Services (<i>Prerequisite AC 205</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Financial Markets			
IM 305	Management Information Systems (<i>Prerequisite IM 100</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Leasing Management			
FN 320	Legal Issues on Leasing (<i>Prerequisite FN 206</i>)	3	1	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Total First-Semester Units	20		
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
FN 301	Financial Analysis (<i>Prerequisite FN 202 and AC 202</i>)	3	2	Core
FN 307	Treasury Management (<i>Prerequisite FN 202 and FN 211</i>)	3	2	Core
FN 319	Advanced Security Analysis and Portfolio Management (<i>Prerequisite FN 202</i>)	3	2	Core
	[Two Electives from the Following]			
	Corporate Finance			
FN 312	Financial Management Special Topics (<i>Prerequisite FN 202</i>)	3	2	Optional
IM 341	Operations Research Techniques (<i>Prerequisite IM 200</i>)	3	2	Optional
IM 303	Procurement Management (<i>Prerequisite for Admission into BCOM</i>)	3	2	Optional
	Financial Markets			
FN 309	Development & Investment Banking (<i>Prerequisite FN 202 and FN 212</i>)	3	2	Optional
FN 312	Financial Management Special Topics (<i>Prerequisite FN 202</i>)	3	2	Optional
IM 341	Operations Research Techniques (<i>Prerequisite IM 200</i>)	3	2	Optional
MK 324	Management Consulting Skills (<i>Prerequisite GM 100</i>)	3	2	Optional
	Leasing Management			
FN 313	Government and International Leasing (<i>Prerequisite FN 206</i>)	3	2	Optional
FN 306	Lending Management (<i>Prerequisite FN 202 and FN 210</i>)	3	2	Optional
AC 307	Advanced Taxation (<i>Prerequisite AC 207</i>)	3	2	Optional
FN 312	Financial Management Special Topics (<i>Prerequisite FN 202</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Finance Degree Units	108		
Bachelor of Commerce in Banking and Financial Services				
First Year				
DS 101	Development Perspectives I	2	1	Core
FN 100	Principles of Microeconomic Analysis (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core

IM 102	Business Mathematics (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
MK 100	Introduction to Business(<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
AC 100	Principles of Accounting I (<i>Prerequisite for Admission into BCOM</i>)	3	1	Core
	Total First-Semester Units	17		
GM 100	Principles and Practice of Management (<i>Prerequisite for Admission into BCOM</i>)	3	2	Core
CL 108	Business Communication	3	2	Core
FN 101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
MK 101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
DS 102	Development Perspectives II	2	2	Core
AC 101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		
Second Year				
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
AC 200	Management Accounting I (<i>Prerequisite AC 101</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
FN 201	Introduction to Financial Services (<i>Prerequisite FN 101</i>)	3	1	Core
FN 210	Bank Operations (<i>Prerequisite FN 101</i>)	3	1	Core
	[One Elective from the Following]			
AC 201	Intermediate Accounting (<i>Prerequisite AC 101</i>)	3	2	Optional
FN 208	Risk Management and Insurance (<i>Prerequisite FN 101</i>)	3	2	Optional
	Total First-Semester Units	18		
GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
AC 202	Management Accounting II (<i>Prerequisite AC 101 and AC 200</i>)	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
FN 202	Introduction to Financial Management (<i>Prerequisite FN 200</i>)	3	2	Core
FN 212	Microfinance (<i>Prerequisite FN 200</i>)	3	2	Core
	[One Elective from the Following]			
FN 206	Leasing Management (<i>Prerequisite FN 200</i>)	3	2	Optional
FN 207	Personal Finance (<i>Prerequisite FN 200</i>)	3	2	Optional
	Total Second-Semester Units	18		
	Total Second-Year Units	36		
	Field Practical with Research Component			
Third Year				
GM 333	Field Practical with Research Component	2	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core
FN 310	Investment Analysis (<i>Prerequisite FN 202</i>)	3	1	Core
FN 300	International Business Finance (<i>Prerequisite FN 101 and FN 202</i>)	3	1	Core
FN 302	Security Analysis and Portfolio Management (<i>Prerequisite FN 202</i>)	3	1	Core
FN 304	Bank Financial Management (<i>Prerequisite FN 202 and FN 210</i>)	3	1	Core
	[One Elective from the Following]			
IM 305	Management Information Systems (<i>Prerequisite IM 100</i>)	3	2	Optional
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
	Total First-Semester Units	20		
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
FN 303	Law Relating to Banking and Financial Services (<i>Prerequisite FN 210</i>)	3	2	Core
FN 306	Lending Management (<i>Prerequisite FN 202 and FN 210</i>)	3	2	Core
FN 307	Treasury Management (<i>Prerequisite FN 202 and FN 211</i>)	3	2	Core
MK 326	Marketing of Services (<i>Prerequisite MK 100 and MK 101</i>)	3	2	Core
	[One Elective from the Following]			

FN 309	Development and Investment Banking (<i>Prerequisite FN 202 and FN 212</i>)	3	3	Optional
MK 324	Management Consulting Skills (<i>Prerequisite GM 100</i>)	3	3	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Banking and Financial Services Degree Units	108		
Bachelor of Commerce in Tourism and Hospitality Management				
First Year				
FN 100	Principles of Micro Economic Analysis (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
DS 101	Development Perspectives I	2	1	Core
IM 100	Introduction to Information and Communications Technology (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
MK 100	Introduction to Business (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
AC 100	Principles Of Accounting I (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
IM 102	Business Mathematics and Statistics (<i>Prerequisite for Admission to BCOM</i>)	3	1	Core
	Total First-Semester Units	17		
GM100	Principles and Practice of Management (<i>Prerequisite for Admission to BCOM</i>)	3	2	Core
CL108	Business Communication	3	2	Core
FN101	Principles of Macroeconomics Analysis (<i>Prerequisite FN 100</i>)	3	2	Core
MK 101	Principles of Marketing (<i>Prerequisite MK 100</i>)	3	2	Core
DS 102	Development Perspectives II	2	2	Core
AC 101	Principles of Accounting II (<i>Prerequisite AC 100</i>)	3	2	Core
	Total Second-Semester Units	17		
	Total First-Year Units	34		
Second Year				
TH 201	Food, Beverages and Safety Management	3	1	Core
MK 213	Consumer Behaviour (<i>Prerequisite MK 100</i>)	3	1	Core
FN 200	Principles of Finance (<i>Prerequisite AC 100</i>)	3	1	Core
IM 200	Quantitative Methods for Business Decisions (<i>Prerequisite IM 102</i>)	3	1	Core
TH 200	Introduction to Tourism and Hospitality Management	3	1	Core
	[One Elective from the Following]			
LL 160	Basic French 1	3	1	Optional
TH 203	Economics of Tourism	3	1	Optional
HR 204	Principles and Practice of Human Resources Management (<i>Prerequisite GM 100</i>)	3	1	Optional
	Total First-Semester Units	18		
TH 202	Principles of Wildlife Parks and Sites, Ecology Management	3	2	Core
IM 205	Business Research Methods (<i>Prerequisite GM 100 and IM 200</i>)	3	2	Core
GM 200	Business Law and Ethics (<i>Prerequisite GM 100</i>)	3	2	Core
TH 204	Reservation and Marketing of Tourism Services	3	2	Core
	[Two Electives from the Following]			
LL 161	Basic French II	3	2	Optional
TH 205	Travel Agency and Tour Operations	3	2	Optional
MK 201	International Marketing (<i>Prerequisite MK 100</i>)	3	2	Optional
TH 206	Tourism Management	3	2	Optional
	Total Second-Semester Units	18		
	Total Second-Year Units	36		

	Field Practical with Research Component			
Third Year				
GM 333	Field Practical with Research Component	2	1	Core
MK 310	Publicity and Public Relations (<i>Prerequisite MK 101 and CL 108</i>)	3	1	Core
GM 300	Strategic Management (<i>Prerequisite GM 100</i>)	3	1	Core
TH 301	Advanced Tourism Management	3	1	Core
TH 302	Events Management	3	1	Core
	[Two Electives from the Following]			
MK 336	Business Planning (<i>Prerequisite AC 101, FN 101 and MK 101</i>)	3	1	Optional
MK 322	Marketing Research (<i>Prerequisite MK 100 and MK 101</i>)	3	1	Optional
TH 303	Tourism and Hospitality Marketing Research	3	1	Optional
EC 375	Natural Resources and Environmental Economics I	3	1	Optional
	Total First-Semester Units	20		
MK 326	Marketing of Services (<i>Prerequisite MK 101</i>)	3	2	Core
TH 305	Front office and Room Management	3	2	Core
MK 301	Entrepreneurship (<i>Prerequisite MK 100</i>)	3	2	Core
TH 304	Sustainable Tourism Development	3	2	Core
	[Two Electives from the Following]			
MK 309	Marketing for non-Profit Organizations (<i>Prerequisite MK 101</i>)	3	3	Optional
MK 330	Relationship Marketing (<i>Prerequisite for Admission into BCOM</i>)	3	3	Optional
EC 385	Natural Resources and Environmental Economics-II	3	3	Optional
	Total Second-Semester Units	18		
	Total Third-Year Units	38		
	Total B.Com in Tourism and Hospitality Management Degree Units	108		

BACHELOR OF BUSINESS ADMINISTRATION (BBA) PROGRAMME

Background of the BBA Programme

In 2000, the University of Dar es Salaam Business School (former FCM) started an undergraduate programme, which leads to the Bachelor of Business Administration (BBA) degree. It is a 3-year evening programme. It adopts a behavioural approach to Management with an emphasis on qualitative aspects. It covers both the breadth and depth of the main areas that are important for managing the current business environment. Offering integrated and innovative curricula that promote professional and managerial competence, the programme provides excellent teaching in a student-centred learning environment. The programme also provides a rigorous preparation for further studies in management science, business administration, accounting and finance, and related areas.

Expectations from an exciting BBA programme

- A broad introduction to the principles and practice of Business Management as it provides a thorough working knowledge of Management, Accounting, Finance and Marketing theories and techniques
- Understanding and applying key management skills, viz., problem-solving, teamwork, communication, numeracy and self-management.
- Useful knowledge for acquiring middle management leadership positions and responsibility.
- Skills necessary for successful domestic and international/global operations.
- Instilled and developed entrepreneurial capabilities that will enable graduates to take advantage of emerging business opportunities.

Structure of the Programmes

The academic year is divided into trimesters. During each trimester, students take courses worth a total of twelve to fifteen credit units.

- Students are required to complete 99 units in 3 years
- The academic year starts in July and ends in June, with no long vacation
- The programme runs from 5 pm to 8 pm in the evening under the trimester system; 4 courses are taught in each trimester, with 15 weeks for classes and 2 weeks for examinations
- In their first and second years students attend classes for 3 trimesters, while in their third year classes are run for the first trimester only and they do a project in the second and third trimester

Courses Offered under Bachelor of Business Administration (BBA) Programme

YEAR 1	
	Trimester 1 (12 Credit Units)
BAC 100	Principles of Accounting I
BBS 100	Introduction to Business

BIM 100	Elementary Business Mathematics
BBS 101	Business Communication
Trimester 2 (15 Credit Units)	
BEC 100	Micro Economics
BBS 102	Principles and Practice of Management and Administration
BAC 101	Principles of Accounting II (Prerequisite BAC 100)
BIT 100	Introduction to Information Technology and Information Systems
BBS 103	Business Environment I
Trimester 3 (12 Credit Units)	
BIM 101	Quantitative Methods for Business Decision Making
BEC 101	Macro Economics
BBS 104	Business Environment II
BAC 102	Management Accounting
YEAR 2	
Trimester 1 (12 Credit Units)	
BIT 200	Management Information Systems
BBS 202	Introduction to Business Law
BMK 200	Principles of Marketing
BFN 201	Introduction to Financial Management
Trimester 2 (12 Credit Units)	
BMK 201	Small Businesses and Entrepreneurship
BMK 202	Marketing Research
BHR 200	Human Resource Management
BBS 203	Business Policy and Strategic Management
Trimester 3 (12 Credit Units)	
BAC 200	Taxation
BFN202	Financial Statement Analysis
BMK 203	Business Planning and Development
BMK 204	Marketing of Services
YEAR 3	
Trimester 1 (12 Credit Units)	
BFN 300	Financial Management for Small Businesses
BMK 300	Marketing for Small Businesses
BFN 301	Insurance and Risk Management
BMK 301	International Marketing
Trimester 2 (12 Credit Units)	
BPW: 333	Project Work

Minimum academic admission requirements

Category A: Direct Entry Applicants

Certificate of Secondary Education Examination (CSEE) or equivalent, with passes in FIVE approved subjects, obtained prior to sitting the Advanced Certificate of Secondary Education Examination (ACSEE) or equivalent; AND an ACSEE or its equivalent with at least a subsidiary pass in Basic Applied Mathematics or grade C or better in Form IV Mathematics. In addition, a candidate should have:

EITHER

Two or more principal passes at the same sitting in commercial subjects, science subjects, or arts combinations, except religious studies.

OR

Two principal passes in commercial, science and arts subjects except religious studies not attained at the same sitting provided they are both grade C or higher.

In both cases the total points should not be below 5, based on the following scale:

A = 5; B = 4; C = 3; D = 2; S = 0.5

Category B: Equivalent Qualifications

a) Ordinary Diploma not less than Second Class approved by Senate. The grade in Statistics, Mathematics, or Quantitative Methods in the diploma should be 'C' or better. Alternatively, the candidate must have grade 'C' or better in CSEE Mathematics.

b) Advanced Diploma holders (no classification is required). Applicants must have grade 'C' or better in Statistics, Quantitative Methods or Business Mathematics at Advanced Diploma level.

a) In addition, an applicant must have at least a subsidiary pass in ACSEE Basic Applied Mathematics or grade 'C' or better in CSEE Mathematics.

Fee structure

Fees are subject to review from time to time. Please contact the Coordinator Undergraduate Studies (UDBS) for a copy of the current fee structure.

Application forms

Downloaded in pdf format from the University of Dar es Salaam Business School website at www.udbs.udsm.ac.tz

Balancing the Needs of the Business World and Your Future Prospects

**KNOWLEDGE FOR MANAGEMENT
EXCELLENCE**

Contacts:

Coordinator Undergraduate Studies,
University of Dar es Salaam, Business School
P. O. Box 35046, Dar es Salaam, Tanzania. Tel: +255 22 2410 006; Fax: 2410 510.
E-mail: dean@udbs.udsm.ac.tz. Website: www.udbs.udsm.ac.tz