



UNIVERSITAS  
INDONESIA

Widyadarmas, Pendidikan, dan Riset

FEB

MAGISTER MANAJEMEN

MASTER OF MANAGEMENT AND MBA PROGRAM

# MASTER OF MANAGEMENT PROFILE

Faculty of Economics and Business  
Universitas Indonesia



ONE STEP TO GREATNESS

## Offering Choices

We believe that everyone has different dreams, goals and interest as well as career path. We also believe that the business world needs leaders who have their own specialty and uniqueness. That is why we are offering choices for different purposes and needs.

Our program is designed to develop future professional, leaders and managers in embracing global business perspectives with integrity, vision, determination and social responsibility as it is stated in our mission to provide an environment in which it nurtures socially responsible and globally competitive leaders.

It is your choice to determine your future and MM-FEB UI will be the only place for you to make it happen.



## One step to a great adventure of success

Our unique and updated competency based curriculum offer student flexibility as well as focus in five different areas:

1. **Finance**
2. **Operation**
3. **Marketing**
4. **Human Capital**
5. **General Management**

MM-FEB UI also offers specific specializations in the field of finance:

1. **Risk Management**
2. **Capital Market**
3. **Islamic Finance**
4. **Actuarial Studies**

The school offers a Joint Program (**MM-MBA**), a collaboration between MM FEB-UI and Grenoble I.A.E., Université Grenoble Alpes, France.



The MM-FEB UI Program competency based curriculum is split in two different types of learning experience:

The *Core Curriculum* (CC) constitutes the first semester of study and establishes a common foundation in the fundamental practices of business including finance, marketing, leadership, business law, operations, strategy, and more. All students must participate in the same set of classes.

The *Elective Curriculum* (EC) participants will enjoy the opportunity -for depth and breadth- to gain more concentrated expertise in the industries, as well as functions, and skills of their own interest.

Core Subjects

- Functional Management
- Research and Applied Statistic
- Accounting for Manager
- Leadership and Organizational Behavior
- Business Environment
- Strategic Management
- Innovation and Entrepreneurship
- Ethics and Governance
- Observation/Internship-based Report Writing

Class Meetings

Morning class: 09.00-11.30 / 13.00-15.30 (Regular)  
Evening class : 19.00-21.30 (specialized)



Class	Credit	Duration	In Months
Morning Class	42 Credits	3 semesters	18 Months
Evening Class	42 Credits	4 semesters	24 Months

## **Specific Subjects for Financial Management**

- Corporate Finance
- Business Analysis Using Financial Statement Performance
- Measurement and Control System Investment
- Management
- International Finance
  
- Merger, Acquisition and Restructuring
- Funding Investment
- Fixed Income Securities and Financial Derivatives
- Behavioral Finance

## **Specific Subjects for Marketing Management**

- Consumer Behavior
- Integrated Marketing Communication
- Product Development and Brand Management
- Marketing Research
- Service Marketing
  
- B2B Marketing
- Global Marketing
- Strategic Marketing

## **Specific Subjects for Operation Management**

- Operations Management for Competitive Advantage
- Logistics and Supply Chain Management
- Business Enterprise Systems
- Operations Strategy for Global Competitiveness
- Modeling for Systems Dynamic
  
- Quality Improvement and Six Sigma
- Effective Project Management
- Value Creation and Innovation Management
- Global Service Operations
- Business Process Improvement

## **Specific Subjects for Human Capital**

- Organizational Development Management
- Human Capital's Performance
- Managing Industrial Relation
- Strategic HR: Theory and Cases
- Talent Management

## ■ Specialization in Business Finance

The real business world requires financial executives to master financial know-how to effectively oversee financial concerns within their areas of expertise. The program brings together analytical skills with the all-important soft skills to make it relevant to today's environment.

Specialization	Credit	Duration	In Months
Evening Class Only	42 Credits	4 semesters	24 Months

	Risk Management	Capital Market
<ul style="list-style-type: none"><li>• Functional Management</li><li>• Business Environment</li><li>• Leadership and Organizational Behavior</li><li>• Applied Research</li></ul>	<div>✓</div> <div>✓</div> <div>✓</div> <div>✓</div>	<div>✓</div> <div>✓</div> <div>✓</div> <div>✓</div>
<ul style="list-style-type: none"><li>• Innovation and Entrepreneurship</li><li>• Accounting for Manager</li><li>• Strategic Management</li></ul>	<div>✓</div> <div>✓</div> <div>✓</div>	<div>✓</div> <div>✓</div> <div>✓</div>
<ul style="list-style-type: none"><li>• Credit Risk Management</li><li>• Market Risk Management</li><li>• Market Micro-structure</li><li>• Portfolio Management and Asset Allocation</li></ul>	<div>✓</div> <div>✓</div>	<div>✓</div> <div>✓</div>
<ul style="list-style-type: none"><li>• Liquidity Risk Management</li><li>• Operational Risk Management</li><li>• Enterprise Risk Management</li><li>• Business Risk Management</li><li>• Market Environment and Regulation in Finance</li><li>• Business Analysis Using Financial Statement</li><li>• International Financing</li></ul>	<div>✓</div> <div>✓</div> <div>✓</div> <div>✓</div>	<div>✓</div> <div>✓</div> <div>✓</div>
<ul style="list-style-type: none"><li>• Ethics and Governance</li><li>• Elective Subject</li><li>• Observation/Final Project/ Internship-based Report Writing</li></ul>	<div>✓</div> <div>✓</div> <div>✓</div>	<div>✓</div> <div>✓</div> <div>✓</div>

## ■ Special Features

Students are encouraged to work with the faculty on business projects. Varied course work, state-of-the-art computer labs, well-equipped lecture rooms, provide students with a solid preparation for entry into the world of business and achieve their career advancements.

## ■ Preparation for Global Business Leadership

The MM-MBA program (formerly MM-CAAE) is a joint cooperation of MM-FEB UI (MM) and Grenoble I.A.E., Université Grenoble Alpes, France (MBA).

The program offers students with business knowledge, global perspectives as well as cultural practices of Indonesia and European business activities.

The program will be conducted in English with experienced faculty members of both MM-FEB UI and Grenoble I.A.E.

The successful students are expected to be future international managers to work effectively in today's complex multi-cultural business environment.



## ■ For Managers with Business Expertise

The integrated curriculum of MM-MBA is designed to provide graduates with competitive global framework of leadership, analytical skills, and business fundamentals.

It serves as a “Learning Laboratory” where students apply the theories and knowledge in 18 courses for 24 months. Six courses will be delivered by the faculty members of Grenoble I.A.E. and the remaining will be delivered by MM-FEB UI faculty members.

It is set to find unique approach to problem solving including case discussion, decision making, leadership, field project and observation, plan execution, and individual study including internship in an international company either in Indonesia or overseas. The students will be given modules and are encouraged to finish their study on time.



# MM-MBA

## 42 Credit

### TERM I

*Corporate Finance*

*Managerial Economics*

*Business Environment*

*Corporate Financial Reporting*

*Global and European Business Economic Environment*

### TERM II

*Applied Statistic and Quantitative Methods*

*Leadership and Organizational Behaviour*

*Financial Information for Managers*

*Decision-Making Theory*

*International Marketing Management*

### TERM III

*Human Resources Management: a Cross-Cultural Perspective*

*Management Control and Information System: an International Response*

*International Strategic Management*

*International Law and Business Ethics*

*Supply Chain and Purchasing Management*

### TERM IV

*Internship / Final Report*

*International Negotiation and Communication*

*Global Risk Management*



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## ■ Overview

Actuaries analyze and manage the risks of financial contracts, insurance and retirement funds. Actuaries apply Financial and Statistical theories to solve real business problems. These Business problems typically involve analyzing future financial events, especially when the amount of the future payment, or the timing of when it is paid, is uncertain.

In this actuarial studies you will learn to conduct mathematical, statistical, economic, type of insurance model, insurance products which are offered, as well as how the calculation of the pension fund and financial analysis to a range of practical problem faced in long-term financial planning and management.

### **Potential**

The growth of the life insurance industry a few years back showed positive potential with an average growth of 20%-30% in the last five years. However, this growth has not been matched by the number of human resources with sufficient actuarial expertise. Currently Actuaries experts in Indonesia is below than 180 people, while the needs of Actuaries expert for insurance industry until today is over 600 and still growing. In general, actuaries working in the field: life insurance, consulting, pensions, and investment. Actuaries are also being expanded in other areas, where the analytical capabilities is needed. Actuarial is very promising career choice in the future.

## ■ The Collaboration between MM-FEB UI and Prudential Indonesia

As part of its “A Million Hearts for A Million Dreams” CSR campaign with one of the pillars being education, Prudential Indonesia is MM-FEB UI partner in opening the Master’s Program of Actuary. This initiative is geared so that students and professionals can get their master degree and contribute to the development of the actuarial science as well as growing the insurance industry in Indonesia.

Prudential Indonesia provide supports in terms of infrastructure development, creating the new curriculum and actively contributes to the development of competencies of the lecturers and students. Prudential Indonesia is also supporting the socialization of Actuaries profession and Master’s Program of Actuary at MM-FEB UI. Furthermore, every year from 2013 until 2015 Prudential Indonesia will grant two scholarships for two students that join the Indonesia program.

# MM ACTUARIAL STUDIES

## 42 Credit

Our unique curriculum for actuarial studies is acquired by taking all important aspects from different point of view and needs of academics, industry and regulators. Therefore, this comprehensive 42 credits curriculum is blended as a Competency Based Curriculum that meets the need of a professional in actuarial practice.

This program is designed for graduates who wish to achieve a professional accredited qualification in actuarial studies which consists the work in the banking industry, investment, financial management and control also all insurance related entities.

### Core Subjects

- Functional Management
- Business Environment
- Research and Applied Statistics
- Accounting for Manager
- Innovation and Entrepreneurship
- Strategic Management
- Ethics and Government
- Leadership and Organizational Behavior

### Actuarial Studies Concentration

- Financial Mathematics
- Actuarial Statistics
- Actuarial Mathematics 1
- Actuarial Mathematics 2
- Investment and Asset Management
- Theory and Risk Management

### Actuarial Studies Elective Subjects

- Actuarial Aspect in Life Insurance
- Actuarial Aspect in Pension Insurance
- Actuarial Aspect in General and Health Insurance





Kim, student of *Shari'ah* major  
from South Korea.

## ■ Islamic (Shari'ah) Finance

Over the past decade, interest in the Islamic Financial System has been increasingly focused on Islamic Financial Institutions, which also have progressed rapidly in a global economic environment.

MM-FEB UI offers the course which introduces and explains the basic pillars of Shari'ah Law as applied to finance, explores its various interpretations, and highlights the best practice.



## ■ Who Should Attend

This comprehensive 2 years course is designed to provide to a wide audience of experienced practitioners\*. It is aimed toward individuals or institutions involved in any aspect of Islamic finance such as commercial or investment banking, insurance and mutual funds as well as any Islamic products; and professionals or entrepreneurs who deal with Islamic institutions.

*\* The program requires candidates who has at least 2 years of experience*



# ISLAMIC (SHARI'AH) FINANCE

42 Credit

Specialization	Credit	Duration	In Months
Evening Class Only	42 Credits	4 semesters	24 Months

## Core Subjects

- Functional Management
- Research and Applied Statistic
- Accounting for Manager
- Leadership and Organizational Behavior
- Business Environment
- Strategic Management
- Innovation and Entrepreneurship
- Ethics and Governance
- Observation/Internship-based Report Writing

## Islamic (Shari'ah) Finance Concentration

- Islamic (*Shari'ah*) Economics
- *Fiqh Muamalah* for Banking and Financial Institutions
- *Shari'ah* Investment and Financial Management
- *Shari'ah* Risk Management
- *Shari'ah* Accounting

## Islamic (Shari'ah) Finance Elective Subjects

- *Shari'ah* Market and Financial Institution
- *Shari'ah* Financial Planning and Wealth Management
- *Shari'ah* Banking



In mentoring program, students are required to deeply involve in problem solving and task based activities which are assigned by their mentor, those are successful business persons, business leaders, high ranking government officers and well known personages.

## ■ Commitment

Our commitment to deliver excellent higher education is ultimately important for the community.

This commitment is being transformed into developing infrastructure, curriculum, technology and other supporting facilities inside the campus besides of having a variative program which also can drive the student's soft skills. These programs can enrich skills, knowledge and its personality of our future leaders.

With our reputation and commitment, the course has awarded degrees to thousands of masters in management that propel them in achieving outstanding career in business, civil services and academic alike.



## ■ Participant Centered Learning

The Participant Centered Learning (PCL) method is designed for students to be actively involved in a process of learning. It is about communication skill, leadership and teamwork, which requires students to exercise and develop it.

This is where the teaching method does not only rely on lectures and textbooks. It is entirely learning to know-how to make decisions in the face of conflicting agenda, complex problems, data and interests, intense time and fiscal pressures.

We innovated PCL with advance technology. Hence the system helps students discover varied know-how throughout their learning process.



## ■ International Networks

MM-FEB UI is a member of Yale's Global Network for Advanced Management Schools which consist more than 20 countries worldwide.

The advantage is not only in academic sharing knowledge, to deepen our understanding of complex leadership and management challenges, but also MM-FEB UI alumni is recommended to join one year Master of Advanced Management (MAM) at Yale School of Management, New Heaven, Connecticut, United States of America.

## ■ Faculty Member

Our highly qualified lecturers comprise professors from the Faculty of Economics and Business, University of Indonesia, who hold doctoral and master's degrees from various universities, equipped with extensive experience in their respective fields.

The faculty members also consist those who are from another schools within the university, member of Faculty of Economics and Business, as well as professionals who at least have a master degree with 5 years of experience in their field.

MM-FEB UI always strives to ensure the sufficiency of the numbers and qualification of the faculty members by keeping the ratio of students and of the academic and professional background.





## Student Life

MM-FEB UI emphasises the campus and student life which is dedicated to helping students, staff, and faculty experience learning environment at its fullest. Your time at campus will give you lifelong memories and friendship. It is our commitment also to the diversity of our community, to create enjoyable learning experience where you can thrive.

Beside of Mentoring Program where students can learn deeply more about real everyday business cases from the top leader, MM-FEB UI offers many programs that assist students to develop their soft skills as well as hard skill and their awareness of social responsibility to the community.

Through these programs, we provide opportunities and experiences that form community for all students, staff, faculties and alumni that can help everyone to grow personally and professionally.





## ■ Candidate Qualifications

Holding an undergraduate/bachelor's or equivalent degree (S1) with satisfactory Grade Point Average (GPA).

Certificate/Diploma from overseas university should be acknowledged by the Directorate General of Higher Education, Ministry of National Education.

Copy of Certificate/Diploma and Academic transcript must be certified by the issuing university or institutions. For Private accredited universities need to be acknowledged by the Dean.

Having a minimum two years of working experience for evening regular class and specialization programs.

The program also requires candidates with excellent academic accomplishments and demonstrated potential for academic accomplishments and deggraduate and professional success.



## ■ Admission Decision

Admission decisions are based on candidate's composite files including their academic accomplishment and interviews. The assessment will be conducted by the admission committee.

Tuition fees cover the cost of all academic activities such as classes, library and computer facilities, in-house seminars and training. The application fee is non refundable.

For current information about tuition fees please contact the Admission Office.

# Application Checklist

- Registration Form [www.penerimaan.ui.ac.id](http://www.penerimaan.ui.ac.id)
- Certified copies of Certificate /Diploma
- Certified copies of academic transcript
- Valid Identification Card/Passport
- Current Passport Size Photo (color)
- TOEFL institutional (original - if any)
- TPA/GMAT (original - if any)

**We also require candidates to submit:**

- Copies of recommendation letter
- CV
- Essays

*Please follow the instruction available on the website [www.penerimaan.ui.ac.id](http://www.penerimaan.ui.ac.id) . Also attach/upload only required original documents.*

*Incomplete submission of documents will be rejected  
Successful candidates will be notified*



GLOBAL NETWORK FOR  
ADVANCED MANAGEMENT



## Marketing and Admission Office

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Jl. Salemba Raya No.4 Jakarta  
Kampus UI Salemba 10430

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