Flexible delivery:

- One, two and multi-year options
- Online and hybrid (live classes in zoom and in person)
- Once to twice per month three-weekend classes in the city campus with some courses for daytime students on main campus
SCHOOL OF MANAGEMENT
DEVELOPING CREATIVE GLOBAL LEADERS

MASTER / M.Sc. in INTERNATIONAL FINANCE

The Master / M. Sc. in International Finance is a program either for those who have not studied finance before or for those who want to get an applied knowledge of using finance in the practical finance world. It is not an advance/quants finance type MSc. It provides graduates with not just the underlying theoretical knowledge, but practical approaches to investing and risk management.

The program is largely taught by senior finance executives with an industry-friendly design for those who want to use the degree to transfer to a job in finance or for those who took finance at UG and want a deeper understanding of the practical aspects of the finance industry.

CREDIT REQUIREMENT

One-Year Master Degree: This program requires a minimum of 36 credits.

Two-Year M.Sc. Degree: This program requires a minimum of 48 credits. This comprised of 36 credits of courses and an internship, exchange, minor or research study choice in year two.

<table>
<thead>
<tr>
<th>Program</th>
<th>Schedule</th>
<th>Core Credits</th>
<th>Electives Credits</th>
<th>Research, Exchange, Internship or Minor</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Master in IF</td>
<td>Usually 1 Year</td>
<td>30</td>
<td>6</td>
<td>-</td>
<td>36</td>
</tr>
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<td></td>
<td></td>
<td></td>
<td><em>(This includes the option of a research project)</em></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M.Sc. in IF</td>
<td>2 Years</td>
<td>30</td>
<td>6</td>
<td>12 credits</td>
<td>48</td>
</tr>
</tbody>
</table>

Minimum credits/term: 3 ; Maximum credits/ term: 9
Core Courses

Applied Valuation and Investment
Financial Accounting and Decision Making
Responsible and Sustainable Management Decision Making
Corporate Finance
Change Management
Managerial Economics
Capital Markets
International Finance and ASEAN Wealth Management to Infrastructure Finance
Managing Risk
Developing Leadership Skills for the Finance Workplace

Mode of Delivery
This is a flexible program with an option for those who wants to take courses on AIT main campus or city campus.

**AIT Main Campus:** For daytime students, some of the courses - especially shared those with MBA students- are mainly delivered between Monday-Friday.

**City Campus:** For working students, the courses are mainly delivered in a three-day weekend class with some evening classes on weekdays.

Admission Requirements
To be eligible for admission to the regular Master's Program, an applicant must:

- hold a Bachelor’s degree (normally from a four-year program), or its equivalent, in an appropriate field of study from an institution of good standing acceptable to AIT

- have undergraduate grades significantly above average; the minimum cGPA requirement for admission to the Master’s Program is 2.75 or equivalent, at the Bachelor’s degree level

Course 1: Introduction to Finance and Statistics

This is a 10-hour foundation course and is 0 credits.

Course 2: Applied Valuation & Investment

Details of the course:

Investment is ultimately about identifying and assessing changes in an asset's value over time. Analysing this value is a complex challenge, and involves different perspectives on value, including aspects known as intrinsic value, relative value, and contingent value amongst others.

Those taking this could will be able to:

- Demonstrate complete knowledge and comprehension of the theory and practice of asset valuation, with a particular focus on a comprehension of issues that too often lead to its pitfalls
- Practice by doing in analysing valuation processes, setting valuations, and evaluating valuation mistakes across a variety of industries and financial assets

Course outline:

- Investment Policy (Selecting your Investment Policy; Understanding Client Needs & Risk Preferences; Communication; Legal & Fiduciary Responsibilities)
- Asset Classes, Risk Premia, and Allocation (Mean Variance; Rebalancing – Costs vs Process Accuracy; Uncertainty in the Asset Allocation Process; The 1/n Approach; Active Asset Allocation for Alpha)
- Asset Selection (Equity Characteristics; Equity Portfolio Risk; Fixed Income Characteristics; Duration & Convexity; Portfolio Value Distributions)
- Discounted Cash Flow Valuation (Estimating Parameters; Setting the risk level; Computation amidst uncertainty – error bars; Probabilistic Overlays; Valuation Examples; Key Challenges)
- Relative Valuation (Problems from a theoretical perspective; How practitioners use these; Key metrics, with benefits and drawbacks; problems during changing market conditions)
- External Inefficiencies (Location; Industry; Liquidity; Index Assignment; Concentration; Intangibles; Valuation Myths)
- Change Catalysts (Deriving Black Scholes Partial Differential Equation; Heat Equation; Delta Function & Green’s Function; Merton)
- Non-public valuations (Private Firms & Deals; Data constraints; Determining Beta) Distressed (Binomial; Constructing a Replicating Portfolio)

Mode/dates of delivery:

August-September: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus
Course 3: Financial Accounting and Decision Making

Details of the course:

This course covers introductions to both financial accounting and management accounting. It provides students with an introduction to financial accounting, and highlights aspects of financial reporting that are important to users of financial information. It covers the preparation of key financial statements and the frameworks of accounting regulation. It also provides students with an introduction to management information and cost management, managerial decision making and performance measurement.

Those taking this could will be able to:

- Familiarise you with the principles and some of the techniques of financial accounting and financial reporting
- Understand and apply management accounting especially relating to cost and other accounting and non-accounting information systems that aid managerial decision-making
- Analyse problems associated with these systems in today's business environment (such as their tendency to provide distorted product cost information), as well as approaches to mitigate these problems (e.g., activity-based costing, use of non-financial information)

Course outline:

Key concepts of management accounting; Application of management accounting information in business decision-making; Application of management accounting information to help formulate and implement strategy in a variety of organisational settings; Financial statements to perform financial analysis; “Creative accounting”, asset valuation and other contemporary issues in accounting; Balanced scorecard and financial decision-making.

Mode/dates of delivery:

October-November: Flexible lectures (hybrid mode)- join live classes online via Zoom or in person at Asoke campus
Course 4: Responsible and Sustainable Management Decision-Making

Details of the course:

The objective of this course is to highlight irresponsible decision-making and further to illustrate what responsible management is and the decision-making and individual skills required.

Those taking this could will be able to:

- Employ the key theoretical frameworks relating to responsible management in order to analyze and synthesize a view on how good and bad decision-making occurs.
- Explore and develop solutions to key international and regional decision-making challenges, identifying political or social constraints that hamper such efforts.
- Comprehend the responsible management decision-making in practice via specific case studies.
- Identify the skills required to generate stronger responsible management decision-making.

Course outline:

- Introduction to responsible and irresponsible management decision-making
- Approaches to ethical decision-making
- The rise of ‘ESG’ (environmental, social, governance) as an instrument of responsible management
- Decision-making mechanisms in the context of applied business ethics
- Responsible management skills
- Responsible management initiatives in business school education
- Environmental sustainability
- Systems thinking and scenario planning in responsible management

Mode/dates of delivery:
October-November: Flexible lectures (hybrid mode): join live classes online via Zoom or in person at Asoke campus or main campus in the daytime.

Business Ethics
Course 5: Corporate Finance

Details of the course:

The course develops theoretical framework for understanding and analysing major financial problems of modern company in market environment. The course covers basic models of valuation of corporate capital, including pricing models for primary financial assets, real assets valuation and investment projects analysis, capital structure and various types of corporate capital employed, derivative assets and contingent claims on assets. The objective of this course is to provides necessary knowledge in evaluating different management decisions and corporate finance structures and their influence on corporate performance and value.

Those taking this course could be able to:

- Analyse and then apply improved financial structures onto corporate entities
- Synthesise the theory into practical examples of corporate structure adding value
- Evaluate a range of funding proposals and identify the advantages in each from both the investors’ and the corporate’s perspective

Course outline:

- Introduction to the Course. Why is Finance Corporate?
- The role of Efficient Market Hypothesis in Corporate Analysis
- Fundamentals of Corporate Capital Valuation: Corporate Debt Capital
- Capital Asset Pricing Theory: CAPM and its Use in Corporate Finance
- Corporate Investing Policies and Value Creation: The Analytical Toolkit for Riskless & Risky Projects
- Valuing Corporate Strategic Opportunities and Flexibility: Corporate Real Options
- Financial Modeling for Optimal Capital Structure
- Dividend Policy and Corporate Value: Theory and Evidence
- Corporate Risk Management and Value Creation
- The Market for Corporate Control: Mergers& Takeovers
- Strategic and Financial Restructuring Corporate Governance and Corporate Value

Mode/dates of delivery:
January-February: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus
Course 6: Change Management

Details of the course:

Change is the only constant that we can rely on in the business world, especially in the current ‘VUCA’ environment. This course will help students understand and apply the principles of change management in the workplace by essentially, understanding, promoting, coping and valuing change.

Course outline:

- Expectations and Setting Boundaries (Balancing self, team, organisation and social context; The Nature, types and contexts of change; Change Management methodology – principles, processes and elements)
- Mobilising the organisation for change (Assembling the change team; Aligning leaders, sponsors and workforce; The vision for change; The business case and communications plan; Current state assessment; Outline of desired state)
- Understanding the role of technology in the change process
- Designing the desired state (Organisational change readiness assessment; The case for change defined and communications defined; Impact assessment – people, systems, processes and culture; Complete blueprint of desired state)
- Implementing Change (Employee involvement process implemented; Aligning processes and systems; Designing training process; Preparation for go-live)
- Sustaining Change (Training and consolidation; Coaching management and team leaders to sustain change)

Mode/dates of delivery:

January-February: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus or in person at the weekdays at main campus
Course 7: Managerial Economics

Details of the course:

The objective of this course is to equip students with an economic perspective for managing business units or entire companies in different industries. This course introduces a range of economic tools and analytical techniques available to today’s managers for business decision-making. Demand analysis, pricing, forecasting production and cost analysis, macroeconomic factors affecting business environment, etc. are some of the major topics covered in this course.

Course outline:

- The Fundamentals of Managerial Economics Estimating Demand
- Market Forces: Demand and Supply
- Business Forecasting
- Consumer Behavior
- Production and Costs
- Measuring National Income and Growth
- Economic Growth and Development
- Business Cycles
- The Monetary System
- Inflation
- Monetary and Fiscal Policy
- Country Level Economics

Mode/dates of delivery:
March-April: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus or main campus on daytime classes
Course 8: Capital Markets

Details of the course:

Two of the most important categories for investors are equity and fixed income. There are great similarities between these two asset classes and they often overlap to link to the same underlying businesses, yet there are critical theoretical and practical differences between the two that lead analysts to look at each from distinctly different perspectives.

Those taking this could will be able to:

- Comprehend the core similarities and critical difference between these two markets
- Analyse Financial Statements from each perspective, and understand the signals standard financial statements send to each segment of the market
- Synthesise each of these areas into a broader understanding of how equity and fixed income markets interact, how evaluate signals from each, and how to begin to take this knowledge forward to consider asset allocation

Course outline:

- Fixed Income Investing (General Standards for Bond Investing; Industry Specific Issues; Understanding Covenants; Special Factors)
- Equity Investing (General Standards for Equity Investing; Industry Specific Factors; The Dividend Factor; Equity Rights)
- Blending the Two (Convertibles; Callable Preferred Stock; Debt with attached warrants; Others)
- Analysing the Balance Sheet and Cashflow - Fixed Income (Book Value; Significance of Current-Asset Value; Cashflow is King; Why Earnings are Unimportant)
- Analysing the Earnings - Equity (Earnings; Growth; Extraordinary Losses & Special Items; Spotting Earnings Manipulation; Capitalisation Structures and Impact)
- Combining the Two (Where each can learn from the other; The Power of Cashflow; Asset Class Switching/Arbitrage)

Mode/dates of delivery:

March-April: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus
Introduction to international finance
The key institutions in finance & major actors in ASEAN finance
Theories of international finance
Exchange rates & ASEAN
Capital flows & ASEAN
Financial crises & ASEAN
Economic development & ASEAN

Course outline:
- Introduction to international finance
- The key institutions in finance & major actors in ASEAN finance
- Theories of international finance
- Exchange rates & ASEAN
- Capital flows & ASEAN
- Financial crises & ASEAN
- Economic development & ASEAN

Mode/dates of delivery: June-July: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus

Details of the course:
A key differentiator for this program is the offering of a course on an in-depth knowledge of the specifics of finance in an ASEAN context. The course would start with the basis to international finance (such as exchange rates, capital flows and financial crises) and then focus on themes of importance to the ASEAN economies and financial systems.

The objectives of the course are two-fold: to introduce and critically evaluate the main relevant theories, models and empirical works in these three key areas of International Finance; and to apply these analytical tools to build an understanding of relevant economic developments and policy issues in the ASEAN markets.

Those taking this could will be able to:
- Employ the key theoretical frameworks to analyse and synthesise a view on international financial issues,
- Develop solutions sets to key international challenges, identifying political or social constraints that hamper such efforts (with a particular focus on ASEAN
- Synthesise the intersection of forces from key macro factors (exchange rates, monetary policy, flows of capital) and the ASEAN environment to understand how the final state is impacted by each of these levers
- Review and comprehend the ASEAN finance environment

Course 9: International Finance & ASEAN Wealth Management to Infrastructure Finance
Course 10: Managing Risk

Details of the course:

When there is no risk, investment decisions are straightforward and methodical. Decisions amidst risk and uncertainty require judgment, and are ultimately why the investment professional is paid. The objective of this course is for the student to develop a better sense of risk, investment decision making under risk and uncertainty, and the analysis, measurement, and reporting of risk and risk-adjusted performance.

Those taking this could will be able to:

- Comprehend the types of risk, sources of risk, and the quantification of risk in financial markets
- More so, the student must comprehend the processes financial firms use in their risk management, particularly mean variance and VaR
- To use these processes to analyse and synthesise risk management reports and insights
- Students should also comprehend and be able to apply hedging techniques as part of the risk management process
- To synthesise the perspective of a risk-engaged decision maker, and apply this approach across a variety of tasks and challenges

Course outline:

- Risk in a Mean Variance Framework (Challenges of Historical Data; Central Limit Theorem Implications; Systematic v. Idiosyncratic Risks; Return Decomposition; Optimisation and Efficient Frontiers)
- Value at Risk (Its History; Approaches (Parametric, non-parametric, etc); Benefits and Drawbacks; Why Academics Tend to Dislike It; Why Almost Everyone Uses It; Non-Portfolio Examples)
- Other Key Approaches (Arbitrage Pricing Theory (APT); Fixed Income, Duration, Convexity, etc; Commodity Price Sensitivities)
- Derivatives and Risk Management (Understanding the Greeks; Put/Call Parity; Black Scholes; Implied Volatilities; Futures Contracts)
- Insurance & Hedging (The Available Tools; Time Horizons; Practical Hedging Techniques)

Mode_dates of delivery:
June-July: Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus
Course 11: Developing Leadership Skills for the Financial Workplace

Details of the course:

Finance professionals consistently feedback to say that students graduation from their degree/Masters programs fail to demonstrate even an adequate grasp of the "soft skills" required to work in the financial industry. This course aims to plug that gap by focusing on the micro skills development of each individual in the class in order to improve their teamwork, communication, problem solving and critical thinking skills.

Those taking this could will be able to:

- Assess the current level of students’ communicating skills ability on a micro / individual level
- Develop an action plan on how to strengthen specific communication skills
- Gain an appreciation of the theory of communication skills and apply this on individual basis

Course outline:

- Mindset Development - How to create a growth mindset and thinking about where to aim in your career
- Verbal and Non-verbal communication for the workplace - Listening, comprehension and observation
- Critical thinking skills
- Problem solving and problem loving
- Negotiation and persuasion skills
- Developing a network, communicating with executives and recruiters, writing and developing a professional CV
- Concepts, knowledge, applicability and development of leadership skills

Mode/dates of delivery:
August to February or January to July. Flexible lectures (hybrid mode) - join live classes online via Zoom or in person at Asoke campus or at the main campus
ELECTIVES:

**Consumer Behavior** (3 credits)
This course aims to equip and familiarise students with consumer behaviour as an underpinning notion to their marketing education. The lectures embrace and integrate a mixture of concepts derived from various disciplines such as psychology, sociology and anthropology which are used to study and explain consumer behaviour.

**Negotiations and Pressurized Decision-Making** (1.5 credits)
In this course you learn how to frame the situations you face enabling you to get the right outcome by engaging the right people to talk about the right issues, in the right way, and at the right time and space. You will get to practice negotiation tactics and methods in a situation of your choice as well as a high-pressure simulation which culminates in a stressful final session at the end of the course.

**Industry 4.0** (3 credits)
This course aims to focus on the latter shift and takes students through underlying factors that are driving it. Specifically, this course will explain how the new era leverages the connectedness and communication between computers and other digital systems and resources to create Cyber Physical Systems (CPS). It will also detail how Industry 4.0 (I4) has independent exchange of information via the sensors, smart machines, storage systems and production facilities that make up the Industrial Internet of Things (IIOT).

**Selected topic: Consultancy Skills** (1.5 credits)
The purpose of this course is to equip students with creative problem-solving concepts and strategies that will enhance the ability to structure, define and execute in complex situations. This course follows the consulting life cycle, reviewing the core fundamentals at each stage, ending up with how one can start a career in consulting. It also aims to give MBA-level professionals, the skills, business acumen and toolkit to effectively navigate businesses. The course will focus on Management Consulting, for Senior Consultants/Managers in Strategy & Operations - in particular how to diagnose, structure, test and resolve issues. This is a practical course for people who are interested in consulting careers and/or people who will manage consultants.

**Service Marketing: Competing on Customer Experiences** (3 credits)
This course aims to equip students with knowledge of how to manage services marketing focusing on customer experience that provides customer satisfaction loyalty in service firms. Students will have an opportunity to examine the key drivers of customer experience and the challenges inherent in competing on customer experiences.
Strategic Supply Chain Management (3 credits)
Supply Chain Management views the supply chain in the integrated fashion in order to improve the performance of each entity (supply chain member) and the supply chain as a whole. Supply Chain Management is about how we can coordinate among supply chain members so that decisions made by them to maximize their own performance will also result in the maximized performance of the supply chain. The course will prepare students as managers in a competitive environment to think supply chain and be able to manage it to enhance their firm’s competitive position.

Strategic Management (3 credits)
Good strategy-making and good strategy-execution are the key ingredients of company success and the most reliable signs of good management. This course is designed to help managers, management consultants, or investment bankers gain an understanding of the theory and practice in the field of strategic management. The goal is to give course participants a thorough understanding of the analytical techniques and tools necessary to identify and formulate strategies successfully and how to implement them. Specifically, the course will focus on three main areas: (a) strategic analysis, including: how to rigorously analyze a firm’s competitive environment and its internal resources (b) strategy formulation, including: how to formulate functional-level, business-level and corporate-level strategies; and (c) strategy implementation, including: organization design and leadership. Moreover, this course will include elements of sustainability that managers need to take in consideration when they design their corporate strategy.

Global Data Management (3 credits)
The course aims to explain why data management is an essential function, not only for digital organizations whose business models are purely based on leveraging data, but for any large organization that collects data on its customers and business processes. It will also develop a deep understanding of the planning and development of practices.

Strategic Human Resource Management (3 credits)
Successful organizations excel in bringing different kinds of people together to accomplish a common goal. As people drive the performance of their organizations, achieving success depends on an organization’s ability to manage human resources. This course provides an insight into human resources management (HRM) activities. Students will be equipped with an understanding of identifying, recruiting, selecting the right people; appraising, training, and retaining employees. Course participants will have an opportunity to apply HRM theories to practice and examine how HRM can contribute to overall organizational effectiveness.

Project Management (3 credits)
This course aims at introduce the essential techniques and approaches in project management that include developing and planning new projects as well as effectively managing and controlling their implementation. Though group projects and case studies, the students will also be exposed to the real project experiences in both business and development sectors.

Agile Thinking in Digital Transformation (1.5 credits)
This course aims to highlight how the use of digital technology can solve business problems and make business processes more efficient and effective. It also aims to link to previous courses on this program that highlighted how cutting-edge technologies such as cloud computing, the Internet of Things, and AI are altering various business landscapes.
Digital Marketing and Consumer Analytics (3 credits)
This aim of this course is to offer a high level practical guide to leveraging data techniques to improve insights about customers and users. It will also explain the relevance for professional in all industries as marketing is no longer restricted to an organization’s marketing department but diffused throughout a company.

Storytelling Using Data (1.5 credits)
This course enables an advanced understanding of stories created with data as crafted across diverse contexts, from advertising to entertainment, to strategic consulting. You will examine various case studies of creative digital stories to understand whether and how their telling is effective, and how stories and meaning are shaped in different contexts (with a key focus on data visualisation) that include social media, interactive dramas, computational fictions, mobile media, virtual reality, augmented reality, and other forms of digital media.

Game Theory for Competitive Strategy (3 credits)
Game theory is the scientific analysis of conflict and cooperation between multiple strategic agents. The tools of game theory have become standard in many disciplines including economics, strategic management, political science, and international relations. A basic understanding of game theoretic concepts is a valuable asset for today’s managers and leaders.

Entrepreneurship and New Ventures (3 credits)
The objective of this course is to provide an understanding of the interrelationships between the management of new ventures and entrepreneurship in an innovation-driven and knowledge-based economic development. In addition, this course will enable students to design and present to venture capitalists/professional investors both, a business model canvas and a complete business plan for a new business venture. This course helps students to understand typical success and failure factors most frequently encountered by new business ventures in knowledge intensive industries and provide future entrepreneurs with strategic tools of planning the operations for the new company.

Leadership and Organization Management (3 credits)
The course is “accounting” in the sense that it deals with information regarding revenue, expenditure, asset, liabilities, cost, and profit. The course is also “managerial” in the sense that it focuses on using accounting information intelligently as a manager, rather than on preparing the information as a good accountant. This course aims to provide knowledge in financial accounting and managerial accounting. The course is expected to build confidence in applying the concepts of accounting, while at the same time encouraging to strive for a level of sophistication. Financial analysis proceeds sequentially, probing deeper and deeper for credible insights. The course is also expected to help you understand the nuances of interpreting the results of the financial analysis.

Fintech and Tech Transfer (1.5 credits)
The objective of the course is to help students understand the challenging role of financial technology (FinTech) in the banking landscape. The course will cover the role of FinTech in the process of technology transfer, technology commercialization, FinTech eco-system and technology financing to support FinTech start-ups.

Strategic Brand Management (3 credits)
This course provides students with an overview on the reasons why brands are the most valuable asset of a company. Students will be equipped with knowledge in the strategic dimensions of branding and an understanding of the need for firms to build strong brands to compete in international markets. This course will give students an opportunity to examine strategies to build and leverage brand equity.
Decision Making, Risks and Opportunities (3 credits)
The objective of this course is to equip students with the knowledge of decision-making processes and models that will help in decision making process on complex risk scenarios. The module will take an inter-disciplinary approach and will emphasise that a mix of both qualitative and quantitative thinking, within a structured decision analysis framework, is needed to significantly improve risk taking behaviour.

Operations Management (3 credits)
Operations management involves the activities that transform inputs into the goods and services in all organizations. The course provides students with theories and practices in planning and managing the operations part of an organization. In the course, students will be able to develop managerial skills in planning business operations covering both long and short term planning, such as capacity plan and production resource scheduling respectively. Moreover, they will be able to acquire analytical skills in making decisions in operations management. These decisions include capacity expansion, facility location, and inventory control.

Big Data Analytics (3 credits)
The course aims to highlight the complexities associated with the increase in data production, collection and collation, whilst students will gain an understanding of what the data can tell us now. A further objective is the introduction and application of complex tools and integrated approaches that are applied to the analysis of big data.
SECOND-YEAR OPTIONS

1 - Research Study

Students intending to pursue the Research Study option must submit a written proposal to the Research Advisor, and must present their proposal in public seminar. The proposal defense must be done at the beginning of the term after completing their coursework. The proposal may be prepared with faculty consultation. However, the proposal should be presented and defended independently by the student.

The public seminars are to be attended by all interested faculty and students. Sufficient notice of the public seminar must be provided in advance.

Once the proposals are accepted by the faculty, students can then proceed to work on the Research Study under the guidance of their prospective advisors.

As a general guideline, student should ensure the following before making a presentation of their proposal:

- A good understanding of prior research on the topic through a comprehensive literature review.
- A well-defined research problem. The statement of the research problem should be clear and should be relevant to policies, practice, or add knowledge to the existing field of study.
- A well-defined methodology. It should be clear how the data required for the research will be collected and how the data would be analyzed to reach the relevant conclusions.
- Final presentation on the research study must be made in a public seminar. The Examination Committee consisting of three faculty members, one of them being the advisor, evaluates and grades the final presentation and report. The Examination Committee can take into account the comments and inputs of other attendees in the presentations. A project which is judged to be satisfactory shall be accorded one of the following grades: Excellent/Very Good/Good/Fair.
2 - Exchange Program

SOM students can participate in a one-semester exchange program with our partner business schools in Asia and Europe. Students get opportunities to have international exposure and cross-cultural experiences during the exchange program abroad in their 6th term of the MSc program.

Under the exchange program, SOM students go to various partner universities and take coursework. Every year approximately 20 SOM students take advantage of these linkages and participate in the exchange program. These collaborative agreements with partner institutions are based on principle of reciprocity. Under these agreements, exchange students enjoy full facilities at their respective exchange institutions. SOM approves course/credit transfer (equivalent to AIT credits) to its students for approved subjects successfully completed at the partner institution.

Exchange Institutions

**Europe:**
1. EDHEC Business School, France
2. SKEMA Business School, France
3. Institut Mines-Telecom Business School (IMT-BS) formerly Telecom Ecole de Management (TEM), France
4. EADA Business School Barcelona, Spain
5. HHL Leipzig Graduate School of Management, Germany
6. Technical University of Munich (TUM), Germany
7. Hof University of Applied Sciences, Germany
8. SRH Hochschule Berlin University, Germany
9. University of Jyvaskyla, Finland
10. Aalborg University, Denmark
11. Emlyon Business School, France

**Asia:**
1. Tsinghua University, China
2. Lingnan University, Hong Kong
3. Sun Yat-sen University, China
4. National Taiwan University, Taiwan
5. KAIST College of Business, Korea
6. Indian Institute of Management, Ahmedabad, India
7. Indian Institute of Management, Kashipur, India
8. XLRI Xavier School of Management, India
Conditions for application

- Applications must be submitted by the due date. Late submission will not be considered.
- Students need to achieve, in their first year at AIT, a minimum CGPA of 3.00 to apply for exchange program and 3.25 to apply for dual degree program.
- Exchange Program students are responsible for their personal expenses: airfares, accommodation, medical insurance, visa fees while studying abroad.
- Information on the Exchange Program are sent via email every January and August to all students who are interested in studying at one of our partner business schools.

3 - Minor

A minor is an academic program which is made up of 12 credits of semester-based courses. MSc IF students can take minor offered through the MBA program:

A. Minor in Change and Innovation
B. Minor in Marketing
C. Minor in Management
D. Minor in Entrepreneurship

4 - Internship Program

The objective of an internship is to provide students with an opportunity to apply theories and skills learned in the classroom in a professional environment. A positive internship experience can also offer students an opportunity to engage in further career exploration and development and to expand their professional network.
Introducing some faculty members

**ANDREW MACINTOSH**

COO of the March Fund (global food technology sustainability fund) & non-executive director of Acorus Asset Management (China-Africa private equity company). Previous experience includes being General Manager of NAB Bank HK. Adjunct faculty of Macquarie Graduate School of Management.

**BENJAMIN QUINLAN**

Educated at Macquarie University, Benjamin has worked at PWC, UBS, Oliver Wyman and Deutsche Bank (positions included Head of Strategy for Equities business). He is now CEO and Managing Director of Quinlan & Associates. He advises on a wide spectrum of financial issues, especially Fintech.

**SUNDAR VENKATESH**

Dr. Venkatesh is a Chartered Accountant who was educated at the Indian Institute of Management. He has worked in audit, consulting, manufacturing and academics in a career spanning over 20 years. He is a certified leadership trainer and an accredited practitioner in organisation culture and change. He teaches as an Adjunct Faculty in the Asian Institute of Technology’s School of Management and in several other business schools in the region.

**TOM BAIN**

Educated at Colombia (MBA), with over 25 years’ experience in Banking and Financial Markets. 18 years with JP Morgan (MD for 12 years) where he worked on Fixed Income Sales, Emerging Markets Strategies, and EMEA Markets Client Strategies. He has worked on leadership programs and executive coaching for Senior Executives at UBS, Barclays, JP Morgan, Société Générale, BlackRock, Credit Suisse, Bank of America/Merrill Lynch, BNP Paribas, HSBC and Morgan Stanley. Adjunct professor at Hong Kong University of Science and Technology and Chinese University of Hong Kong.
Dr. Roger Levermore  
Dean, School of Management  
Associate Professor of Management Practice  
Email: rogerlevermore@ait.asia; dean_som@ait.ac.th

Dr. Syed Shurid Khan  
Program Director, MSc International Finance  
Assistant Professor in Economics  
Email: syedkhan@ait.asia

Marianne S. Montecillo  
Program Coordinator, MSc International Finance  
Email: mariannemontecillo@ait.asia
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