

INDONESIA

Bachelor of Science (Honours) Business Management/Bachelor of Commerce

DLI Provisional Program and Module Handbook

2025/26

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Program Information

Year	2025/26
Award Granted	Bachelor of Science (Honours) Business Management/Bachelor of Commerce
Program title	Bachelor of Science (Honours) Business Management/Bachelor of Commerce
Campus	Bandung
Program Duration	3 Years

Program Map

Your program map is available via the Student Portal.

Program Overview

Bachelor of Science (Honours) Business Management – Lancaster University

The overall aim of the program is to provide students with a thorough grounding in theoretical and practical aspects of business and management.

The modules taught in the program have a practical focus, as the aim is to provide preparation for a wide range of careers. The program also seeks to develop the professional skills that are needed to implement ideas and strategies.

The main aims of the program are to:

- Provide students with a solid theoretical and practical knowledge of business organisations;
- Develop students' ability to critically analyse and reflect on business issues and phenomena;
- Develop students' adaptability and flexibility of approach and their ability to initiate and respond positively and appropriately to change and uncertainty;
- Prepare students for a career in business or business-related fields and develop their capability to contribute to society at large;
- Enhance students' lifelong learning skills, communication skills and personal development.

Bachelor of Commerce – Deakin University

Deakin's Bachelor of Commerce is a degree for aspiring specialists who want to provide insights that drive decisions in accounting, finance, economics or marketing.

Delivered in Bandung through Deakin Lancaster Indonesia (DLI), a joint initiative between Deakin University, Lancaster University and Navitas, this globally connected program combines academic excellence with the advantage of an international education delivered in Indonesia.

You will receive the same, high-quality education as students at Deakin and Lancaster's home campuses, with the added benefit of learning close to home.

Unlike standard commerce degrees, Deakin's program equips you with expertise in data analysis, reporting and technology to guide business, market and financial outcomes. You will learn to deliver strategic insights supported by data and specialist expertise that influence organisational decisions with confidence. Taught in English and delivered on a unique Bandung academic calendar, your studies will include Indonesian National Subjects alongside coursework from both universities.

Program learning outcomes

Bachelor of Science (Honours) Business Management – Lancaster University

On successful completion of this program students will be able to:

- Understand relevant qualitative and quantitative theories of business and management and be able to distinguish between and apply them in a contemporary business environment;
- Evaluate knowledge and understanding of key contemporary issues arising in global businesses and apply appropriately within a given context;
- Challenge accepted knowledge and understanding of key contemporary issues arising in global businesses;
- Demonstrate the ability to think and act as leader in order to simulate sustainable business ideas, with an appreciation of personal and organisation values and ethics;
- Appreciate the complexity of business decision making and develop sound knowledge to evaluate and discriminate business problems through the lens of multiple business disciplines;
- Prepare and present information and data using a wide range of written and oral formats commonly used in business;
- Develop and use appropriate skills to work independently (organisation, motivation, discipline) as well as collaboratively (communication, respect, sensitivity) recognising the difference between the two contexts and the complexities of professional interactions in pursuit of a common goal.

Bachelor of Commerce – Deakin University

Deakin	Program Learning Outcomes	
Graduate		
Learning		
Outcomes		
Discipline-	Apply a broad and coherent theoretical and technical	
specific	knowledge of commerce and its applications.	
knowledge and		
capabilities		
Communication	Communicate commerce concepts and information effectively	
	including in oral, written and visual forms in a cohesive	
	and understandable manner to academic audiences, business	
	professionals and laypersons.	

Deakin Graduate Learning Outcomes	Program Learning Outcomes
Digital literacy	Use technologies to identify, locate, evaluate, synthesise and disseminate and communicate information in the field of commerce.
Critical thinking	Evaluate and critically analyse academic, professional and business information and values.
Problem solving	Identify solutions to a diverse range of authentic problems in commerce.
Self- management	Take personal responsibility for actions, self-reflect and critique own performance and identify and plan future professional development.
Teamwork	Interact and collaborate with others from a range of disciplines and backgrounds.
Global citizenship	Engage effectively in different environments and contexts reflecting social, sustainable, ethical, economic, and global perspectives in the field of commerce.

Workload/Study Commitment

Trimester and other key dates for the academic year are in the important dates section on the DLI website. Students will on average spend 150 hours for each standard module (15 credit points) undertaking the teaching, learning and assessment activities for this program. You can expect to participate in a range of teaching activities each week. This could include lectures, seminars, practicals and online interaction. You can refer to the individual module details in the program structure for more information. You will also need to study and complete assessment tasks in your own time.

Career Opportunities

Bachelor of Science (Honours) Business Management – Lancaster University

Our graduates leave with the skills required to succeed in modern business. Not only will students possess functional competencies from studying modules in Finance, Accounting, Marketing, Business Analytics, and Entrepreneurship, but our students will also be able to look at business through an ethical lens, placing its activities firmly in the context of society. Our graduates have gone on to work for some of the world's most important businesses and NGOs.

This program will prepare students to be able to navigate change, turbulence, and renewal, and make connections with peers and industry professionals. Throughout their studies, our students will gain a deep knowledge of their chosen field. They will be able to translate theory into practical skills and, importantly, they will build valuable networks both academically and professionally.

Graduates from these degrees have begun their careers as trainee graduate managers, project managers, brand managers, hotel and property managers, and business analysts.

Bachelor of Commerce - Deakin University

Deakin graduates are in demand because they are flexible, proactive, highly engaged, and trained in commercial thinking. As a commerce graduate, you will have the opportunity to enter a professional vertical career that reflects your choice of industry-accredited discipline. These verticals operate in each industry and across government and non-governmental bodies and allow scope and paths for career progression and promotion.

Most importantly, commerce studies equip you with the skills and qualifications that are in demand across all industries. This means your degree will enable you to gain employment within a range of different sectors.

Professional entry level roles for Deakin commerce graduates include:

- Accountant
- Business Analytics Professional
- Economist
- Financial Planner
- Human Resource Manager
- International Trade Officer
- Marketing Manager
- Social and Economic Policy Developer

Participation requirements

Reasonable adjustments to participation and other course requirements will be made for students with a disability. For more information, please contact Student and Academic Services. Email: studentsupport@dli.ac.id

Program Completion rules/Program Structure

To complete the Bachelor of Science (Honours) Business Management / Bachelor of Commerce students must pass 420 Deakin Lancaster Indonesia credit points and meet the following program rules to be eligible to graduate:

DAI001 Academic Integrity and Respect Module (0-credit-point compulsory module) in their first study period

210 credit points of core modules (Deakin)

210 credit points of core modules (Lancaster)

4 Indonesian National Subjects (0 credit points; delivered by Telkom University; mandatory for Indonesian students only)

Year 1

- DAI001 Academic Integrity and Respect Module (0-credit point compulsory module)
- MNGT123 Employability and Careers
- MKTG102 Principles of Marketing
- ECON124 Intro to Economics for Managers
- ENSI102 Intro to Entrepreneurship
- MAA103 Accounting for Decision Making
- MMM132 Management

- MAF101 Fundamentals of Finance
- MIS171 Business Analytics
- Indonesian national subjects x 4
 - o Civics Education
 - o Indonesian language
 - o Pancasila
 - o Religion (Various)

Year 2

- MNGT223 Employability and Careers II
- MSCI231 Intro to Operations Management
- ECON207 Microeconomic Analysis
- OWT.228 Changing Role of Managers
- ENSI221 Innovation: Product, Service and Business Model
- MLC101 Law for Commerce
- MMH230 Fundamentals of Human Resource Management
- MMM240 Organisational Behaviour
- MMM267 Business Logistics
- MSCI242M Spreadsheet Modelling for Managers
- MIS398 Project Management

Year 3

- MNGT321 Business and Management in the 21st Century
- MNGT320 Rethinking Leadership
- ENSI224 Social Contexts of Entrepreneurship
- Ac.F213 Management Accounting for Business Decisions
- MMM306 Global Strategy and International Management
- MMH356 Change Management
- MMM343 Business Ethics
- MMM308 Applied Management Capabilities
- OWT.326 Organising in the Digital Age: Power, Technology and Society
- MWL305 Business for Social Impact

Work Experience

This program includes a compulsory work placement with an approved host organisation to take your learning beyond the classroom and prepare you to be work and career ready. Work Integrated Learning modules offered in this program provide you with the opportunity to develop your professional networks and work practices while completing your degree.

Further information

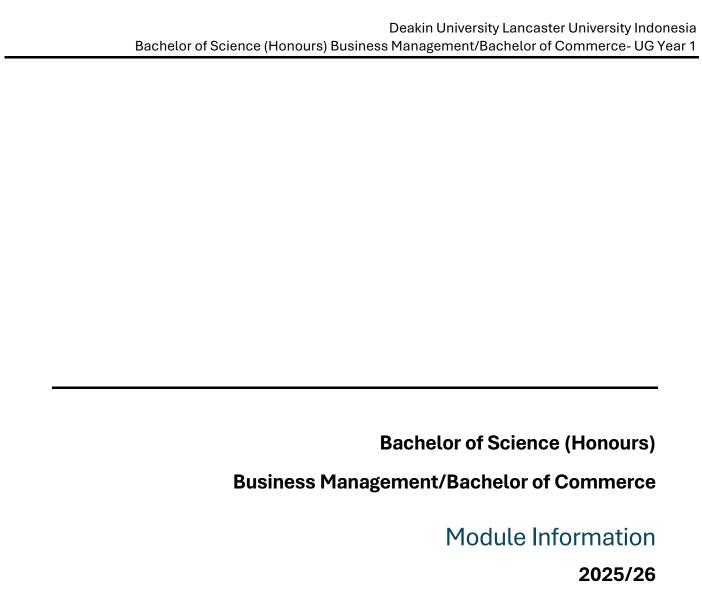
Contact Student and Academic Services for assistance in program planning and explaining program rules and requirements. Email: studentsupport@dli.ac.id

Standard fee information disclaimer

Fees and charges vary depending on the type of fee place you hold, your course, your commencement year, the units you choose to study, and their study discipline or your study load.

Fees are reviewed annually and may be increased to reflect increases in cost of delivery of the programs in line with increases in the consumer price index and to reflect changes required by regulatory, professional, or academic bodies resulting in additional costs. All fees quoted are in Indonesian Rupiah (IDR). Tuition fees do not include textbooks, computer equipment or software, other equipment or costs such as mandatory checks, travel and consumables.

Estimate your fees



DAI001 Academic Integrity and Respect		
Year	2025-26	
Credits	0	
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.	
EFTSL Value	0.000 (EFTSL stands for Equivalent Full-Time Student Load . It is a measure used to calculate a full-time student's annual study load.)	
Module Chair	Prana Sudhana	
Module Rules	N/A	
Scheduled Learning Activities	Learning experiences are via the module site. There are no compulsory on-campus learning activities scheduled.	
Workload/Study Commitment	Approximately three hours.	

The Academic Integrity and Respect module is a compulsory zero-credit point module in all programs. The module's learning and assessment activities allow students to develop knowledge and skills to maintain academic integrity in their studies and career and safe, respectful relationships within and beyond University.

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Alignment to Deakin Graduate Learning Outcomes (GLOs)
MLO1	Apply the values of academic integrity - honesty, trust, fairness, respect and responsibility.	GLO1: Discipline-specific knowledge and capabilities GLO6: Self-management
MLO2	Identify acceptable and unacceptable behaviours related to acting with academic integrity.	GLO4: Critical thinking
MLO3	Apply knowledge of appropriate strategies to act with academic integrity.	GLO1: Discipline-specific knowledge and capabilities
MLO4	Identify the characteristics of safe, healthy and respectful relationships and where to seek support for self or others who have experienced harm.	GLO6: Self-management

Assessment Description	Student output	Grading and weighting (% total mark for unit)	Indicative due week
Online Multiple-Choice	30-minute online	100%	Week Four
Questions Quiz	quiz		

The assessment due weeks provided may change. The Module Chair will clarify the exact assessment requirements, including the due date, at the start of the teaching period.

Hurdle requirement

To be eligible to obtain a pass in this module, students must achieve a minimum mark of 85% on the quiz. Students are allowed unlimited attempts of the quiz.

Learning Resources

All resources will be found in the module site.

Standard fee information disclaimer

This is a zero credit point unit, there are no fees for this unit.

Year 2025-26	
Year	2025-26
Credits	15
Enrolment Mode	All modules are delivered at Deakin Lancaster
	Indonesia campus.
EFTSL Value	0.125 (EFTSL stands for Equivalent Full-Time Stude
	Load . It is a measure used to calculate a full-time
	student's annual study load).
Module Chair	Rayenda Brahmana
Module Rules	Prerequisite: Nil
	Corequisite: Nil
	Incompatible with: MAAM103
Scheduled Learning	1 x 1 hour on-campus lecture and 1 x 2 hour on-
Activities	campus seminar each week.
Workload/Study	Students will on average spend 150 hours over the
Commitment	teaching period undertaking the teaching, learning a
	assessment activities for this module.
	This will include educator guided online learning
	activities within the module site.

This introductory module teaches you how to use accounting information to make appropriate business decisions. You will learn to apply the fundamental concepts of double-entry accounting to record transactions, prepare financial reports, and to analyse and interpret their meaning. You will learn to use management accounting budgets and planning techniques and will consider contemporary issues such as the role of ethics and the use of Integrated Reporting.

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Alignment to Deakin Graduate Learning Outcomes (GLOs)
MLO1	Explain the following in relation to financial accounting: a) The role and purpose of accounting, accounting processes and systems across different business structures	GLO1: Discipline-specific knowledge and capabilities
	b) The purpose of financial statements c) The role and purpose of accounting standards	

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Alignment to Deakin Graduate Learning Outcomes (GLOs)
	d) The regulatory environment for financial reporting	
MLO2	Critically apply the principles and concepts underlying accounting (including the Conceptual Framework for Financial Reporting) to record different business transactions leading to the preparation of financial statements.	GLO1: Discipline-specific knowledge and capabilities GLO4: Critical thinking
MLO3	Critically apply financial statement analysis, cost- volume-profit analysis, and budgeting to aid end users in making informed decisions	GLO1: Discipline-specific knowledge and capabilities GLO4: Critical thinking
MLO4	Collaboratively develop financial reports in the context of a group assignment.	GLO7: Teamwork
MLO5	Develop or use spreadsheets to record transactions and prepare reports.	GLO3: Digital literacy

Assessment Description	Student output	Grading and weighting (% total mark for unit)	Indicative due week
Assessment 1: (Individual) Case	Excel	15%	Week 6
Study: journals and ledgers	spreadsheet		
Assessment 2: (Individual) Case	Excel	10%	Week 7
Study: adjusting entries and	spreadsheet		
financial statements			
Assessment 3:	Part A: Excel	Part A: 10%	Weeks 9 & 11
Part A: (Group of 4) Case Study	spreadsheet	Part B: 5%	
(Excel spreadsheet)	Part B: 500		
Part B: (Individual) Written	words		
Reflection (Self)			
Examination - Specified	2 hours	60%	End-of-module
Resources			assessment period

The assessment due weeks provided may change. The Module Chair will clarify the exact assessment requirements, including the due date, at the start of the teaching period.

Learning Resources

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the

OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

Standard fee information disclaimer

Fees and charges vary depending on the type of fee place you hold, your course, your commencement year, the units you choose to study, and their study discipline or your study load.

Fees are reviewed annually and may be increased to reflect increases in cost of delivery of the programs in line with increases in the consumer price index and to reflect changes required by regulatory, professional, or academic bodies resulting in additional costs. All fees quoted are in Indonesian Rupiah (IDR). Tuition fees do not include textbooks, computer equipment or software, other equipment or costs such as mandatory checks, travel and stationery.

Estimate your fees

MMM132 Management	
Year	2025-26
Credits	15
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.
EFTSL Value	0.125 (EFTSL stands for Equivalent Full-Time Student Load. It is a measure used to calculate a full-time student's annual study load).
Module Chair	Jacy Arquisola
Module Rules	Prerequisite: Nil Corequisite: Nil Incompatible: Nil
Scheduled Learning Activities	1 x 1 hour online lecture each week and 1 x 2 hour on-campus seminar each week.
Workload/Study Commitment	Students will on average spend 150 hours over the teaching period undertaking the teaching, learning and assessment activities for this module. This will include educator guided online learning activities within the module site.

This module provides students with a critical understanding of the intellectual foundations of the study and practice of management in organisations. The module offers the opportunity to apply and analyse solutions to realistic management problems under different conditions. This involves examining how managerial action impacts and is shaped by the environment, through a consideration of national and global contexts, ethics, social responsibility, and the management, motivation, and leadership of employees.

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Alignment to Deakin Graduate Learning Outcomes (GLOs)
MLO1	Define and explain managerial theory and practice	GLO1: Discipline-specific
	in contemporary organisations.	knowledge and capabilities
MLO2	Apply written, oral, and interpersonal	GLO2: Communication
	communications in professional business settings.	

MLO	These are the Module Learning Outcomes (MLOs)	Alignment to Deakin	
	for this module. At the completion of this module,	Graduate Learning	
	successful students can:	Outcomes (GLOs)	
MLO3	Evaluate and question management theories and	GLO1: Discipline-specific	
	concepts and how these are applied by	knowledge and capabilities	
	management.	GLO4: Critical thinking	
MLO4	Work effectively in a team.	GLO7: Teamwork	

Assessment Description	Student output	Grading and weighting (% total mark for unit)	Indicative due week
Assessment 1: (Individual)	600 words	15%	Week 4
Training Report			
Assessment 2: (Group of 5)	7 minutes+	20%	Week 7
Online Presentation (Recorded)	10		
	PowerPoint slides (per group)		
Assessment 3: (Individual) Report (Business)	1600 words	25%	Week 9
Assessment 4: (Individual) Live Interview	8 minutes + 4 PowerPoint	40%	Week 11
	slides		

The assessment due weeks provided may change. The Module Chair will clarify the exact assessment requirements, including the due date, at the start of the teaching period.

Learning Resources

The texts and reading list for MMM132 can be found via the University Library.

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

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Estimate your fees

MAF101 Fundamentals of Finance			
Year	2025-26		
Credits	15		
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.		
EFTSL Value	0.125 (EFTSL stands for Equivalent Full-Time Student Load. It is a measure used to calculate a full-time student's annual study load).		
Module Chair	Rayenda Brahmana		
Module Rules	Prerequisite: Nil Corequisite: Nil Incompatible with: Nil		
Scheduled Learning Activities	1 x 1 hour on-campus lecture and 1 x 2 hour on-campus seminar each week		
Workload/Study Commitment	Students will on average spend 150 hours over the teaching period undertaking the teaching, learning and assessment activities for this module. This will include educator guided online learning activities within the module site.		

Topics to be addressed in this introductory finance module include: What finance is and why it is important to individuals and businesses; Valuations: Discounted cash flows technique, Financial markets and financial institutions, Valuation of bonds and shares, Risk and return, and International Finance.

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Alignment to Deakin Graduate Learning Outcomes (GLOs)
MLO1	Describe key financial concepts such as time value of money, risk and return trade-off in real-life contexts.	GLO1: Discipline-specific knowledge and capabilities
MLO2	Utilise tools and technology, such as basic algebra, Microsoft Office software and internet resources, to collect, evaluate and organise financial information.	GLO3: Digital literacy
MLO3	Critically analyse and propose feasible solutions to practical financial problems.	GLO4: Critical thinkingGLO5: Problem solving

Assessment Description	Student output	Grading and weighting (% total mark for unit)	Indicative due week
Assessment 1: (Individual) 2 x (Online) Multiple	45 minutes	10%	Week 4 and
Choice Quiz	x 2		6
Assessment 2: (Individual) Problem Based Written Assignment	2000 words	40%	Week 9
Examination: specified resources	2 hours	50%	End-of-
			module
			assessment
			period

The assessment due weeks provided may change. The Module Chair will clarify the exact assessment requirements, including the due date, at the start of the teaching period.

Learning Resources

The texts and reading list for MAF101 can be found via the University library.

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

Standard fee information disclaimer

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Estimate your fees

MIS171 Business Analytics	
Year	2025-26
Credits	15
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.
EFTSL Value	0.125 (EFTSL stands for Equivalent Full-Time Student Load. It is a measure used to calculate a full-time student's annual study load).
Module Chair	Rayenda Brahmana
Module Rules	Prerequisite: Nil Corequisite: Nil Incompatible with: Nil
Scheduled Learning Activities	1 x 1 hour on-campus lecture and 1 x 2 hour on- campus practical experience (computer practical) each week
Workload/Study Commitment	Students will on average spend 150 hours over the teaching period undertaking the teaching, learning and assessment activities for this module. This will include educator guided online learning activities within the module site.

The digital revolution has changed the practice of business. Data to support business decisions (data collected by business systems as well as through the Internet and social media such as Facebook and Twitter) are growing exponentially and becoming increasingly difficult to understand and use. Business Analytics is the broad use of quantitative reasoning skills in business decision making. Business Analytics helps managers to solve complex business problems, improve business performance, anticipate and plan for change while managing and balancing risks. This module will provide students with the analytical knowledge and skills to explore data to find patterns and relationships in data; assess uncertainty and risk of business decisions; evaluate decisions; and forecast and predict trends.

MLO	These are the Module Learning Outcomes (MLOs)	Alignment to Deakin	
	for this module. At the completion of this module,	Graduate Learning	
	successful students can:	Outcomes (GLOs)	
MLO1	Apply quantitative reasoning skills to analyse	GLO1: Discipline-specific	
	business problems.	knowledge and capabilities	

MLO	These are the Module Learning Outcomes (MLOs)	Alignment to Deakin
	for this module. At the completion of this module,	Graduate Learning
	successful students can:	Outcomes (GLOs)
MLO2	Create data-driven / fact-based solutions to complex	GLO5: Problem solving
	business scenarios.	
MLO3	Analyse business performance by implementing	GLO3: Digital literacy
	contemporary data analysis tools.	
MLO4	Interpret findings and effectively communicate	GLO2: Communication
	solutions to business problems.	

Assessment Description	Student output	Grading and weighting (% total mark for unit)	Indicative due week
Assessment 1: (Individual) Data	Data	20%	Week 5
Visualisation (creating a dashboard)	analysis file		
Assessment 2: (Individual) Case Study:	Data	40%	Week 8
Data analysis with written report	analysis file		
(Analytical)	plus 1000		
	words		
Assessment 3: (Individual) Case Study:	Data	40%	Information not
Data analysis with written report	analysis file		yet available
(Analytical)	plus 1000		
	words		

The assessment due weeks provided may change. The Module Chair will clarify the exact assessment requirements, including the due date, at the start of the teaching period.

Learning Resources

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

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regulatory, professional, or academic bodies resulting in additional costs. All fees quoted are in Indonesian Rupiah (IDR). Tuition fees do not include textbooks, computer equipment or software, other equipment or costs such as mandatory checks, travel and stationery.

Estimate your fees

MKTG102 Principles of Marketing		
Year	2025-26	
Credits	20	
Enrolment Mode	All modules are delivered at Deakin Lancaster	
	Indonesia campus.	
EFTSL Value	N/A	
Module Chair	Prana Sudhana	
Module Rules	Pre-requisites: Nil	
	Hurdle requirements: Nil	
Scheduled Learning	Total contact hours per week: 3 hours	
Activities	Lecture hours per week: 2 hours	
	No. of separate lectures per week: 2	
	Seminar/workshop/lab hours per week: 1 seminar	
	No. of separate seminars/workshops/labs per week: 1	
Workload/Study	Students will on average spend 200 hours over the	
Commitment	teaching period undertaking the teaching, learning and assessment activities for this unit.	

This course introduces students to the key aspects of marketing as both scientific discipline and organisational practice.

The course is organized around three themes which serve as a solid foundation for the 2nd year module MKTG227 Marketing Management Essentials. The module aims to support students in the transition towards independent learning, and in the development of a critical and analytical approach to ideas and theories.

Module Learning Outcomes

By the end of this course, you should be able to:

- Appreciate the role of marketing both as the social process of exchange (i.e., goods and services) and as a management function within an organization;
- Critically evaluate and discuss the literature on marketing theories to create coherent and evidence-based arguments;
- Critically evaluate and reflect upon marketing practices through the use of different contexts and examples;
- Communicate ideas and persuasive recommendations to address marketing issues and challenges faced by society and organisations.

Assessment

A1: Essay based examination, 60%

A2: Online MCQ test, 40%

Learning Resources

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

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Estimate your fees

ECON124 Intro to Economics for Managers		
Year	2025-26	
Credits	20	
Enrolment Mode	All modules are delivered at Deakin Lancaster	
	Indonesia campus.	
EFTSL Value	N/A	
Module Chair	Rayenda Brahmana	
Module Rules	Pre-requisites: Nil	
	Hurdle requirements: Nil	
Scheduled Learning	Total contact hours per week: 3 hours	
Activities	Lecture hours per week: 2 hours	
	No. of separate lectures per week: 2	
	Seminar/workshop/lab hours per week: 1 seminar	
	No. of separate seminars/workshops/labs per week: 1	
Workload/Study	Students will on average spend 200 hours over the	
Commitment	teaching period undertaking the teaching, learning and assessment activities for this unit.	

The course covers: Demand, supply and market equilibrium; Elasticity; Government intervention in markets; Utility, indifference curves and budget constraints; Cost and production; Perfect competition; Monopoly; Market failure and externalities; Measuring a nation's well-being; Saving, investment and the financial system; The monetary system; Keynesian economics; Aggregate demand and aggregate supply; Open economy macroeconomics.

Module Learning Outcomes

Students who pass this module should be able to:

- Use appropriate theoretical and analytical tools to facilitate a broad understanding of economics, with particular emphasis on interpreting the behaviour of individuals and firms, the implications of actions by government, and understanding the macroeconomic environment;
- To calculate, solve and interpret relevant quantitative economic problems relating to the behaviour of consumers (e.g., elasticities of demand), firms (e.g., firm cost and revenue data, determining profit-maximising equilibria) and the macroeconomy (e.g. national income);
- Communicate and present complex economic arguments in both oral and written form with clarity and succinctness;
- Plan and manage their time effectively in relation to deadlines while displaying individual initiative and enterprise;

- Conduct individual assignments and perform effectively in a group environment by demonstrating leadership and team-building qualities;
- Work effectively both as an individual and within a team environment, including peergroup learning.

A1: Four 50-60 minute tests, 30% A2: Written examination, 70%

Learning Resources

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

Standard fee information disclaimer

Fees and charges vary depending on the type of fee place you hold, your course, your commencement year, the units you choose to study, and their study discipline or your study load.

Fees are reviewed annually and may be increased to reflect increases in cost of delivery of the programs in line with increases in the consumer price index and to reflect changes required by regulatory, professional, or academic bodies resulting in additional costs. All fees quoted are in Indonesian Rupiah (IDR). Tuition fees do not include textbooks, computer equipment or software, other equipment or costs such as mandatory checks, travel and stationery.

Estimate your fees

MNGT123 Employability and Careers (0) Credits					
Year	2025-26				
Credits	0				
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.				
EFTSL Value	N/A				
Module Chair	Jacy Arquisola				
Module Rules	Pre-requisites: Nil Hurdle requirements: Nil				
Scheduled Learning Activities	Total contact hours per week: 2 hours every second week Lecture hours per week: 2 hours No. of separate lectures per week: 2 Seminar/workshop/lab hours per week: 1 every second week Additional requirements: 1-1 coaching session. 12 per term				
Workload/Study Commitment	Students will on average spend X hours over the teaching period undertaking the teaching, learning and assessment activities for this unit.				

This module will introduce and familiarise students with the different aspects of career planning and development. This module will cover a wide range of topics to help students identify their interests and strengths and align them with potential career paths.

Some key components will include:

- 1. Self-assessment: This is the foundation of any career planning exercise. Students will be introduced to various online tools and assessments that can help them gain insights into their interests, values, strengths and skills. The results of these assessments can help students identify potential career paths that align with their strengths and interests.
- 2. Explore different career options: Students will learn about different career paths, industries and organisations through lectures, career fairs, and employer-led presentations. They can also research various job descriptions and requirements online to learn about the skills and qualifications they need to acquire for their desired career path.
- 3. Building professional skills: Developing essential professional skills like networking (effective use of elevator pitch), CV writing, and job application forms can be important in achieving success in any chosen career path. This module will provide students the opportunity to learn how to write a CV, cover letter, and application form through workshops and other resources made available online.

4. Gain Work Experience: Students will begin to gain real world experience through part-time jobs, job shadowing, project work, and volunteering in their first year. These activities provide opportunities for students to apply their skills and knowledge to a workplace setting, while also developing a professional network for their future career.

Module Learning Outcomes

By the end of this first-year career module, students should have developed a foundational understanding of what they want to achieve in both short term and long term and how to develop the necessary knowledge and skills to achieve these goals. Additionally, students should also have developed critical soft skills needed to succeed in any career path they choose. These outcomes should provide a significant foundation for their future career exploration and development.

This module is aimed at helping students to gain basic knowledge and develop crucial skills needed to navigate and succeed in their future career paths. Some potential learning outcomes for this module may include:

- Demonstrate increased awareness of skills, interests, values and preferences and begin to form clear career preferences through career exploration;
- Goal setting: begin to develop a career planning action plan for the remaining of the university time and to gain experience;
- Understand how to utilise careers information and resources available to them and how to access 121 careers appointments;
- Understand the graduate labour market and start to engage with the career management process;
- Create a graduate style CV and cover letter by using appropriate language and format in preparation for summer internship applications.

Assessment

100% portfolio

A1: CareerEDGE+ assessment and report

A2: Elevator pitch
A3: Graduate style CV

Learning Resources

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Estimate your fees

ENSI102 Intro to Entrepreneurship				
Year	2025-26			
Credits	20			
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.			
EFTSL Value	N/A			
Module Chair	Jacy Arquisola			
Module Rules	Pre-requisites: Nil Hurdle requirements: Nil			
Scheduled Learning	Total contact hours per week: 3			
Activities	Lecture hours per week: 2 No. of separate lectures per week: 2 Seminar/workshop/lab hours per week: 1 hour tutoria			
Workload/Study	Students will on average spend 200 hours over the			
Commitment	teaching period undertaking the teaching, learning an assessment activities for this unit.			

This module covers: Introduction to the concepts of entrepreneurship and innovation, creativity and customer need, understanding value in entrepreneurship, resources for entrepreneurship and innovation, new venture and start-up entrepreneurship, scenario planning and future oriented entrepreneurship, and learning from failure.

Module Learning Outcomes

Students who complete this module should be able:

- To critically discuss the role of entrepreneurs in society and their importance to the economy;
- To apply key techniques in venture creation, such as creativity, opportunity recognition and presentation of business ideas;
- To formulate a coherent and well-founded case to investors to back a new venture or project;
- To understand how appropriate resources to launch new products or a new business can be acquired and mobilised;
- To understanding the nature and challenges of entrepreneurship in different contexts;
- To apply entrepreneurial concepts to different forms of business on a global level;
- To have a deeper appreciation of the various and complex aspects of entrepreneurship;
- To develop self-awareness of what it means to be entrepreneurial, as well as understanding the social and ethical responsibilities which come along with the role;

 To develop an understanding and how entrepreneurial agency and innovation fit with life and career.

Assessment

A1: Case study-based test, 30% A2: Reflective portfolio, 70%

Learning Resources

Library resources to support your learning will mainly be electronic and will be accessed using your DLI IT account login. Specific resources for a module are identified in an electronic reading list (we call them Resource Lists at Lancaster) that is accessed via the Moodle site for this module.

A subject guide will provide guidance on a wider range of resources for your subject area, and you can search for and access all electronic library resources available to you via the OneSearch library search tool. Links to the subject guide and to OneSearch are also available on Moodle sites.

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Estimate your fees

Indonesian National Subjects

Module Content

National modules in Indonesia's tertiary education system refer to core subjects that align with the national education system goals and values, focusing on forming Indonesian citizens grounded in Pancasila (the state philosophy) and national identity.

These requirements are defined by the Ministry of Education in the national curriculum and education policy and are comprised of:

- 1. Religion
- 2. Indonesian language
- 3. Pancasila (Indonesian philosophy)
- 4. Citizenship

Religion provides an overview of a range of faiths, including Islam, Christianity, Buddhism, Hinduism, and Confucius. In this module, you will be grouped according to your defined religious orientation.

Religion: Buddhism, Islamic, Catholic, Hindu, Christian – Indonesian							
National Module	National Module						
Year	2025-26						
Credits	30 credits shared across the four Indonesian National modules of Religion, Indonesian Language, Pancasila (Indonesian philosophy), Citizenship						
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.						
EFTSL Value	N/A						
Module Chair	This module is provided by Telkom University (Bandung)						
Module Rules	National modules must be completed by the end of Year 1 of your course.						
Scheduled Learning Activities	9 sessions x 100 minutes on campus 7 sessions x 100 minutes online via Telkom						
Workload/Study Commitment	6 weeks						

Module Learning Outcomes

MLO	These are the Course/Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Program Learning Outcomes
MLO1	Students are able to fully understand noble characteristics through religious values to foster individuals that are faithful and Godfearing who respect differences	Students are able to apply logical, critical, systematic, and innovative thinking in the context of developing or implementing science and technology while upholding humanitarian values in carrying out duties, based on religion, morality and ethics.
MLO2	Students are able to implement the concept of faith and obedience to God Almighty in their daily lives.	

Buddhism Religion

This course is an effort aiming to foster disciplined and responsible individuals who internalise and adhere to the Dharma of the Buddhist Teachings in their daily lives.

Assessment

Grading and weighting (% total mark for module)								
MLO	MLO Cognitive Participative Semester Semester Weighted Total Knowledge Activity Project 1 2 Project for MLO Quiz Mentoring							
MLO1	10	10	30		50%			
MLO1	10	10		30	50%			
Total per Assessment	20	20	30	30	100%			

Islamic Religion

The Islam Religion course plays a crucial role in fostering intellectual growth, enhancing understanding and practice of Islamic teachings, and developing the character and civility of students. It aims to cultivate individuals who are faithful, pious and possess good morals.

Grading and weighting (% total mark for module)						
	MLO Assignment Cognitive Semester Semester Mentoring Activity Knowledge Project 1 Project 2 (Cognitive Case)					
MLO						
MLO1	7.5	5	25		10	47.5%
MLO2	7.5	10		25	10	52.5%
Total per Assessment	15	15	25	25	20	100%

Catholic Religion

This course discusses the importance of building our awareness and enhancing the capacity of Catholic students to understand the origin, essence and objectives of the life of a dignified human.

Assessment

Grading and weighting (% total mark for module)					
	Cognitive	Project C	Outcomes	Participative Activity	Total
MLO	Cognitive Knowledge Quiz	Semester Project 1	Semester Project 2	Mentoring (Cognitive Case)	
MLO1	10	30		10	50%
MLO2	10		30	10	50%
Total per Assessment	20	30	30	20	100%

Hindu Religion

In this course, students will be able to develop a humanistic personality, possess leadership, qualities for the advancement of human civilisation, adhere to the law, be just, have a creative, innovative, dynamic and excellent work ethic; be healthy and adaptive; have social awareness, be tolerant and have a moderate religious attitude and live in harmony with the environment.

	Total Weight Per MLO (%)					
Cognitive Project Participative Activity Outcomes						Total
MLO	Cognitive Knowledge Quiz	Test	Semester Project	Mentoring (Cognitive Case)	Assignment	
MLO1		30		10	10	50%
MLO2	5		35	10		50%
Total per Assessment	5	30	35	20	10	100%

Christian Religion

Christian Religious Education and Ethics provide the foundation for the lives of Christian students, concerning their worldview including understanding of Who God is, Humanity and Sin, as well as their implications for human life, ethics, personal relationships, family and nationhood.

Assessment

	Total Weight Per MLO (%)					
	Cognitive Project Outcomes Participative Activity					
MLO	Cognitive Knowledge Quiz	Semester Semester Project 1 Project 2		Mentoring (Cognitive Case)		
MLO1	10	30		10	50%	
MLO2	10		30	10	50%	
Total per Assessment	20	30	30	20	100%	

Hurdle Requirements

Although students must pass all four Indonesian National modules, they do not contribute to a student's degree classification. Upon successful completion of the four Indonesian National modules, a Certificate of completion will be conferred by Telkom University.

Indonesian Language – Indonesian National Module				
Year	2025-26			
Credits	30 credits shared across the four Indonesian National modules of Religion, Indonesian Language, Pancasila (Indonesian philosophy), Citizenship			
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.			
EFTSL Value	N/A			
Module Chair	This module is provided by Telkom University (Bandung)			
Module Rules	National modules must be completed by the end of Year 1 of your course.			
Scheduled Learning Activities	9 sessions x 100 minutes on campus 7 sessions x 100 minutes online via Telkom			
Workload/Study Commitment	6 weeks			

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Program Learning Outcomes
MLO1	Students are able to correctly use standard words, terms and spelling as well as construct accurate definitions, sentences and paragraphs in scientific writing.	Students are able to apply logical, critical, systematic, and innovative thinking in the context of developing or implementing science and technology while upholding humanitarian values in carrying out duties, based on religion, morality and ethics.
MLO2	Students are able to formulate topics, create outlines and drafts and apply conventions for scientific writing.	
MLO3	Students are able to write and revise scientific papers, presenting them in clear and accurate language.	

Grading and weighting (% total mark for module)					
	Cognitive	Project Outcomes		Participative Activity	Total
MLO	Cognitive Knowledge Quiz	Semester Semester Project 1 Project 2		Assignments	
MLO1	7.5			7.5	15%
MLO2	15	30			45%
MLO3	15		25		40%
Total per Assessment	37.5	30	25	7.5	100%

Hurdle Requirements

Although students must pass all four Indonesian National modules, they do not contribute to a student's degree classification. Upon successful completion of the four Indonesian National modules, a Certificate of completion will be conferred by Telkom University.

Pancasila (Indonesian philosophy) – Indonesian National Module			
Year	2025-26		
Credits	30 credits shared across the four Indonesian National modules of Religion, Indonesian Language, Pancasila (Indonesian philosophy), Citizenship		
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.		
EFTSL Value	N/A		
Module Chair	This module is provided by Telkom University (Bandung)		
Module Rules	National modules must be completed by the end of Year 1 of your course.		
Scheduled Learning Activities	9 sessions x 100 minutes on campus 7 sessions x 100 minutes online via Telkom		
Workload/Study Commitment	6 weeks		

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Program Learning Outcomes
MLO1	Student are able to explain the urgency of Five Principles (Pancasila) within Historical Context	Students are able to apply logical, critical, systematic, and innovative thinking in the context of developing or implementing science and technology while upholding humanitarian values
MLO2	Students are able to analyse Five Principles (Pancasila) as the country's foundation and ideology	in carrying out duties, based on religion, morality and ethics.
MLO3	Students are able to analyse Five Principles (Pancasila) as a philosophical system, ethics and foundation of knowledge	

Grading and weighting (% total mark for module)				Total Weight Per MLO (%)	
	Cognitive	Project Outcomes		Participative Activity	Total
MLO	Cognitive Knowledge Quiz	Research Project	Social Project	Assignments	
MLO1	5	10		5	20%
MLO2	5	20		5	30%
MLO3	15		30	5	50%
Total per Assessment	25	30	30	15	100%

Hurdle Requirements

Although students must pass all four Indonesian National modules, they do not contribute to a student's degree classification. Upon successful completion of the four Indonesian National modules, a Certificate of completion will be conferred by Telkom University.

Citizenship – Indonesian National Module			
Year	2025-26		
Credits	30 credits shared across the four Indonesian National modules of Religion, Indonesian Language, Pancasila (Indonesian philosophy), Citizenship		
Enrolment Mode	All modules are delivered at Deakin Lancaster Indonesia campus.		
EFTSL Value	N/A		
Module Chair	This module is provided by Telkom University (Bandung)		
Module Rules	National modules must be completed by the end of Year 1 of your course.		
Scheduled Learning Activities	9 sessions x 100 minutes on campus 7 sessions x 100 minutes online via Telkom		
Workload/Study Commitment	6 weeks		

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Program Learning Outcomes
MLO2	Students are able to analyse contextual issues in Civic Education, develop positive attitudes and exhibit behaviours that support national spirit and patriotism. Students are able to analyse contextual issues in Civic Education, develop positive attitudes and exhibit behaviours that support constitutional awareness and diversity.	Students are able to apply logical, critical, systematic, and innovative thinking in the context of developing or implementing science and technology while upholding humanitarian values in carrying out duties, based on religion, morality and ethics.
MLO3	Students are able to analyse contextual issues in Civic	

MLO	These are the Module Learning Outcomes (MLOs) for this module. At the completion of this module, successful students can:	Program Learning Outcomes
	Education, develop positive attitudes and exhibit legal awareness, uphold justice and civility.	

Grading and weighting (% total mark for module)				Total Weight Per MLO (%)	
MLO	Cognitive	Project Outcomes		Participative Activity	Total
	Cognitive Knowledge Quiz	Research Project	Social Project	Assignments	
MLO1	10	12.5		5	27.5%
MLO2	10	12.5		5	27.5%
MLO3	10		30	5	45%
Total per Assessment	30	25	30	15	100%

Hurdle Requirements

Although students must pass all four Indonesian National modules, they do not contribute to a student's degree classification. Upon successful completion of the four Indonesian National modules, a Certificate of completion will be conferred by Telkom University.