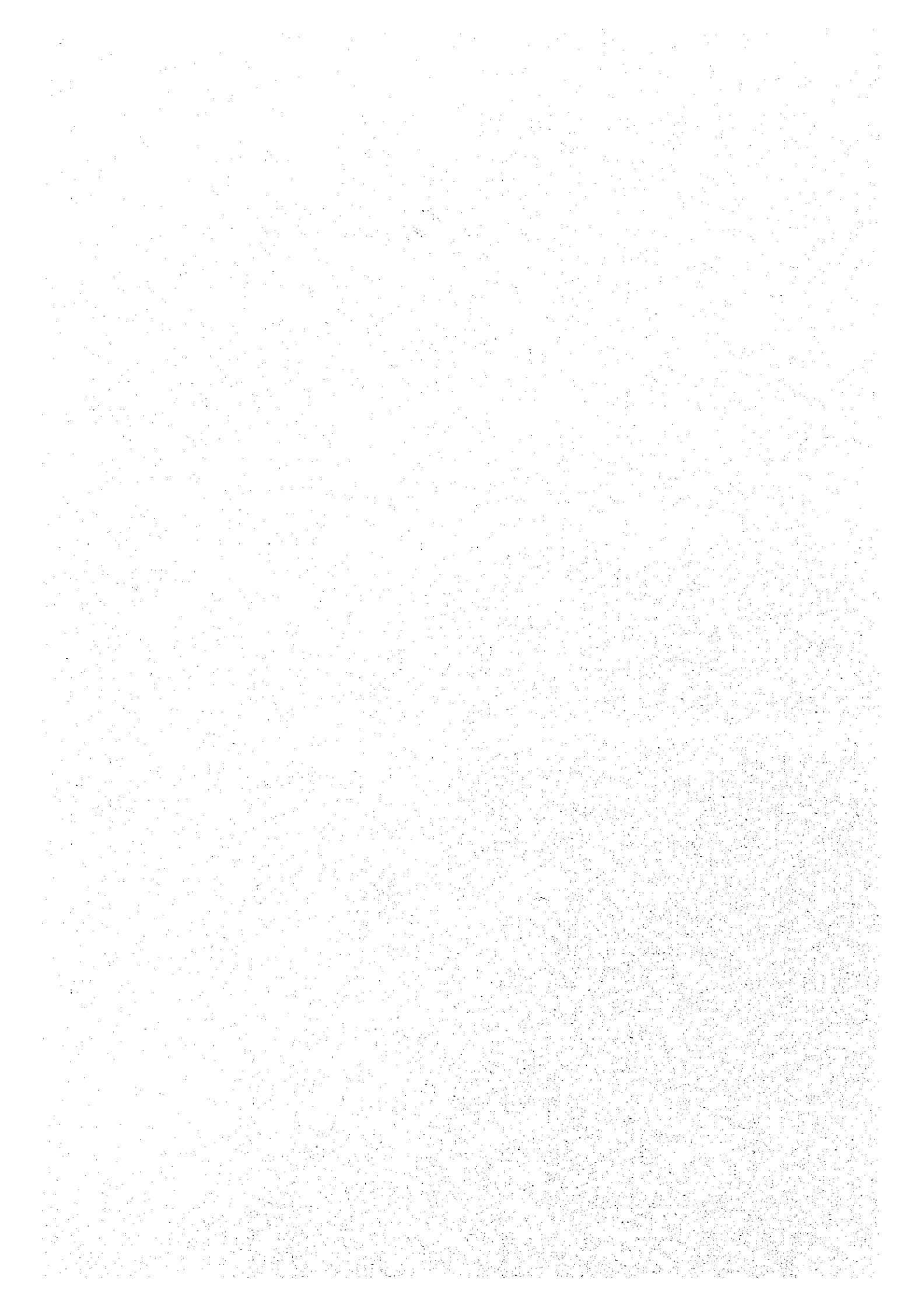


付 属 資 料

1. 面会者一覧

2. 現地収集資料



1. 面会者一覧

(官団員)

在モンゴル日本国大使館

久保田 真司	全権特命大使
藤本 洋	一等書記官
的場 聡司	一等書記官
薬谷 栄	一等書記官、文化広報担当官

JICAモンゴル事務所

四釜 嘉總	所長
江川 敬三	所員

(JICA派遣専門家)

上野 宏	マクロ経済政策 アドバイザー (大蔵省配属)
原 清	中小企業振興専門家 (農牧産業省配属)

(青年海外協力隊員)

江口 久美子	日本語教師 (第23中学校配属)
山下 友子	日本語教師 (モンゴル人文大学配属)
中畑 浩枝	日本語教師 (モンゴル技術大学配属)

合同協議 モンゴル側出席者

第1回 (キックオフ) : 6月29日 (火)

L. ダワージャルガル	対外関係省 対外貿易経済協力局 事務官
L. ナサンボヤン	対外関係省 対外貿易経済協力局 事務官
D. ムンクジャルガル	文部省 政策企画局 局長
Ts. ボルドスフ	モンゴル国立総合大学 副学長
S. ドルゴル	モンゴル国立総合大学 国際関係学部 日本研究学科長

第2回 : 6月30日 (水)

L. ダワージャルガル	対外関係省 対外貿易経済協力局 事務官
E. サラントゴス	対外関係省 政策局 日本担当 事務官
Ts. ガンツォグ	モンゴル国立総合大学 学長
S. ドルゴル	モンゴル国立総合大学 国際関係学部

日本研究学科長

第3回：7月1日（木）

- L. ダワージャルガル 対外関係省 対外貿易経済協力局 事務官
Ts. ガンツォグ モンゴル国立総合大学 学長

第4回（ラップ・アップ）：7月2日（金）

- B. ダワードルジ 対外関係省 対外貿易経済協力局 副局長
M. バーサンジャブ 文部省 政策実施調整局 局長
L. ダワージャルガル 対外関係省 対外貿易経済協力局 事務官
Ts. ガンツォグ モンゴル国立総合大学 学長

モンゴル国立総合大学（大学での面会者）

- Ts. ガンツォグ モンゴル国立総合大学 学長
Ts. ボルドスフ モンゴル国立総合大学 副学長
D. ビャンバー モンゴル国立総合大学 副学長
S. ダワー モンゴル国立総合大学 副学長
B. ソブド モンゴル国立総合大学 経済学部 学部長

日本語教育関係者

- E. サラントゴス 対外関係省 政策局 日本担当 事務官
S. ドルゴル モンゴル国立総合大学 国際関係学部
日本研究学科長 / 日本語教師会会長

他国の文化センター等

USIS

- Tom CARMICHAEL 米国大使館文化担当官を兼務)

USAID

- Bill BIKALES プロジェクト・アドバイザー
John TICHOTSKY 経済成長アドバイザー

ソウル市文化センター

- ナルマンダホ 韓国専門家

ロシア学術文化センター

- Aleksei LAVRENEV 所長／ロシア大使館参事官

フランス文化センター

Nicolas LOUIS

所長／フランス大使館言語・教育担当官
仏語教育専門家

(ビジネス・コース設計)

JICAモンゴル事務所

松本 所長
江川 敬三 職員

(JICA 派遣専門家)

原 清 個別専門家 (中小企業振興)

貿易開発銀行 Trade & Development Bank Худалдаа Хөгжлийн Банк

L.オドバル Л.Удвал 研修担当
サルナイ Сарнай 研修担当

商業ビジネススクール、ビジネス経営コンサルタントセンター

Institute of Commerce and Business, Business and Management Consultancy Center

Худалдаа, Үйлдвэрлэлийн Дээд Сургуулийн Бизнес Менежментийн Зөвлөх Төв
T.オユン センター長 Head

モンゴル科学アカデミー Mongolian Academy of Sciences

Монгол улсын Шинжлэх Ухааны Академи

B.チャドラー Б.Чадраа 所長 President Захирал

モンゴル国立総合大学経済学校

National University of Mongolia School of Economics Studies

Монгол Улсын Их Сургууль Эдийн засгийн сургууль

B.ソブド Б.Сувд 経済学校長 President Захирал
L.ニコライ Л.Николай 経済学校副学校長 Head of Studies Дэд захирал

マナ株式会社 MANA Co.,LTD.

E.オユン Э.Оюун 代表取締役 Director Захирал

同席者：アルタンドル株式会社 ALTANDUL Co.,LTD.

R.バトジャルガル 代表取締役 President

国連開発計画 (UNDP) United Nations Development Programme

Нэгдсэн Үндэстний Байгууллагын Хөгжлийн Хөтөлбөр

Bruno J. Pouezat Deputy Resident Representative Programme Director

Kenta Goto Associate Expert Governance and Economic Transition

Atsushi Yamanaka ICT Officer

対外関係省 Ministry of External Relations Гадаад Харилцааны Яам

L.ナサンボヤン Л. Насанбуян 貿易経済協力局 職員

Foregin Trade and Economic Cooperation Department

Гадаад худалдаа, Эдийн засгийн Хамтын ажиллагааны Газар

モンゴル国立度量衡センター

Mongolian National Center for Standardization and Metrology

Стандаргчилал Хэмжил зүйн Үндэсний Төв

N.バヤルマгнай H. Баярмагнай

所長 Дарга

B.ゲレル B. Гэрэл

Senior officer

B.ブレンジャルガル B. Бүрэнжаргал

International Cooperation officer

TACIS ビジネス開発センター (MBDA)

Mongolian Business Development Agency

Монголын Бизнесийн Хөгжлийн Агентлаг

Rene Schara Senior Advisor / Team Leader Tacis SMEMON 9601

Jurgen Hevert Head Business Development Unit Tacis SMEMON 9601

丸紅商事ウランバートル出張所 Marubeni Ulaanbaatar Liaison Office

片岡 龍二郎

所長 General Manager

農牧産業省 Ministry of Agriculture and Industry

Хөдөө Аж Ахуй Үйлдвэрийн Яам

B.チミドツェレン B. Чимэдцэрэн 政策企画局産業貿易部長

Chief of Industry and Trade Division of Strategic planning,

Unified policy Department

Стратеги төлөвлөлт, нэгдсэн боллогын газрын

Үйлдвэр Худалдааны албаны дарга

伊藤忠商事株式会社ウランバートル事務所 ITOCHU Corporation

豊田 英男

所長 General Manager Ulaanbaatar Liaison Office

市場調査研究所 Market Reserch Institute Зах зээл Судлалын Хүрээлэн

S.ドラム C. Дулам

研究員 Resercher

Mr. バトビレク Батбилэг

Ms. ダワー Даваа

G T Z Small and Medium Size Enterprise Development

Horst R. Ammann Project Co-ordinator

Hans-Joachim Hanusch

モンゴル貿易産業振興会 (MOTRA)

Mongolian Trade & Industry Promotion Agency

Монголын Худалдаа, Аж үйлдвэрийг Хөгжүүлэх Агентлаг

J.ドブトンバルジル Ж. Довтонбалжир

General Manager

D.ミニヤー

Д. Миньяа

東南アジア担当

モンゴルアミカル (モンゴル-アメリカ合弁会社)

MONGOL AMICALE Mongolian American Joint Venture

T. ロブザンドルジ T. Лувсандорж 専務 Executive Director
Mr. バトジャルガル Батжаргал 技術者
Peter Isle 客員技術者

フラワーホテル 長谷部産業株式会社 Flower Hotel HASEBE SANGYO Co., LTD.

鳥海 昌治 取締役 企画部長, 一級建築士

ゴビ カシミア製品製造販売会社 GOBI Co., LTD. Говь Үйлдвэр

Ms. オトゴンツェツェグ Отгонцэнэг 経理担当
Эдийн засагч

モンゴル商工会議所 Mongolian Chamber of Commerce & Industry

Худалдаа, Аж үйлдвэрийн Танхим

T. ヤンサンジャブ Т. Янсанжав 副所長 Vice chairman
S. エンフバト С. Энхбат 日本担当 Senior Executive

住友商事株式会社ウランバートル事務所 Sumitomo Corporation Ulaanbaatar Office

石元 和徳 所長

ボヤン株式会社 カシミア製造販売 BUYAN (Буян) HOLDING Co., LTD.

B. ジャルガルサイハン Б. Жаргалсайхан 代表取締役 General Director

外国投資・貿易庁

The Government of Mongolia Foreign Investment & Foreign Trade Agency

Монгол Улсын Гадаадын Хөрөнгө оруулалт, Гадаад Худалдааны Агентлаг

Sh. ムンガンバト Ш. Мөнгөнбат 副代表 Vice Chairman Орлогч дарга

G & M 皮革加工縫製工業株式会社 G & M Industrial Co., LTD. (ドイツモンゴル合弁)

D. ガルトバートル Д. Галтбаатар 代表取締役 General director

アーサー=アンダーセン コンサルティング会社 Arthur Andersen

Larry Ruddell Director General

モンゴル国政府, UNDP 民営化企業再建プロジェクト

State Property Committee Enterprise Restructuring Project

Монгол улсын Засгийн газар НҮБ-ийн Хөгжлийн Хөтөлбөр

Үйлдвэрийн Газрын Өөрчлөн Байгуулалт Төсөл

Hans Marges Principal Advisor Ерөнхий Зөвлөх

O. バドラル О. Бадрал National project Coordinator

Төслийн үндэсний зохицуулагч

2. 現地収集資料

1. 各企業に対する質問票回答のまとめ
2. モンゴルの大学での標準的なビジネスコース：アジア開発銀行とモンゴルの大学の共同作業
3. 市場調査研究所のビジネスコース
4. マンチェスター大学によるモンゴルの研修ニーズ調査
5. Institute of Commerce and Business 出版物
6. 市場調査研究所「ビジネス教育」シリーズ書籍刊行物リスト

各企業に対する質問票回答のまとめ

(ゴビ、モンゴルアミカル、アルモノ、G&M、モンゴル度量衡センター、
貿易開発銀行、モビコム住友商事、伊藤忠、丸紅ボヤン、マナ計10社)

II 人材開発について

1. 人材開発の予算 有り：7 無し：3

2. 現在行っている研修内容（複数回答、回答数の多い順に）

- | | |
|---------------|-----|
| 1) 国外の本部 | : 7 |
| 2) 政府系研修所 | : 5 |
| 3) OJT | : 4 |
| 4) ビジネススクール | : 4 |
| 5) 国内の本部 | : 4 |
| 6) 工場内 | : 3 |
| 7) 民間研修所 | : 3 |
| 8) 業界の研修所 | : 3 |
| 9) 資格取得への資金援助 | : 3 |
| 10) なし | : 1 |

3. 将来の人材開発に必要な研修内容（複数回答）

- | | |
|---------------|---------------|
| 1) 政府系研修所 | : 8 |
| 2) ビジネススクール | : 7 |
| 3) 民間研修所 | : 4 |
| 4) 国外の本部 | : 4 |
| 5) OJT | : 3 |
| 6) 業界の研修所 | : 3 |
| 7) 資格取得への資金援助 | : 3 |
| 8) 工場内 | : 2 |
| 9) 国内の本部 | : 2 |
| 10) その他 | : 2つ by貿易開発銀行 |

III マネージメント

1. 将来の発展に最も必要な要素を重要度順に2つ（7社のみ回答）
＝度量衡センター欠損。アルモノ、マナは順位つけられず）

1 番重要：8) 1社、9) 2社、10) 1社、11) 2社、14) 1社
2 番目に：1) 2社、3) 1社、7) 1社、8) 1社、12) 1社、14) 1社

- 1) 経営スキルの向上
- 2) 生産技術の向上
- 3) R & D、デザインの強化
- 4) 機械、機器のアップグレード
- 5) 原材料、中間材のアップグレード
- 6) 原材料、中間材の注入時間の向上
- 7) 品質管理、生産管理の向上
- 8) 人材資源の開発（工場労働者）
- 9) 人材開発（管理職）
- 10) 国内市場での販売スキルの強化
- 11) 国外市場での販売スキルの強化
- 12) トップ管理職と中間管理職のコミュニケーション向上
- 13) 中間管理職と工場労働者のコミュニケーション向上
- 14) 中間管理職の人材開発に対する政府の支援
- 15) 生産性と品質向上に対する政府の技術的支援

2. 将来の経営者に必要な専門知識、会社の資金で以下のセミナーに参加させるか？（複数回答、度量衡センター以外全て回答）

- | | | |
|-----------------------|-----|----------|
| 1) 貿易ビジネス実習（1週間のセミナー） | : 7 | |
| 2) 国際ビジネス法（1週間のセミナー） | : 6 | |
| 3) 会計（1週間のセミナー） | : 5 | |
| 4) マーケティング（1週間のセミナー） | : 5 | |
| 5) コンピューター（1週間のセミナー） | : 4 | |
| 6) 統計（1週間のセミナー） | : 2 | |
| 7) その他 | : 1 | by貿易開発銀行 |

Subject: Principles of Marketing
Term: 3rd semester or 4th Semester
Credits: 2
Class hours: 48
Of which: Lectures-32
 Seminars-16
Academic background: Fundamentals of Management, Economics, Trade Management and Technology
Future Prospects: Marketing Management, Marketing Research, Consumer Behavior, Product Management, Service Marketing

Course outline:

- Chapter 1 Principles of Marketing
- Chapter 2 The marketing environment
- Chapter 3 The strategic marketing process
- Chapter 4 Marketing Research and marketing information systems
- Chapter 5 Consumer behavior
- Chapter 6 Organizational market and buyer behavior
- Chapter 7 Market segmentation, targeting, and positioning
- Chapter 8 Managing the product
- Chapter 9 Developing new products, Product life cycle
- Chapter 10 Pricing
- Chapter 11 Marketing Distribution
- Chapter 12 Promotion process
- Chapter 13 International Marketing
- Chapter 14 Marketing of services and Non-profit Organizations
- Chapter 15 Macro marketing

Textbooks:

- Philip Kotler "Basic Marketing"
- Baker M. "The Marketing Book"
- Philip Kotler, Gary Armstrong "Principles of Marketing"
- Peter D. Bennett "Marketing"
- Fred C. Allvine "Basic Marketing and Practices"
- James H. Myers "Marketing"
- Evans G. Derman "Marketing"
- David Merrett "Marketing", 1992.
- D.Dagvadorj "Marketing Research Methodology" 1994
- G. Bizya "Marketing"
- Steward Mayers "Principles of Corporate Finance"

Subject: Marketing Research
Term: 7th Semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32
Academic background: Principles of Management and Marketing, Economic Statistics
Future Prospects: Marketing
Course outline:

- Chapter 1 Introduction to Marketing Research
- Chapter 2 The marketing research process, types of research
- Chapter 3 Methodology of Determination of research objectives
- Chapter 4 Types of research design
- Chapter 5 Experiment Method, its role in marketing research
- Chapter 6 Information marketing research
- Chapter 7 Method of Collecting Information (Observation, Focus Group, Questionnaire, Basic research)
- Chapter 8 Data-collection forms
- Chapter 9 Sampling plan and sample size
- Chapter 10 Sampling, data analyzes
- Chapter 11 Expert evaluation
- Chapter 12 Research report

Textbooks:

- D.Dagvadorj "Methodology of Marketing research" UB 1994
- William R.Diton, Thomas J.Madden Essentials of Marketing Research
- Burns Alvin C.; Bush Ronald F. Marketing Analyzes. Economics and Marketing Center 1996

Subject: International Marketing
Term: 7th Semester
Credits: 3
Class hours: 48
Of which: Lectures-32
 Seminars-16
 Fundamentals of marketing, Marketing management

Academic background: International Business, Sales management, International Civil law
Future Prospects: International Business, Sales management, International Civil law
Course outline:

Chapter 1 Global marketing concepts
 Chapter 2 Economic environment, world trade
 Chapter 3 Economic environment, foreign economy
 Chapter 4 Cultural environment, world population
 Chapter 5 Political and legal environment
 Chapter 6 Global marketing strategy
 Chapter 7 International marketing information system
 Chapter 8 International product policy, the core product and auxiliary product features
 Chapter 9 International product policy, new product
 Chapter 10 Getting products into foreign markets
 Chapter 11 International channels of distribution
 Chapter 12 International promotion, advertising
 Chapter 13 International strategy
 Chapter 14 Marketing international services
 Chapter 15 Organization and administration of international marketing
 Chapter 16 The future of international marketing
Textbooks: Verin Terpstra, Ravi Sarathy International Marketing 1984
 Philip Cateora International Marketing

Subject: Marketing Management
Term: 5, 6th Semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32
 Economics, Principles of Management and Marketing

Academic background: Marketing research, Consumer Behavior, Service Marketing
Future Prospects: Marketing research, Consumer Behavior, Service Marketing
Course outline:

Chapter 1 Marketing manager, Task and Responsibility
 Chapter 2 Strategic Marketing Planning
 Chapter 3 The names of Units of Modern marketing
 Chapter 4 Marketing research and marketing information system
 Chapter 5 The importance of marketing strategy
 Chapter 6 Finding target market opportunities with market segmentation
 Chapter 7 Evaluating opportunities in the changing marketing environment
 Chapter 8 Competitors analyses
 Chapter 9 Consumer Behavior and Organizational Buyers behavior
 Chapter 10 Prediction
 Chapter 11 Marketing concept
 Chapter 12 Product development strategy
 Chapter 13 Planning for different stages of the product life cycle
 Chapter 14 Product and service decisions
 Chapter 15 Pricing decisions
 Chapter 16 Physical distribution decisions
 Chapter 17 Advertising decisions
 Chapter 18 Promotion and sales promotion decisions
 Chapter 19 Sales force management decisions
 Chapter 20 Service and non-profit organizations marketing management
Textbooks: S. Tuvsinzaya Marketing management
 S.M.Sandersohn G.A.Luffman Strategic planning and environmental analysis
 Reed Moyer Strategic Planning for small firm
 John E. Key factors in strategic Planning
 W.David Jones Characteristics of planning in small firms
 D.Dagvadorj Mongolian marketing management
 Graham J.Hooley Generic Marketing Strategy 1992
 B. Wagner The Changing environment for purchasing
 Hakan Hakansson Marketing strategies in industrial markets
 Richard A.Lanciani: The importance of price in international business
 Geal McDonald and Christopher Roberts What you always wanted to know about marketing strategy 1992
 Michael V.Nam, Robert L.Rosiello Managing price, gaining profits 1992

Subject: Principles of management
Term: 3rd, 4th Semester
Credits: 2
Class hours: 48
Of which: Lectures-32
 Seminars-16
 Economics, Communication skills
Academic background: Production management, Marketing management, Organization behavior, Strategic management, Financial management, Financial and managerial accounting
Future Prospects: The organization and managers
 The nature of management, schools of management thought
 The environment of management
 Effective communication
 Managerial decision making, decision aids
 The planning functions
 Strategic planning and implementing planning
 Effective organizing
 Delegation and authority
 Motivation
 The controlling function
 Groups dynamic
 Power and leadership
 B.Batsaihan Fundamentals of management 1998
 M.Mescon Fundamentals of management 1998
 Kathryn M.Bartol, David C.Martin Management
 Kunz H. Management (translation) 1996
 Ts.Tsolimon Managing 1996
 Ts.Adyaa Management 1995
 H.Purovdayya Manager skills

Subject: Organization behavior
Term: 6th, 7th Semester
Credits: 2
Class hours: 48
Of which: Lectures-32
 Seminars-16
 Fundamentals of management, Human resource management
Academic background: Strategic management, International management, Project management
Future Prospects: Individual in the organization
 Individual variables
 Individual differences and work behavior
 Perception and decision making
 Value, attitudes and job satisfactions
 Motivations
 Group behavior
 Leadership, power and authority
 Intergroup behavior and conflict
 Organizational structure
 Human resource management
 Organizational culture
 Stress
 Organizational culture
 Organizational development
 D.Bolormaa Organization behavior
 Stephen P.Robbins Organization behavior
 Vihanskiy, Naumov Management 1996
Course outline:
 Chapter 1
 Chapter 2
 Chapter 3
 Chapter 4
 Chapter 5
 Chapter 6
 Chapter 7
 Chapter 8
 Chapter 9
 Chapter 10
 Chapter 11
 Chapter 12
 Chapter 13
 Chapter 14
 Chapter 15
Textbooks:

Subject: Principles of banking and finance
Term: 3rd Semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32
 Economics

Academic background: Financial management, Corporate finance, Banking management, Bank accounting

Future Prospects:

Course outline:

Financial system

- Financial system and its role
- Money
- Financial intermediation
- Financial Institutions
- Banking system and its reform
- Commercial banks
- Non bank financial institutions
- Monetary survey

Financial markets

- Financial markets and its role
- Stock market
- Money market
- Foreign exchange market
- Derivative market

Money supply and monetary policy

- Money supply
- Money creation
- Money and aggregate economy
- Macroeconomics IS-LM Model
- Monetary policy instruments
- Monetary policy and national economy
- Monitoring money supply
- Inflation

Textbooks:

Dolan E.J., Kempbell N.D. Kempbell R. D. J. Banking and money credit policy
 R.M.Nureev Money, banks and credit policy 1995
 Roger Leroy Miller, Robert W. Pulselli "Modern money and banking"
 "Principles of money and banking"
 Money and banking Peter Howell, Keith Bain
 D.Munhdulam, G.Bali Fundamentals of banking and finance 1998
 Finance and credit: 1996

Subject: Strategic management
Term: 6, 7th Semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32

Academic background: Fundamentals of management, Production management, Organization behavior

Future Prospects: International business, Macro economics management, International marketing

Course outline:

Chapter 1 Introduction to the strategic management

Chapter 2 Strategic decisions: dimensions, formulating

Chapter 3 Requirements to decision effectiveness and quality

Chapter 4 Product life cycle

Chapter 5 Analyzing of strategic decision: programming

Chapter 6 Strategic goals (Objectives) and factors

Chapter 7 Marketing and strategy formulating methods

Chapter 8 Formulating methods of development strategy

Chapter 9 Strategy implementation

Chapter 10 Strategy for multinational forms (Multinational strategy)

Chapter 11 Product quality system: quality and effectiveness benefit

Chapter 12 Prediction and analyzing of technical organizing

Chapter 13 Social and organizational policies of firms

Chapter 14 Strategic planning: components and contents

Textbooks: R.A. Fathudinav, Moscow 1997
 Meskan M.H. Albert M. Hedoury Management 1994
 Corporate strategy and business planning, Royer Bennett, 1996

Subject:	Corporate Finance
Term:	5 th Semester
Credits:	3
Class hours:	64
Of which:	Lectures-32 Seminars-32
Academic background:	Fundamentals of banking and finance, economics, Financial accounting, economic mathematics
Future Prospects:	Financial management, International finance management:
Course outline:	Chapter 1
	Introduction
	<ul style="list-style-type: none"> • Financial environment (Markets, Institutions) • Functions and objectives of the financial manager
Chapter 2	Fundamentals of financial management
	<ul style="list-style-type: none"> • Time value of money • Return • Risk • Securities valuation
Chapter 3	Financial statement analysis
	<ul style="list-style-type: none"> • Basic forms of financial statements • Financial statement analysis
Chapter 4	Financial planning
	<ul style="list-style-type: none"> • Financial planning • Short term financial planning • Profit planning
Chapter 5	Capital budgeting
	<ul style="list-style-type: none"> • Capital budgeting process • Project valuation approaches • Master budget
Chapter 6	Cost of capital
	<ul style="list-style-type: none"> • Determination of cost of capital • Weighted average cost of capital • Weighted marginal cost of capital and investment decision
Chapter 7	Capital structure
	<ul style="list-style-type: none"> • Sources of long term financing • Dividend policy • Tax structure
Chapter 8	Conclusion
Textbooks:	Richard Brealey, Steward Mayers "Principles of corporate finance" T. Maness "Corporate Finance" B. Bujinham "Financial Management" L. Jargal "Financial management"

Subject:	Financial Management
Term:	6 th semester
Credits:	3
Class hours:	64
Of which:	Lectures-32 Seminars-32
Academic background:	Fundamentals of Banking and Finance, Economics, Financial Accounting, Corporate Finance, Economic Mathematics
Future Prospects:	International Finance Management, Investment Management, Risk Management
Course outline:	Introduction to Financial Management
Chapter 1	Capital structures
Chapter 2	<ul style="list-style-type: none"> 1. Types of capital 2. Optimal capital structure, EBIT-EPS Approach
Chapter 3	Long Term Financing
	<ul style="list-style-type: none"> 1. Long term financing 2. Common stock, Dividend Policy 3. Other sources of financing
Chapter 4	Short Term Financing
	<ul style="list-style-type: none"> 1. Working capital financing 2. Cash and Marketable Securities 3. Accounts receivable and inventory management
Chapter 5	Mergers and Acquisitions
Chapter 6	Business Failure and Bankruptcy
Textbooks:	Richard Brealey, Steward Mayers "Principles of Corporate Finance" T. Maness "Corporate Finance" B. Bujinham "Financial Management" L. Jargal "Financial Management"

<p>Subject: Production and operation management Term: 2nd semester Credits: 2 Class hours: 40 Of which: Lectures-24 Seminars-16 Academic background: Basic management, Marketing, Economical mathematics, Mathematical programming Future Prospects: Students will be learn the main knowledge of the production and operations management and performance skills for their lives. Objectives: Production and operations management • Introduction, functions within business organizations, the operations management function, classifying production systems, contemporary issues and problems in production management, productivity, competitiveness, strategy. Decision making process • The decision process, reasons for poor decisions, characteristics of Operation decisions, use the model in decision-making process, quantitative approaches, sensitivity analysis, system approach, priority recognition, decision environments. Decision theory, decision making under certainty, decision making under uncertainty, kind of decisions, expected value perfect information. Forecasting • Demand management, types and characteristics of demand changes, approaches to forecasting, forecasts based on judgement and opinion, forecasts that Use time series data, associative forecasting techniques. Product and service design • Product and service design, the reasons improved product and service design, Computer aided design, life cycle of product, reliability. Quality assurance • Introduction, defining quality, the importance of quality, determinants of quality, evolution of quality control, improving quality, tools for improvement, where in the process to inspect, acceptance sampling, operating characteristics curve, the control process, tolerances control limits and process variability. Process selection and capacity planning • Process selection, production operations matrix, equipment selection, break-event point's analysis, determinants of effective capacity, determinants capacity requirements developing capacity alternatives, evaluating alternatives.</p>	<p>Chapter 7 Location planning • Introduction, the nature and importance of location decisions, steps of location decisions, factors that affect location decisions, trends in location and possible, future strategies, evaluating location alternatives. Chapter 8 Facility layout • The need and objectives of facility layout decisions, basic layout types, product layout, process layout, fixed-position layout, combination layouts, cellular layouts, cellular manufacturing, Group technology, line balancing Chapter 9 Job design • Basic approaches to job design, factors to job design, types of job design. Advantages and disadvantages of job design. Sociotechnical Systems. Methods Analysis. Time standards, work Sampling. Chapter 10 Inventory management • Basic approaches to inventory management, independent and dependent demand, function of inventory, objectives of inventory control, effective inventory management, inventory accounting systems, cost information, classification system. Demand forecast and lead time information cost information. Basic order quantity models, EOM which Noninstantaneous Replenishment, Constant Demand rate and Constant lead time, Variable Demand rates and variable lead time, safety stock single-period model, operations strategy. Chapter 11 Material requirement Planning • Dependent versus independent demand, an overview of MRP, MRP inputs, The inventory records file, MRP processing, MRP outputs, capacity requirements planning, benefits and limitations of MRP, MRP 's development. Chapter 12 Scheduling • Scheduling in high-volume systems, Scheduling intermediate-volume systems, Scheduling in low - volume systems. Sequencing Jobs through two work centers, Scheduling in service systems. Chapter 13 Aggregate planning • Aggregate planning in perspective, planning, demand and capacity, the purpose of aggregate planning strategy, inputs to aggregate planning, choosing a planning strategy, use informal techniques, use mathematical techniques Chapter 14 Just-In-Time Systems • Main idea of Just-In-Time-Systems key elements of JIT Systems, a fixed steady rate of production, low inventories, Small lot sizes, layout, preventive maintains and repair, reliable vendors, Versus Kanban, operations strategy. Chapter 15 Project management</p>
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- The nature of projects, project manager, The pros and cons of working on projects, planning and Scheduling with Gantt Charts, the network diagram, network conventions, determining time estimates, activity-on-hode Diagram, advantages and limitations of PERT.
- Waiting Lines
- Why is there waiting system characteristics, measures of system performance, infinite-source, operation strategy.
1. William J. Stevenson, Production operations management IRWIN Homewood IL, 60430 Boston, MA 02116 1990
 2. Chase, Richard and Nicols Aquilano, Production and operations management
 3. Hill Terry, Manufacturing strategy, Homewood, IL, Richard D IRWIN, 1989
 4. Buffa Elwood S and Geffry G Miller Production and Inventory management Cincinnati: South-Western Publishing 1983
 5. Watson, Hugh J. Computer Simulation in Business, New York: John Wiley and Sons 1988.

Chapter 16

Textbooks:

- Subject: Introduction into Economics
 Term: 1st semester
 Credits: 2
 Class hours: 40
 Of which: Lectures-24
 Seminars-16
- Academic background:
 Future Prospects:
 Objectives:
 To introduce basic economic terms, economic organization and market, to give methodology of economic analysis, and scientific approaches of economics
- Course outline:
 Chapter 1
 Objectives and methodology of Economics
 - Brief history of economics, What is Economics?
 - Macro and micro economics, normative and positive economics
 - Economic law, category, theories and models
 Approaches of Economics
 - Specific characteristic of approaches of economic analysis
 - Observation, assumption, production function
 - How to use, read graph
 - Analysis of marginal
 - Statistic methods, experiment method
- Chapter 2
 Economic organization
 - Households, Firms, Government
 - Market, its types, structure of economic organization
 Consumption and production
 - Needs and consumption, are needs limited?
 - Production and service, Factors of production: land, capital, labor, and managerial skills
 - Scarcity of factors (or Law of scarcity)
- Chapter 3
 Economic systems, regulation mechanism
 - Economics system: purely market economic system, centralizes planning economic system, government regulation market economic system
 - Choice and freedom of businessmen individual interests, its role in the economy
 - Competition, its types and role
- Chapter 4
 Textbooks:
 Paul A. Samuelson, William D. Nordhaus Economics 14th-ed. 1992
 Rodney H. Mabry, Kelley H. Ubrich Introduction to economic principles, 1989
 Камбелл Р. Макконмелль Стенли Л. Брю Экономика: принципы, проблемы их политика. 4.1. М. 1992 г
 Р. Амаржергал, Д. Батжаргал, Ж. Батхуял Эдийн засгийн суурь Ухсаж. УБ. 1993

Chapter 8	Monopolistic competition <ul style="list-style-type: none"> - Characteristics of monopolistic competition, Monopolistic competitors before Entry, Monopolistic competitors after Entry
Chapter 9	Incomes and pricing of factors of production <ul style="list-style-type: none"> - The demand for inputs, Supply of factors of production, Determination of factor prices by supply and demand, Marginal-Productivity theory of Distribution
Chapter 10	The labor Market <ul style="list-style-type: none"> - Wage determination under Perfect demand for labor, Competition, Supply of labor, wage differences across groups
Chapter 11	Impact of imperfect competition on wages <ul style="list-style-type: none"> - Four ways Unions seek to raise Wages, Effects on wages and Employment
Chapter 12	Labor unions and ineffective bargaining <ul style="list-style-type: none"> - Current labor issues, how collective Bargaining works, Government and Collective Bargaining
Chapter 13	Land, natural resources and rent <ul style="list-style-type: none"> - Rent as return to Fixed factors, Rent and costs
Chapter 14	Capital, Interest and Profits <ul style="list-style-type: none"> - Basic concepts, Present Value of assets, Theory of capital
Chapter 15	Markets and Economic efficiency <ul style="list-style-type: none"> - General Equilibrium and the Invisible hand theory, Theory of Welfare
Textbooks:	Paul A. Samuelson and William D. Nordhaus Microeconomics, 14 th edition, 1992 Paul A. Samuelson and William D. Nordhaus Economics, 14 th edition, 1992 McConnell and Brue Microeconomics, 1990 Stephan L. Slavin Introduction to Economics 2 nd edition, 1991

Subject:	Microeconomics I
Term:	2 nd semester
Credits:	3
Class hours:	64
Of which:	Lectures-32 Seminars-32
Academic background:	
Future Prospects:	
Objectives:	To introduce simple economic models of producers and consumers behavior, to give an basic understanding of factor market, its development market structure
Course outline:	
Chapter 1	Basic elements of supply and demand <ul style="list-style-type: none"> - The market mechanism, Analysis of Supply and Demand, Equilibrium of Supply and Demand, Effect on Equilibrium of Shift in Supply and Demand
Chapter 2	Elasticity of Demand and Supply <ul style="list-style-type: none"> - Price elasticity of demand, Elasticity and Revenue, Price elasticity of Supply
Chapter 3	Consumer behavior <ul style="list-style-type: none"> - Choice and Utility theory, Equilibrium condition, The indifference curve, Budget line or Budget Constraint, The Equilibrium Position of Tangency
Chapter 4	Production and analysis of costs <ul style="list-style-type: none"> - Theory of production, short run and long run, total cost, fixed cost, Variable cost, Marginal cost, Opportunity cost
Chapter 5	Perfect competitive market <ul style="list-style-type: none"> - Characteristics of perfect competitive markets, Total, Average and Marginal products, Marginal products and diminishing Returns, Supply behavior of the competitive firm, Summing all firms' Supply curves to get Market Supply
Chapter 6	Monopoly <ul style="list-style-type: none"> - Patterns of Imperfect Competition, Marginal revenue and monopoly - Marginal revenue and price maximum profit for monopoly
Chapter 7	Oligopoly <ul style="list-style-type: none"> - Patterns of imperfect competition, Behavior of large Corporations, Models of Imperfect Competition

Subject: Microeconomics II
Term: 3rd semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32

Academic background:
Future Prospects:
Objectives: To develop previous knowledge of economics and improve students' ability to analyse and evaluate economic situation using modern economic tools

Course outline:

Chapter 1
 Consumer behavior
 - Budget constraint, The budget line, The effects of changes in Income and Price

Chapter 2
 Consumer Preferences
 - Some basic Assumptions indifference curves, Marginal rate of substitution

Chapter 3
 The concept of utility
 - Utility functions and Indifference curves
 - Marginal utility, Consumer choice

Chapter 4
 Individual demand
 - Effect of income changes-an inferior, Good Income and substitution effects-normal good, Upward-sloping demand curve, The Giffen good

Chapter 5
 Slutsky equation
 - Income effect, Substitution effect

Chapter 6
 Market demand
 - The price elasticity of demand, Point and Arc elasticity of demand

Chapter 7
 Choice under uncertainty
 - Reducing risk, Diversification, Insurance, and The value of Information Demand for risky assets

Chapter 8
 Production
 - The technology of production, Isoquants, Production with one variable input, production with two variable inputs

Chapter 9
 The cost of production
 - Cost functions, Cost minimization, cost in short-run, Cost in long-run

Chapter 10 Profit maximization
 - Profit, Profit maximization in the short-run, Choosing factors for profit maximization, short and long run of production

Chapter 11 The analysis of competitive market
 - Firm and market supply in the short run, firm and market supply in the long run

Chapter 12 Monopoly
 - A rule of Thumb for pricing, Monopoly power, The social costs of Monopoly power, Monopsony

Chapter 13 Oligopoly
 - The Cournot model, Reaction curves and Cournot equilibrium, The Stackelberg model, Price competition

Chapter 14 Competition versus collusion
 - The Prisoner's Dilemma, Price Leadership

Chapter 15 Game theory and competitive strategy
 - Economics of risk and Uncertainty, Game theory
 - Gaming and Strategic Decisions, Dominant strategies, The Nash Equilibrium Concept, Bargaining strategy

Chapter 16 Investment time and capital markets
 - Present Discounted value, the value of a Bond, The Net Present value Criterion for capital investment Decisions

Textbooks:

1. Hal R. Varian
 Intermediate Microeconomics 3rd-ed. 1995.
 ISBN: pub
2. R. Pyndick and D. Haidler
 Introduction to Microeconomics 4th-ed. 1995.
 ISBN: pub
3. W. Nicholson
4. Basic principles and extensions 6th-ed. 1995. The Dryden Press

Subject: Macroeconomics I
Term: 3rd semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32

Academic background:
Future Prospects:
Objectives: To introduce and describe the main concepts and key problems of Macroeconomic activities such as unemployment, inflation and income growth

Course outline:

Chapter 1

Introduction

- Results of macroeconomic activity
- Production, income and expenditure
- Price level and inflation
- Output and economic growth
- Unemployment
- AD, AS model

Chapter 2

Measuring the value of economic activity

- GNP
- National income
- GNP and expenditure
- National income and personal income

Chapter 3

Aggregate demand and consumption, investment

- Circular flow
- Consumption, investment
- Aggregate demand
- Equilibrium output
- Multiplier

Chapter 4

Money and banking system

- Money
- History of money
- Modern banking system

Chapter 5

Money supply and fed

- Monetary policy
- Balance of Fed
- Fed and money supply
- Goldstandard

Chapter 6

Budget, Fiscal Policy and aggregate demand

- Role of Government in the economic activity
- Government Debt
- Fiscal policy and Budget debt
- Actives in fiscal policy

Chapter 7

The demand of money

Chapter 8

The aggregate supply and Aggregate demand

- Components of money stock
- Equilibrium of money stock
- Purchasing power
- Nominal interest rate
- Real interest rate
- Price level and aggregate demand
- Aggregate supply in short run
- The Keynesian aggregate supply curve
- Output and price in short run

Chapter 9

Unemployment and wage rate

- Economic fluctuation
- Labor market
- Aggregate supply and process of adaptation
- AS in short run
- AS in long run

Chapter 10

Unemployment

- Definition of unemployment
- Type of unemployment
- Okun's law
- The duration of unemployment

Chapter 11

Inflation

- Money and price level
- Phillips curve
- The quantity theory of money
- Social cost of inflation

Chapter 12

Economic growth

- Sources of growth
- Technological progress
- Policies to promote economic growth

Chapter 13

The international trade and balance of payments

- The structure of international trade
- Comparative advantage and the gains from trade
- Trade policy
- Protection
- GATT

Chapter 14

Exchange rate and International Financial market

- Gold standard
- Exchange rate
- Freely floatin rate
- Fixed rate
- Purchasing power parity
- EMS

Textbooks:

1. Dornbush Fischer Macro economics
2. Samuelson Nordhaus Macro economics
3. Robert B.Hall John B.Taylor Macroeconomics

Subject: Macroeconomics II
Term: 3rd semester
Credits: 3
Class hours: 64
Of which: Lectures-32
 Seminars-32

Academic background:
Future Prospects:
Objectives: To explain economic events and to devise policies to improve economic performance

Course outline:

Chapter 1

The science of Macroeconomics

- Why study Macroeconomics
- How economists think

Chapter 2

The data of Macroeconomics

- Measuring the value of economic activity: Gross Domestic product
- Measuring the cost of living: The consumer price index
- Measuring Joblessness: The Unemployment rate

Chapter 3

National income: its production, distribution and allocation

- The production of goods and services
- Distributing National income to the factors of production
- The demand for goods and services
- Equilibrium and the interest rate

Chapter 4

Economic growth

- The accumulation of capital
- The Golden rule level of capital
- Population growth
- Technological progress
- Policies to promote growth

Chapter 5

Unemployment

- Job loss, Job finding and the natural rate of Unemployment
- Job search and Frictional unemployment
- Real-wage rigidity and wait unemployment
- Patterns of unemployment

Chapter 6

Money and inflation

- What is money?
- The quantity theory of money
- Seigniorage: the revenue from printing money
- Inflation and interest rates
- The nominal interest rate and the demand for money
- The social costs of inflation
- Hyperinflation

Chapter 7

The open economy

- The international flows of capital and goods
- Saving and investment in a small open economy
- Exchange rate

Chapter 8

Introduction to Economic fluctuations

- How the short run differ
- Aggregate demand
- Aggregate supply
- Stabilization policy

Chapter 9

Aggregate demand I

- The goods market and the IS curve
- The money market and LM curve

Chapter 10

Aggregate demand II

- Explaining Fluctuations with the IS-LM model
- IS-LM as a theory of aggregate demand
- The great depression

Chapter 11

Aggregate demand in the open economy

- The Mundell-Fleming model
- The small open economy under floating exchange rates
- The small open economy under Fixed exchange rates
- Interest-rate differentials
- Should exchange rates be floating or fixed
- The Mundell-Fleming model with a changing price level

Chapter 12

Aggregate supply

- Four models of aggregate supply

Chapter 13

The macroeconomic policy debate

- Inflation, Unemployment, and the Phillips curve
- Should policy be active or passive?
- Should policy be conducted by rule or by discretion?

Chapter 14

Recent developments in the theory of economic fluctuations

- The theory of the real business cycles
- New Keynesian economics

Textbooks:

1. N. Gregory Mankiw, *Macroeconomics* (in mongolian/Advanced macroeconomics)
2. Lipsey
3. Romer
4. C.I.Jones: *Introduction to Economic growth, 1996*

Subject: Development economics
 Term: 5th semester
 Credits: 4
 Class hours: 80
 Of which: Lectures-48
 Seminars-32

Academic background:

Future Prospects:

Objectives:

The course familiarise students with models which are used to analyse the process of structural transformation and growth in developing countries. It also introduces students to some theoretical and empirical aspects of basic policy issues facing developing countries. The second part of the course looks at developing countries in the international economy and analyses policy issues concerning the balance of payments. Applying theories and concepts to the Mongolian economy. At the end of the course, the issues of transition economies will be discussed.

Course outline:

Chapter 1

Economic development and dimensions of development

- What is 'development' and how do we measure it?
- Less developing countries (LDCs) and their characteristics.

Chapter 2

Stages of development and capital accumulation

- The historic patterns and linear stages approach to growth and the role of capital accumulation.

Chapter 3

'Economic dualism'

- The Lewis model of and structural transformation in LDCs: Inter national migration; links between agriculture and industry; capital accumulation, income distribution.

Chapter 4

Application and limitations of dualistic models of structural transformation.

- The predictions and limitations of dualistic models of structural transformation.

Chapter 5

The neoclassical approach to development

- Production function approach and factors of transformation in developing countries.

Chapter 6

Income distribution

- Patterns of income distribution and the links between growth and income distribution.

Chapter 7

Basic needs development strategies

- Development strategies to combine growth with income redistribution, employment and meeting of basic needs.

Chapter 8

The links between international trade and development

- International trade as an engine of growth for LDCs

Chapter 9

Education and development

- Education and human capital, some economic and social problems facing LDCs.

Chapter 10

The agricultural sector in LDCs

- Output trends, technological change, pricing and marketing policies.

Chapter 11

Inward-looking industrialisation strategies

- Import substituting industrialization (ISI): objectives, constraints and impact.

Chapter 12

Export orientated industrialisation strategies

- Export orientated manufacturing as an engine of economic growth.

Chapter 13

Agricultural and industrialisation strategies in Mongolia

- Mongolian traditional agriculture, technological change and industrialisation strategies.

Chapter 14

Balance of payments problems and policies

- LDCs in the international monetary system: balance of payments trends. Policy responses to balance of payments crisis and the role of devaluation.

Chapter 15

Foreign aid for development and the LDCs debt crisis

- The impact of aid on economic growth. The debt crisis: causes, consequences; possible solutions.

Chapter 16

Macroeconomic reform programs in LDCs, the impact of Macroeconomic reform programs

- World Bank (WB) structural adjustment programs and International Monetary Fund (IMF) stabilisation programs in LDCs. The effects of structural adjustment and stabilisation in LDCs.

Chapter 17

Macroeconomic reform programs in Mongolia

- Balance of payment, foreign aid for development in Mongolia, programs of WB and IMF in Mongolia.

Chapter 18

The transition process in East-European and Russian Federation Countries

- The former economic system of these countries and its crisis, the transition process to market economy, the result of the process.

Chapter 19

Economic reform in China and Vietnam

- The reform processes, their specific features, results and trends.

Chapter 20

South-East Asian newly Industrialised Countries (SEANIC) economy

- The economic policies run in these countries, their results, ongoing economic crisis, its causes and trend.

Textbooks:

Todaro, M.(1994). "Economic development" 5th ed., Longman.

(To1)

- Colman, D., Nixon F. (1994), "Economic of Change in Less Developed Countries" 3rd ed, Harvester Wheatsheaf. (GN)
 Thirlwall, A.P. (1994), "Growth and Development" Fifth edition, Macmillan (Th) Gillis, M.Percus, D.Roemer, M. and Shodgrass, D. (1992), "Economic of Development" 3rd ed, W.W.Norton and Company. (GPRS)
 Todaro, M. (ed) (1983), "The Struggle for Economic Development" 5th ed, Oxford University Press. (To2),
 Crow, B. and Thorpe, M. (1988), "Survival and change in the Third World" Polity Press. (CT)

<p>Subject: International economics Term: 4th semester Credits: 4 Class hours: 80 Of which: Lectures-48 Seminars-32</p> <p>Academic background: Future Prospects: Objectives:</p> <p>Course outline: Chapter 1</p> <p>Part I Chapter 2</p> <p>Chapter 3</p> <p>Chapter 4</p> <p>Chapter 5</p> <p>Chapter 6</p> <p>Chapter 7</p>	<p>to introduce theory of international trade, monetary relations, growth, disturbances, capital movements, and balance of payments, international macroeconomic policy.</p> <p>Introduction</p> <ul style="list-style-type: none"> - What is international Economics about? <p>International trade theory Labor productivity and Comparative advantage the Ricardian Model</p> <ul style="list-style-type: none"> - The concept of comparative advantage - A one fact economy - Trade in a one factor world <p>Specific factors and Income distribute</p> <ul style="list-style-type: none"> - The specific factors model - International trade in the specific factors model - Income distribution and the Gains from trade <p>Resources and trade. The Heckscher- Online model</p> <ul style="list-style-type: none"> - A model of Two-factor economy. - Effects of international trade between Two-Factor Economy - Empirical evidence on the Heckscher-Online Model <p>The standard trade model</p> <ul style="list-style-type: none"> - A standard model of a trading economy - Economic growth - A shift of the RS curve - International transfers of Income: shifting the RD curve - Tariffs and Export subsidies <p>Economics of scale, imperfect competition and international trade</p> <ul style="list-style-type: none"> - Economics of scale and international trade - Economics of scale and market structure - The theory of imperfect competition - Monopolistic competition and trade - Dumping - The theory of external Economy external Economics and International trade <p>International factor movement</p>
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- A long run exchange rate model based on PPP
- Empirical evidence on PPP and the law of one PP
- Explaining the problems with PPP
- Beyond purchasing power Parity
- A general model of long exchange rates
- International interest rate Differences and the real exchange rate

Chapter 16

- Output and the exchange rate in short run
- Determinants of aggregate demand in an Op Economy
- The equation of aggregate demand
- How output is determined in the short run
- Output market equilibrium in the short run
- The DD schedule

Chapter 17

- Fixed exchange rates and Foreignexchange Intervention
- Fixed exchange rates
- Central bank Intervention and the money supply
- How the central bank fixes the exchange rate
- Balance of payments crises and capital Fligy
- Managed floating and sterilized intervention
- Reserve currencies in the World Monetary System
- The Gold standard

Part IV.

Chapter 18

- The international monetary system
- Macroeconomic policy goals in an open economy (1870)
- International Macroeconomic policy under the gold standard (1870-1914)
- The interwar years (1918-1939)
- The breton woods system and the international monetary Fund
- Internal and External balance under the Bretton woods system
- Analyzing policy options under the Bretton Woods system
- Worldwide inflation and the Transition to Floating rates

Chapter 19

- Macroeconomic policy and Coordination, under Floating exchange Rate
- The case for floating exchange rates
- The case against Floating exchange rates
- Two country model of Macroeconomic interdependence under a Floating rate

- International labor mobility
- International borrowing and Lending
- Direct foreign Investment and Multinational firms

Part II

Chapter 8

- The Instruments of trade policy
- Basic Tariff analysis
- Costs and benefits of a Tariff
- Other Instruments of trade policy
- The effects of trade policy

Chapter 9

- The Political economy of trade policy
- The case for free trade
- National welfare Arguments Against free trade
- Income distribution and trade policy

Chapter 10

- Trade policy in developing countries
- Import
- Substituting Industrialization
- Problems of the dual economy
- Export-Oriented industrialization

Chapter 11

- Strategic trade policies in advanced Country
- Do Nations compete?
- Sophisticated arguments for strategic trade policy

Part III

Chapter 12

- Exchange rates and open-economy
- National Income Accounting and the Balance of Payments
- The National income accounts
- National income Accounts for the open economy

Chapter 13

- Exchange rates and the foreign exchange market: An asset approach
- Exchange rates and International Transactions
- The foreign exchange market
- The demand for foreign currency assets
- Equilibrium in the foreign exchange market
- Interest rates
- Expectation and Equilibrium

Chapter 14

- Money, interest rates, and exchange rates
- Money defined: a brief review, the demand for money in individuals aggregate money demand
- The equilibrium interest rate the interaction of money supply and demand
- The money supply and the exchange rate in the short run
- Money the price level and the exchange rate in the long run

Chapter 15

- Price levels and the exchange rate in the long run
- The Law of one price
- Purchasing power par

Subject:	Public finance
Term:	4 th Semester
Credits:	3
Class hours:	64
Of which:	Lectures-32 Seminars-32
Academic background:	
Future Prospects:	
Objectives:	To introduce the role and function of government in a market Economy, tax and taxation and expenditure policies
Course outline:	
Chapter 1	<ul style="list-style-type: none"> - Basic of public finance <ul style="list-style-type: none"> - Economic theories of government economic role - Public sector in the hole economic system - Specific of Mongolian public sector - Social and economic factors of government
Chapter 2	<ul style="list-style-type: none"> - Theory of public Expenditure <ul style="list-style-type: none"> - Public choice - Public production - Effect of externality
Chapter 3	<ul style="list-style-type: none"> - Fiscal policy <ul style="list-style-type: none"> - Expenditure policy - Analysis of expenditure and Social wealth - National defense - Social insurance - Education - Tasks of good welfare and redistribution of income
Chapter 4	<ul style="list-style-type: none"> - Principles of taxation <ul style="list-style-type: none"> - Basic of taxation - Tax-payer and tax burden distribution - Tax and economic efficiency /consumption/ - Taxation and economic efficiency - Optimal taxation
Chapter 5	<ul style="list-style-type: none"> - Other problems of Finance <ul style="list-style-type: none"> - Fiscal Federalism - Budget debt, economic growth and stabilization - Local budget expenditure and tax
Textbooks:	

Chapter 20	<ul style="list-style-type: none"> - The Global capital Market, Performance and policy problems - The International capital market and the Global from trade - International Banking and International capital market - Eurodollars and other Eurocurrencies - Regulating international banking
Chapter 21	<ul style="list-style-type: none"> - Developing countries: Debt stabilization and reform <ul style="list-style-type: none"> - Income and wealth in the world economy - Macroeconomic Features of Developing countries - Developing country Borrowing and Debt - Developing country Borrowing in Historical Perspective - The Developing country Debt crisis of the 1980-s trying to Tame inflation in the developing world - International Economics <ul style="list-style-type: none"> - Paul R.Krugman 4-th 1997. - Maurice Obstfeld - Peter B.Kenen - Theory and policy - The International Economic 1998
Textbooks:	

Subject:	Business law I, II
Term:	2 nd , 3 rd semester
Credits:	2, 2
Class hours:	48, 48
Of which:	Lectures 32 Seminars 16
Academic background:	
Future Prospects:	
Objectives:	
Course outline:	
Part I	Introduction to the Business Law, Foundation of Civil law, Introductory Fundamentals to Rule of law and the World Legal System
Chapter 1	The Civil code of Mongolia and subject of business relation: persons, legal personality, the state as a subject of business relation.
Chapter 2	Law of property: Types and guarantee of ownership of property Introduction to the law of contracts: General concepts of Law of contracts and the classification of contracts.
Chapter 3	• Void contracts, its legal operation
Chapter 4	• Voidable, Quasi contracts, its legal operation
Chapter 5	Formation of the contract: offer and acceptance • General view of law of obligation: the terms of the contract. • Performance of the contract. • Remedies for breach of contracts. Warranties. • Grounds for excuse for nonperformances or substitute performance.
Chapter 6	Tort and protection of consumer rights
Chapter 7	Different types of the contracts/transactions: Insurance, Rent, loan etc.
Part II	Business organization, Commercial law, Bankruptcy.
Chapter 8	Forms of business organization and their legal regulation. • Single entrepreneur • Criticities for selection of legal form of business activities • Formation a general partnership. Rights and duties of partners • Nature and formation a limited partnership • Forms of companies. Effect of memorandum and articles. • Company limited by shares: share capital, management and administration • Company limited by stock: rights and duties of members

Chapter 9	• Nature of cooperatives Insolvency law • Proceeding Claims of creditors. • Business reorganization versus liquidation Commercial law Legal regulation of commercial accounting International trade law as a part of the international private law. Conflict of law. Types of international business transactions and their specifics International trade organizations International sale of goods. Terms of contracts for international sale INCOTERMS-90 Contracts for international carriage of goods Forms of marketing organization in abroad: distribution rights for sale of goods, franchising, transfer of license etc. Agency and commercial agency Forming the joint venture Settlement of the international disputes by arbitration and court. Commercial papers Law of labour Labour contract law • Contract of employment and its forming. Termination of contract • Hours of work and rest periods. Labour protection • Remuneration of labour • Settlement of labour dispute • Labour discipline and types of penalties • Employee liability Collective labour: • Law of Trade-Unions • Collective bargaining Төрийн мэдээлэл Л.Дугэржав, Бизнесийн эрх зүй, 1998 Т.Мөнхжаргал, Иргэний эрх зүй, 1997 Т.Мөнхжаргал, Бизнесийн эрх зүй, 1992 Irwin, Business Law, 1996 Fundamentals of Legal environment of Business М.М.Болунаевский, Международная частное право, 1994 Davidson D., Knowles B., Forsythe L., Jesspersen R., Comprehensive business Law, 1984
Part III	
Chapter 10	
Chapter 11	
Chapter 12	
Chapter 13	
Chapter 14	
Chapter 15	
Chapter 16	
Chapter 17	
Chapter 18	
Chapter 19	
Chapter 20	
Chapter 21	
Part IV	
Chapter 22	
Chapter 23	
Chapter 24	
Textbooks:	

FACULTY

The faculty consists of researchers of the *Market Research Institute* and practitioners of business and foreign trade institutions and entities.

MARKET RESEARCH INSTITUTE

ASSESSMENT OF STUDENT'S KNOWLEDGE

After each course the students have to take a written exam and get 2 - 5 point marks for it. The graduates who pass all exams and maintain the final report successfully are given the *Certificate of Foreign Trade and Business Training Center*.

PROSPECT

The Center is expected to upgrade to a Foreign Trade Academy as a graduate school and specialize in foreign trade, international business and marketing. At present the Center is a institutional member of an International Association of Foreign Trade Training Organizations and Association (Secretary location: United Kingdom). At present the Center is applying for B level accreditation of an international business qualification, thus can be reorganized at international level.

FOREIGN TRADE & BUSINESS TRAINING CENTER

MARKET RESEARCH INSTITUTE

STATE PROPERTY BLDG. 1

211238 ULAANBAATAR - 38. MONGOLIA

TEL: 327472, 324258, 310759 FAX: (976-1) 323597

Email: zzeel@magicnet.mn

INTRODUCTION TO THE TRAINING CENTER

There is an increasing demand for the training among the new business community of Mongolia requiring the practical and new approach to the overall training process. It is getting very important in the context of transitional economy of Mongolia, especially in the foreign trade practice.

In order to match this vital requirement the Market Research Institute established the Foreign Trade & Business Training Center in 1994. Totally about 180 trainees completed courses during last 4 academic years. In addition to one year foreign trade management training, there are short-term intensive courses and seminars on business management & marketing designed for trading and manufacturing companies.

TRAINING OBJECTIVES

The training offers trainees the opportunity to learn:

- basic and business English;
- basic methods of managerial skills, including foreign trade techniques and international marketing and market researches;
- ability to make project evaluation and investment appraisal in practice
- SME management techniques and abilities

DURATION AND PHASES OF THE TRAINING PROGRAM

- One-year course consists of three phases
- the first phase: (September-December) is to provide or update the basic knowledge of trainees
 - the second phase: (January-March) is to train in the field of techniques of foreign trade
 - the third phase: (April-May) is learn the essential methods and knowledge of project evaluation and planning
 - the final (May - June): during this stage the trainees must have a practice in a company, prepare a final report on a chosen topic and take the final examinations.

Majors of first phase:

- Basic English
- Microeconomics
- International Economics
- Basics of Marketing
- Computer skills

- Principles of Accounting
- Statistics of Foreign Trade

The major subject in the second phase is Techniques of Foreign Trade, along with a few other followings:

- Business English
- Business Law
- Foreign Trade Contract, Negotiations and International Practice
- Foreign Trade Documentation
- Foreign Trade Financing
- Transportation and Freight Forwarding
- Customs Practice & Law
- Export Pricing and Costing

In the third phase the trainees learn basic methods of the evaluations of business opportunities and working out business techniques and strategies, their implementation using the knowledge gained in the previous phases.

- Project evaluation methods
- Product and sector's market researches
- Export market research
- "Guest Lecture" on foreign trade and business practice by business practitioners

In the final phase each trainee has to make a study on the selected topic and be involved in the training at chosen enterprise in order to prepare the final report for certificate. They also pass the final examinations on English language proficiency and foreign trade techniques and practice.

TRAINING METHODS AND APPROACH

The traditional and new methods such as lecturing, discussions with explanation and teaching hint, debates, case study, practical work etc. are used in the training process.

During the training, the trainees have an access to MRI's computer facility and special library. There is also an opportunity during the course that the trainees have personal and business relations between themselves and learn from each other.

Distance learning option for the province businessmen was newly introduced in 1996.

市場調査研究所 貿易ビジネス研修センター
研修カリキュラム

	科目名	授業時間
1.	英語基礎	140
2.	ビジネス英語	164
3.	コンピューター	60
4.	経済基礎	50
5.	マーケティング基礎	30
6.	ビジネスマナー	14
7.	ビジネス統計	30
8.	会計基礎	30
9.	世界経済	40
10.	国際貿易法	40
11.	貿易手法	50
12.	輸出マーケティング	30
13.	業界マーケティング	50
14.	輸出コスト、価格のしくみ	20
15.	貿易信用状	6
16.	国際貿易の資金調達	44
17.	事業計画作成術、経済基盤と評価	44
18.	輸入マネージメント	20
19.	経営基礎	30
20.	国際的な契約	10
21.	情報、電子機器販売	10
22.	国際展示会、見本市	10
23.	関税	20
24.	企業家客員教授による特別授業	30
25.	事業計画管理	10
26.	特許、商標	10
	合計	992



Undergraduate Studies in Business in the Faculty of Economic and Social Studies

Students entering the Faculty of Economic and Social Studies can study aspects of business in several ways. The BA(Econ) allows students to specialise in Accounting - UCAS Course Code N420 or Finance - UCAS Course Code N300 as single areas of study or as joint areas of specialism. In addition, Business Studies - UCAS Course Code N120 can be taken as a single specialist area of study or jointly with other areas, with Accounting, Finance and Economic Studies as particularly appropriate areas for combination.

The Faculty has two specialist degrees which are related to business, the BA (Accounting and Business Information Systems - UCAS Course Code N4G5) and the BA (International Business, Finance and Economics - UCAS Course Code Y620). The BA (Accounting and Business Information Systems) has been established for some years and combines aspects of accounting and management with the study of computing and information systems. This degree is offered jointly by the Faculty's School of Accounting and Finance and the Department of Computer Science in the Faculty of Science. The BA (International Business, Finance and Economics) will receive its first intake of students in September 1999. This new specialist business degree is distinctive in having a significant social sciences basis but will have a strong focus of core modules in business and management studies and provide generous opportunities for specialisation in aspects of business and management. The degree emphasises the links between business and management and economics, sociology, government and the other social sciences.

The Faculty is linked to the Manchester Federal School of Business and Management through two of its departments, the School of Accounting and Finance and the Faculty's research centre in Science and Technology. The Federal School also comprises the Manchester Business School within the University and the Manchester School of Management at UMIST. The combination of the international reputation of the Faculty in teaching and research in the social sciences, and the expertise and distinctive approaches to business and management education found in the Federal School of Business and Management will produce business teaching and learning which is of high quality and innovative.

The business studies degree programmes within the Faculty provide not only theoretical and practical knowledge and understanding relevant to a career in business but are also rich in transferable personal, management, and analytical skills. Emphasis is placed upon the understanding of theory and its application to the solution of practical business problems. Students will be encouraged through self-study and group work to learn by doing and, through small group work, to develop both personal and management skills. The excellent reputation which the Faculty has with employers ensures that graduates from the business studies degree programmes will be well-regarded.

Telephone 0161 275 4748/4470
Fax 0161 275 4751
Email Amanda.Grimshaw@man.ac.uk

MONGOLIAN COMPANIES NEED MOST:

- **Training on Management**
- **Master of Business Administration**
- **Management Consultation**
- **Reengineering of organizations**
- **Micro Business: Ideas, business plan, finance**
- **Accounting and Management Information/Reporting System**
- **Marketing (International)**
- **Business Management Strategy and Planning**
- **Small Business Management**
- **Total Quality Management**
- **ISO9000**
- **ISO14000**
- **Manufacturing Management**
- **Project Ideas**
- **Project Evaluation**
- **Feasibility Study**
- **Target Audience: Executives, Middle Management, Workers**

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ХУДАЛДААНД БАЙГАА НОМЫН ЖАГСААЛТ**

	Номын нэр	үнэ /төгрөгөөр/
1	Арилжааны банкны удирдлага, зохион байгуулалт	5750
2	Арилжааны банкны удирдлага, онол арга зүй	6500
3	Баарын үйлчилгээ	790
4	Бизнесийн алтан судар	2500
5	Бизнесийн статистик	4000
6	Зах зээлийн эдийн засгийн онол практикийн үндэс	3500
7	Зочид буудал	3000
8	Маркетинг-зах зээлд хөтлөх түлхүүр ухаан	2750
9	Маркетингийн тайлбар толь	5000
10	Маркетингийн төлөвлөгөө боловсруулах аргачлал	1000
11	Менежмент	4500
12	Математик эдийн засаг	4000
13	Микро эдийн засаг	1500
14	Монгол үндэстний хоол	1650
15	Монгол улсын санхүүгийн албаны түүх	11500
16	Монголын маркетингийн менежмент	5750
17	Нарийн боов гурилан бүтээгдэхүүний жор, технологи	1150
18	Нягтлан бодогч нарт тусламж	2500
19	Нягтлан бодох бүртгэлийн үндэс	1000
20	Нягтлан бодох бүртгэлийн дансны харилцааны лавлах	6500
21	Нягтлан бодох онолын үндэс	600
22	Орчин үеийн банк, банкны үйл ажиллагаа	4000
23	Олон улсын аялал жуулчлал	2000
24	Санхүүгийн бүртгэл хөтөлж тайлан бэлтгэх арга зүй	3300
25	Харилцааны сэтгэл судлал, соёл	1150
26	Удирдахуйн үндэс	3000
27	Үйлдвэрлэлийн функцийн онол ба хэрэглээ	1500
28	Татварын онол, арга зүйн зарим асуудлууд	3200
29	Шинэ зууны бодлого, зорилт /Ерөнхийлөгч/	6000
30	Шинэчлэгдсэн нягтлан бодох бүртгэл	3000
31	Худалдааны технологи	3450
32	Хөрөнгө оруулалтыг амжилтанд хүргэх арга зам /гарын авлага/	490
33	Эдийн засгийн сэтгэлгээний түүх	1900
34	Эдийн засгийн ухаан I боть	6500
35	Эдийн засгийн ухаан II боть	9000

Манайхаас ном худалдан авсанд тань баярлалаа.

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	Номын нэр	үнэ /төгрөгөөр/
1	Арилжааны банкны удирдлага, зохион байгуулалт	商業銀行の経営、組織 5750
2	Арилжааны банкны удирдлага, онол арга зүй	商業銀行の経営理論 6500
3	Баарын үйлчилгээ	バーのサービス 790
4	Бизнесийн алтан судар	ビジネス金の経典 2500
5	Бизнесийн статистик	ビジネス統計 4000
6	Зах зээлийн эдийн засгийн онол практикийн үндэс	市場経済の理論実務基礎 3500
7	Зочид буудал	ホテル 3000
8	Маркетинг-зах зээлд хөтлөх түлхүүр ухаан	マーケティング-市場への鍵 2750
9	Маркетингийн тайлбар толь	マーケティング解説事典 5000
10	Маркетингийн төлөвлөгөө боловсруулах аргачлал	マーケティング計画作成の方法 1000
11	Менежмент	マネージメント 4500
12	Математик эдийн засаг	数学経済 4000
13	Микро эдийн засаг	ミクロ経済 1500
14	Монгол үндэстний хоол	モンゴル料理 1650
15	Монгол улсын санхүүгийн албаны түүх	モンゴル国の財務の歴史 11500
16	Монголын маркетингийн менежмент	モンゴルのマーケティングのマネージメント 5750
17	Нарийн боов гурилан бүтээгдэхүүний жор, технологи	製菓食品の技術 1150
18	Нягтлан бодогч нарт тусламж	会計士参考書 2500
19	Нягтлан бодох бүртгэлийн үндэс	会計基礎 1000
20	Нягтлан бодох бүртгэлийн дансны харилцааны лавлах	会計(口座・簿記)関係確認書 5500
21	Нягтлан бодох онолын үндэс	会計理論基礎 600
22	Орчин үеийн банк, банкны үйл ажиллагаа	現代の銀行、銀行の活動 4000
23	Олон улсын аялал жуулчлал	International Tourism 2000
24	Санхүүгийн бүртгэл хөтөлж тайлан бэлтгэх арга зүй	財務会計と財務報告書作成の方法 3300
25	Харилцааны сэтгэл судлал, соёл	コミュニケーションの心理・マナー 1150
26	Удирдахуйн үндэс	経営(?)の基礎 3000
27	Үйлдвэрлэлийн функцийн онол ба хэрэглээ	製造業の理論と消費 1500
28	Татварын онол, арга зүйн зарим асуудлууд	税金の理論、方法の諸問題 3200
29	Шинэ зууны бодлого, зорилт /Ерөнхийлөгч/	新しい世紀の政策、目標(大統領) 6000
30	Шинэчлэгдсэн нягтлан бодох бүртгэл	新しい会計(改定された会計) 3000
31	Худалдааны технологи	販売テクニック 3450
32	Хөрөнгө оруулалтыг амжилтанд хүргэх арга зам /гарын/	投資の有効活用の方法(ハンドブック) 490
33	Эдийн засгийн сэтгэлгээний түүх	経済の考え方の歴史 1900
34	Эдийн засгийн ухаан I боть	経済学第1巻 6500
35	Эдийн засгийн ухаан II боть	経済学第2巻 9000

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1 Арилжааны банкны удирдлага, зохион байгуулалт	5750
2 Арилжааны банкны удирдлага, онол арга зүй	6500
3 Баарын үйлчилгээ	790
4 Бизнесийн алтан судар	2500
5 Бизнесийн статистик	4000
6 Зах зээлийн эдийн засгийн онол практикийн үндэс	3500
7 Зочид буудал	3000
8 Маркетинг-зах зээлд хөтлөх түлхүүр ухаан	2750
9 Маркетингийн тайлбар толь	5000
10 Маркетингийн төлөвлөгөө боловсруулах аргачлал	1000
11 Менежмент	4500
12 Математик эдийн засаг	4000
13 Микро эдийн засаг	1500
14 Монгол үндэстний хоол	1650
15 Монгол улсын санхүүгийн албаны түүх	11500
16 Монголын маркетингийн менежмент	5750
17 Нарийн боов гурилан бүтээгдэхүүний жор, технологи	1150
18 Нягтлан бодогч нарт тусламж	2500
19 Нягтлан бодох бүртгэлийн үндэс	1000
20 Нягтлан бодох бүртгэлийн дансны харилцааны лавлах	5500
21 Нягтлан бодох онолын үндэс	600
22 Орчин үеийн банк, банкны үйл ажиллагаа	4000
23 Олон улсын аялал жуулчлал	2000
24 Санхүүгийн бүртгэл хөтөлж тайлан бэлтгэх арга зүй	3300
25 Харилцааны сэтгэл судлал, соёл	1150
26 Удирдахуйн үндэс	3000
27 Үйлдвэрлэлийн функцийн онол ба хэрэглээ	1500
28 Татварын онол, арга зүйн зарим асуудлууд	3200
29 Шинэ зууны бодлого, зорилт /Ерөнхийлөгч/	6000
30 Шинэчлэгдсэн нягтлан бодох бүртгэл	3000
31 Худалдааны технологи	3450
32 Хөрөнгө оруулалтыг амжилтанд хүргэх арга зам /гарын авлага/	490
33 Эдийн засгийн сэтгэлгээний түүх	1900
34 Эдийн засгийн ухаан I боть	6500
35 Эдийн засгийн ухаан II боть	9000

Манайхаас ном худалдан авсанд тань баярлалаа.

市場調査研究所「ビジネス教育」シリーズ書籍刊行物リスト

(値段=略しました/訳者)

1. ビジネス経営者と になるための自己開発 実務アドバイス
2. ホテル経営
3. やさしいマーケティング
4. これにはこんな理由がある (青少年のための市場経済教科書)
5. 小売業、飲食業マーケティング
6. 銀行マーケティングの教科書
7. いかにより効果的な契約を結ぶか?
8. ビジネス経営者のためのハンドブック (経営)
9. ビジネス経営者のためのハンドブック (財務、投資、マーケティング)
10. 貿易の支払い計算 (教科書)
11. ビジネス組織マネジメント
12. 輸出マーケティングと外国市場で成功するための基本条件
13. 中小企業のプロジェクト作成、評価についての完全ハンドブック
14. ビジネス計画作成の詳しいアドバイス
15. 合弁会社、外国資本会社、企業について
16. 銀行融資の保証とリスク戦略
17. 銀行とどうつきあうか?
18. 世界市場にいかにより進出するか?
19. 東南アジア市場にいかにより進出するか?
- 20.
21. 販売-財務 英語-モンゴル語辞典
22. 初心者のための経済、財務英語の教科書
23. マーケティングの用語、概念解説事典
24. ホテル従業員のための英語教科書
25. ビジネス ビジネス文書作成のアドバイス
26. 貿易家、輸入業者のための完全事典
27. 企業形態、会社の占める位置、権利調整の特徴
28. 国際貿易の調整についてのビジネス事典
29. 契約についてと契約書見本
30. 素人のための経理
31. ビジネス活動での流通輸送業者利用についてのアドバイス
- 32.
33. 展示会、見本市のマーケティング、マネジメント
34. 市場の総括作成の方法
35. 宣伝活動で何に注意するか?
36. ビジネス経営者のためのミニ事典No 1
37. ビジネス経営者のためのミニ事典No 2
38. ビジネス経営者のためのミニ事典No 3

- 39. 中小事業プロジェクトの評価、分析方法
- 40. 民営化、証券市場
- 41.
- 42. インフレ期における財務管理
- 43. リスク管理

上記リストは以下で注文を承ります。

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