

## FEE STRUCTURE

Programs	Semesters				Total
	First	Second	Third	Fourth	
MBA*	148225	105875	105875	105875	465850
MBA GLM	223850	163350	163350	163350	713900
MBA IT*	193600	121000	121000	121000	556600
MBA FC*	148225	96250	96250	96250	465850

\* Above mentioned fees are exclusive of GRP fee.

MASTER OF BUSINESS ADMINISTRATION (MBA)

MASTER OF BUSINESS ADMINISTRATION IN GLOBAL LEADERSHIP AND MANAGEMENT (MBA GLM)

MASTER OF BUSINESS ADMINISTRATION IN INFORMATION TECHNOLOGY (MBA IT)

MASTER OF BUSINESS ADMINISTRATION IN FINANCE AND CONTROL (MBA FC)



For further information, please contact  
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**TRIBHUVAN  
 UNIVERSITY**  
 SCHOOL OF MANAGEMENT



MASTER OF BUSINESS ADMINISTRATION (MBA)

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## INTRODUCTION

Welcome to the School of Management at Tribhuvan University (SOMTU), a premier institution dedicated to fostering excellence in management education. With a strong emphasis on student-centered learning, international perspectives, and industry alignment, SOMTU stands out as a top business school in Nepal.

Established in 2012 as an autonomous institution under the esteemed Faculty of Management, Tribhuvan University, SOMTU has consistently delivered high-quality education to nurture holistic, socially responsible, and capable professionals. Our mission is to develop individuals who not only meet the demands of today's organizations but also possess the entrepreneurial mindset to create and grow their own ventures.

At SOMTU, we believe in providing our students with a comprehensive learning experience that extends beyond the confines of the classroom. Through a diverse range of learning methods, including business simulation field immersion, industry visits, interactions with industry experts, participation in seminars, and engaging case studies, we ensure that our students are well-equipped to succeed as they transition from campus to the next stage of their careers.

Our flagship programs, the full-time Master of Business Administration (MBA), Master of Business Administration in Global Leadership and Management (MBA GLM), Master of Business Administration in Information Technology (MBA IT), and Master of Business Administration in Finance and Control (MBA FC) are rigorous two-year courses designed to provide the students with the knowledge, skills, and practical experiences necessary to thrive in the dynamic world of business in their respective areas. With a curriculum encompassing course works, practicum, internships, and research projects, our MBA programs offer a well-rounded education that prepares you for the challenges and opportunities of the business landscape.

Join us at SOMTU and unlock your potential as a management professional or entrepreneur. Explore new horizons, gain invaluable industry insights, and develop the leadership qualities that will set you apart. Discover a student-centered culture of excellence, an international perspective, and the support of a dedicated faculty and staff who are committed to your success.

Your journey towards a successful and fulfilling career starts here at SOMTU. We invite you to be a part of our vibrant community and embrace the opportunities that await you. Together, let us shape the future of management education and make a positive impact in Nepal and beyond.



## ACADEMIC PROGRAMS OFFERED AT SOMTU

SOMTU offers a wide range of academic programs designed to equip students with the skills and knowledge necessary for success in today's dynamic business world.

### MASTER OF BUSINESS ADMINISTRATION (MBA)

The **Master of Business Administration (MBA)** is a two-year program with four semesters of six months each, has been designed to be implemented by Tribhuvan University School of Management (SOMTU) on a full time basis. The MBA program, is tailored for individuals seeking a holistic understanding of business management. This program offers a comprehensive curriculum that covers essential concentration of human resource management and leadership, marketing, finance entrepreneurship and Innovation and Management Science. It aims to develop well-rounded leaders who can navigate the complexities of the corporate landscape with confidence and expertise.

The program's focus is to develop managerial and entrepreneurial capabilities of students through the curricular and co-curricular activities.

The objective of the program focuses to:

- Prepare professional managers for the business and non-business sectors.
- Develop entrepreneurs capable of evaluating risks and taking challenges in the emerging Global Business Environment.
- Inculcate knowledge, skill, and attitude in students so that they become scientifically approached, result oriented, and socially responsive management professionals

#### *Student intake*

The program is designed for a class size of 40 students. The batch will be taken twice in a year.

#### *Eligibility*

The minimum qualification to apply for the program is a minimum Bachelor's Degree with a minimum of CGPA scores of 2 or 45 percentage.



### Semester course cycle

The courses offered in each semester in MBA program as follows:

#### SEMESTER I

Course code	Subjects	Credit Hours
MBA 501	Communication and Critical Thinking for Managers	2
MBA 502	Statistics for Manager	3
MBA 503	Economic Analysis for Business Decisions	2
MBA 504	OB, Leadership and Ethics	2
MBA 505	Financial Reporting and Control	2
MBA 506	Marketing Strategies and Plan	2
MBA 507	Principles and Emerging Issues in Management: Seminar	1
MBA 508	Managerial Communication - Practicum	1
<b>Total</b>		<b>15</b>

#### SEMESTER II

Course code	Subjects	Credit Hours
MBA 509	Business Analytics	2
MBA 510	Accounting for Manager	2
MBA 511	Entrepreneurial Manager	2
MBA 512	Management Information System	2
MBA 513	Managing People	2
MBA 514	Financial Management	3
MBA 515	Business and Corporate Laws	2
MBA 516	Field Immersion	1
<b>Total</b>		<b>16</b>

#### SEMESTER III

Course code	Subjects	Credit Hours
MBA517	Business Research Methodology	2
MBA 518	Operations and Technology Management	2
MBA 519	Business Environment Analysis	2
MBA 520	Concentration I	2
	Elective I	2
MBA 590	Experiential Learning (Internship)	3
MBA 521	Digital Finance: Practicum	1
MBA 522	Digital Marketing: Practicum	1
<b>Total</b>		<b>15</b>

#### SEMESTER IV

Course code	Subjects	Credit Hours
MBA 523	Strategic Management	2
MBA 524	International Economy and Business	2
	Concentration II	2
	Elective II	2
MBA 525	Business Simulation: Practicum	1
MBA 591	Graduate Research Project	3
MBA 526	Doing Business in Nepal: Practicum	1
MBA 527	Creating sustainable business plan: Seminar	1
<b>Total</b>		<b>14</b>

#### Concentration courses

Human Resource Management and Leadership

Course code	Human Resource Management and leadership	Credit Hours
MBAHL 581	Knowledge Management and Learning Organization	2
MBAHL 582	Leadership for Business Negotiation	2
MBAHL 583	Strategic Human Resource Management	2
MBAIIL 584	Human Resource Analytics and Audit	2
MBAIIL 585	International Human Resource Management	2

Marketing

Course code	Marketing	Credit Hours
MBAM 581	Consumer Behavior Analysis	2
MBAM 582	Advertising and Promotion Management	2
MBAM 583	Applied Marketing Research and Analytics	2
MIBAM 584	Strategic Brand and Retail Management	2
MBAM 585	Service Marketing Strategies	2

Finance

Course code	Finance	Credit Hours
MBAF 581	Investment Analysis and Portfolio Management	2
MBAF 582	Global Financial Markets	2
MBAF 583	Investment Banking	2
MBAF 584	Corporate Financing Decisions	2
MBAF 585	Stochastic Financial Modeling	2
MBAF 586	Capital Markets and Behavioral Finance	2
MBAF 587	Microfinance	2
MBAF 588	Financial Derivatives, Futures and Options	2
MBAF 589	Financial Institutions and Markets	2

### Entrepreneurship and Innovation

Course code	Entrepreneurship and Innovation	Credit Hours
MBAEI 581	Sustainable Business Management	2
MBAEI 582	Design Thinking and Innovation	2
MBAEI 583	Entrepreneurial Finance	2
MBAEI 584	Social Entrepreneurship	2
MBAEI 585	Managing Innovations	2

### Management Science

Course code	Management Science	Credit Hours
MBAMS 581	Yield Management	2
MBAMS 582	Multi-Criteria Decision Making	2
MBAMS 583	Econometrics	2
MBAMS 584	Machine Learning	2
MBAMS 585	Big Data	2

### Electives

MBAE 651	Ethical Leadership Management	2
MBAE 652	Bank Management	2
MBAE 653	Insurance and Risk Management	2
MBAE 654	Real Estate Management	2
MBAE 655	Rural Business and Agribusiness	2
MBAE 656	Managing Organizational Change, Development and Crisis	2
MBAE 657	Microfinance and Entrepreneurship	2
MBAE 658	Rural Marketing and Agribusiness	2
MBAE 659	Industrial Relations	2
MBAE 660	Performance Management and Competency Mapping	2
MBAE 661	Project Management	2
MBAE 662	Taxation planning and business decisions	2



### MASTER OF BUSINESS ADMINISTRATION IN GLOBAL LEADERSHIP AND MANAGEMENT (MBA GLM)

**Master of Business Administration in Global Leadership and Management (MBA GLM)** program is designed specifically for the aspirant to become a global leader of sustainable business. This program hones the leadership skills, cross-cultural competencies, and strategic thinking abilities towards global leadership and sustainable business. With a global perspective, students will be prepared to navigate diverse business environments and drive success on an international scale. The MBA in Global Leadership and Management program seeks to develop professional skills in students needed to successfully lead an organization in a global environment. This program strives both to deepen knowledge in applied business administration and develop management and leadership skills relevant for international business careers.

This program focuses to global leadership, cross-cultural skills, and strategic thinking for sustainable company. Students will be equipped to succeed globally in varied business situations with a global perspective. This degree enhances practical business administration knowledge and develops international company management, leadership abilities, especially social entrepreneurship alongside the core academic curriculum. Graduates will be ready to lead social entrepreneurship, international nonprofits, lead multinational corporations, multilateral agencies. They learn how to succeed in multicultural groups at home and abroad as well. SOMTU collaborates with Handong Global University (HGU), Republic of Korea to deliver this program.

The objective of the program focuses to:

- Prepare dedicated leaders for the economic and social development of Nepal with global (global-local) perspectives;
- Develop self-motivated and competent leaders equipped with capacity to construct balanced and sustainable development in the global context; and
- Inculcate creative and transformative leadership skill and attitude with problem solving capabilities.

#### Student intake

The program is designed for a class size of 25 students. The batch will be taken once in a year.

#### Eligibility

The minimum qualification to apply for the program is minimum Bachelor's Degree with a minimum of CGPA score of 2 or 45 percent.



### Semester course cycle

The courses offered in each semester in MBA GLM program as follows:

#### SEMESTER I

Course code	Subjects	Credit Hours
GLM 535	Managerial Communications	2
GLM 536	Marketing Analysis and Research	2
GLM 537	Business Statistics and Analytics	3
GLM 538	Social Issues, Innovation and Enterprises	2
GLM 503	Foundations on Global Leadership and Management	2
GLM 539	Seminar on Social Entrepreneurship	1
PRJ 701	Intensive Project Camp I	3
<b>Total</b>		<b>15</b>

#### SEMESTER II

Course code	Subjects	Credit Hours
GLM 540	Global Managerial Economics	2
GLM 541	Accounting for Manager	2
GLM 513	Cross-Cultural Management	2
GLM 542	Organisational Behaviour	2
GLM 534	Management of Sustainable Development	2
GLM 504	Seminar on Contemporary Issues in Global Management	2
GLM 543	E-Marketing (Practicum)	1
PRJ 702	Intensive Project Camp II	3
<b>Total</b>		<b>16</b>

#### SEMESTER III

Course code	Subjects	Credit Hours
GLM 544	Global Business Environment	2
GLM 545	Global Business Ethics	2
GLM 546	Financial Planning (Practicum)	2
GLM 547	Financial Management	2
GLM 448	International Human Resources Management	2
GLM 549	Contemporary Law for Entrepreneurs (Practicum)	2
PRJ 703	Intensive Project Camp III	3
<b>Total</b>		<b>15</b>

#### SEMESTER IV

Course code	Subjects	Credit Hours
GLM 531	Global Strategy and Leadership	3
GLM 532	International Supply Chain Management	2
GLM 550	Social Enterprises Development Report (Field Based Study)	2
PRJ 704	Intensive Project Camp IV	3
	Electives (Any two)	2+2
<b>Total</b>		<b>14</b>

### Electives

Course code	Subjects	Credit Hours
GLME 631	Negotiation Skills for Global Managers	2
GLME 632	Economy Diplomacy	2
GLME 633	International Financial Crisis Management	2
GLME 634	International Marketing Research	2
GLME 635	Foreign Direct Investment and Emerging Markets	2
GLME 636	Managing Natural Resources	2
GLME 637	Agro-Business Management	2
GLME 638	Management of Cooperatives	2
GLME 639	Management of Events, Exhibitions and Fairs	2
GLME 640	Management of Civil Organisations	2
GLME 641	Start-up Business Management	2



### MASTER OF BUSINESS ADMINISTRATION IN INFORMATION TECHNOLOGY (MBA IT)

For those interested in the intersection of business and information technology, we offer the **Master of Business Administration in Information Technology (MBA IT)**. This program equips students with a unique skill set that combines business acumen with a deep understanding of IT systems and their strategic applications. Graduates of this program are prepared to lead and innovate in the rapidly evolving technology-driven business. The graduates will be prepared for leadership positions in IT and online businesses, becoming IT entrepreneurs, and heading IT department in organizations that use information and communications technology.

The objective of the program focuses to:

- Prepare dedicated IT business leaders for the development of Nepal with global perspectives;
- Develop self-motivated and competent IT entrepreneurs, equipped with capacity to launch their own sustainable IT and online businesses;
- Build skillful manpower with problem solving, and software and applications developing capabilities; and
- Produce IT managers with people skills who can successfully manage IT professionals with great understanding.

#### Student intake

The program is designed for a small class size of 33 students. Students intake will be once a year.

### Eligibility

The minimum qualification required to apply to this program is a minimum Bachelor's Degree in information management, computer application, information technology, computer and information systems, or equivalent, and engineering in any subject area with a minimum CGPA score of 2 or 45 percent in the annual system.

### Semester course cycle

The courses offered in each semester in MBA IT program as follows:

#### SEMESTER I

Course code	Subjects	Credit Hours
MBAIT 501	Management Process and Organisational Behaviour	3
MBAIT 502	Managerial Economics	3
MBAIT 503	Managerial Communication	2
MBAIT 504	Financial and management accounting	2
MBAIT 505	Programming Language	3
MBAIT 506	IT Applications in Business	2
<b>Total</b>		<b>15</b>

#### SEMESTER II

Course code	Subjects	Credit Hours
MBAIT 507	Human Resource Management	2
MBAIT 508	Market Analysis and Strategy	2
MBAIT 509	Financial Management	2
MBAIT 510	Quantitative Techniques for Decision Making	2
MBAIT 511	Software Design and Development	3
MBAIT 512	Big Data and Business Analytics	3
MBAIT 513	Operation Management	2
<b>Total</b>		<b>16</b>

#### SEMESTER III

Course code	Subjects	Credit Hours
MBAIT 514	Business Research Methodology	2
MBAIT 515	Business Environment and Strategic Management	3
MBAIT 516	E-Commerce and Digital Marketing	3
MBAIT 517	Information Security	2
	Elective I	3
MBAIT 590	Experiential Learning (internship)	3
<b>Total</b>		<b>16</b>

#### SEMESTER IV

Course code	Subjects	Credit Hours
MBAIT 518	Business Ethics, Corporate Social Responsibility & Corporate Governance	2
MBAIT 519	Enterprise Cloud Computing	3
MBAIT 520	IT Project Management	2
MBAIT 591	Graduate Research Project	3
	Elective II	3
<b>Total</b>		<b>13</b>

#### Electives

Code	Elective Courses	Credit Hours
MBAITE 575	Artificial Intelligence in Business	3
MBAITE 576	Business Intelligence	3
MBAITE 577	Data Warehousing, Data Mining and Visualization	3
MBAITE 578	Machine Learning	3
MBAITE 579	Information Systems Audit	3
MBAITE 580	IT Entrepreneurship and Innovation	3
MBAITE 581	Web Technology	3
MBAITE 582	Deep Learning	3
MBAITE 583	Corporate Knowledge management	3
MBAITE 584	Software Quality control and assurance	3



#### MASTER OF BUSINESS ADMINISTRATION IN FINANCE AND CONTROL (MBA FC)

Master of Business Administration in Finance and Control (MBA FC), catering to individuals with a keen interest in financial management. The program is designed to develop professional skills based on theoretical foundations among students who are especially required in the effective management of financial resources in financial and non-financial organizations. This program strives both to provide knowledge in core management and applied finance and develop controlling skills relevant to finance and control careers in financial and non-financial organizations. This program focuses on the principles of finance, investment strategies, risk management, and financial control, enabling students to make informed decisions and optimize financial performance in organizations across various industries. The students would have expertise needed to lead treasury departments effectively and deal with financial and control issues in organizations.

The overall objective of MBA FC program is to develop students capable of managing corporate organizations with a special focus in the areas of finance and control.



#### Student intake

The program is designed for a class size of 40 students. The batch will be taken once in a year.

#### Eligibility

The minimum qualification to apply for the program is minimum Bachelor's Degree with a minimum of CGPA score of 2 or 45 percent.

#### Semester course cycle

The courses offered in each semester in MBA FC program as follows:

##### SEMESTER I

Course code	Subjects	Credit Hours
MBAFC 501	Business and financial economics	3
MBAFC 502	Business statistics and data analytics	3
MBAFC 503	Financial accounting and control	2
MBAFC 504	Organizational behaviour and leadership	2
MBAFC 505	Marketing management	2
MBAFC 506	Business communication	2
MBAFC 507	Business communication and professional development practicum	1
<b>Total</b>		<b>15</b>

##### SEMESTER II

Course code	Subjects	Credit Hours
MBAFC 508	Financial management and policies	3
MBAFC 509	Corporate financial analysis, planning and control	2
MBAFC 510	Human resource management	2
MBAFC 511	Management and financial information system	2
MBAFC 512	Financial regulatory system	2
MBAFC 513	Corporate taxation & auditing	3
MBAFC 514	Capital market and investment management	2
<b>Total</b>		<b>16</b>

##### SEMESTER III

Course code	Subjects	Credit Hours
MBAFC 515	Business research methodology	2
MBAFC 516	Innovation and new venture creation	2
MBAFC 517	International business and global financial markets	2
MBAFC 518	Independent study in finance and control	1
MBAFC 519	Contemporary issues in finance (Seminar)	1
MBAFC 590	Experiential learning: Internship	3
	Elective I	2
	Elective II	2
<b>Total</b>		<b>15</b>

##### SEMESTER IV

Course code	Subjects	Credit Hours
MBAFC 520	Financial econometrics	2
MBAFC 521	Business environment and strategic management	2
MBAFC 522	Advance corporate finance	2
MBAFC 591	Graduate research project	3
MBAFC 523	Business simulation practicum	1
	Elective III	2
	Elective IV	2
<b>Total</b>		<b>14</b>

#### Electives

Code	Elective Courses	Credit Hours
MBAFC 551	Cooperatives management	2
MBAFC 552	Financial and Capital Markets	2
MBAFC 553	Financial derivatives	2
MBAFC 554	Financial Institutions and Markets	2
MBAFC 555	Financial management in Corporate Restructuring	2
MBAFC 556	Infrastructure and Project Finance	2
MBAFC 557	Investment Decisions and Behavioral Finance	2
MBAFC 558	Management of Banks and Financial Institutions	2
MBAFC 559	Portfolio Analysis	2
MBAFC 560	Project analysis and financing	2
MBAFC 561	Public Private Partnership (PPP): Structuring and Financing	2
MBAFC 562	Risk and Insurance management	2
MBAFC 563	Social banking and Microfinance	2
MBAFC 564	Sustainable finance	2

## FOCUSED ACTIVITIES

### Field Immersion

The MBA, MBA GLM, MBA FC, and MBA IT student are involved in field based project work in which students in second semester visits various organisations and places for a week. The main purpose of such visit is to enhance the contextual intelligence of students. Students will get opportunity to understand the local business environment and develop their ability to work in diverse team for management and innovation.

### Industrial tour

The students in MBA, MBA FC, and MBA IT are taken for industrial tour either in or outside Kathmandu valley for exposing them to the real operations of Nepalese organisations and different aspects of their management including finance and control. All the third semester students are required to take part and submit reports of their industry visits. The SOMTU will bear lodging and transportation costs for the industrial tour and all other costs will have to be borne by students themselves.

### Experiential Learning (Internship)

Students in MBA, MBA GLM, MBA FC, and MBA IT at the end of the third Semester shall be assigned to organizations for practical exposure and business orientations. The period of internship shall be of ten weeks. At the end of the internship, the student shall prepare a report on the prescribed format and present it in a seminar organized by the School.

### International study tour for MBA GLM program

MBA GLM Students are required to undertake an international study tour in a South-Asian or South-East Asian country to gain an international exposure. In this study tour, students visit to present their project and visit number of global businesses and observe and study the global business operations.

At SOMTU, our academic programs are delivered by a renowned faculty who bring a wealth of industry experience and cutting-edge research to the classroom. Moreover, our state-of-the-art facilities, interactive learning methods, and industry collaborations ensure that students receive a well-rounded education that combines theoretical knowledge with practical application.



## OUR COLLABORATIONS

At SOMTU, we highly value collaborations with renowned institutions and organizations to enhance the quality of our academic programs and provide valuable opportunities for our students. We are proud to have established partnerships with the following esteemed collaborators:

- Ministry of Commerce, Supply and Industries, Government of Nepal
- Handong Global University, South Korea
- South Western University of Finance and Economics, Chengdu, China
- Birla Institute of Management Technology, India
- Association of Management Development in South Asia
- Pitpa Inc., Japan
- Fourth Valley Concierge Corporation, Japan
- UPF Barcelona School of Management, Pompeu Fabra University's management school
- Investment Board Nepal
- Indra Bhakta Scholarship Fund
- Rong Rural Municipality, Ilam
- Bhanu Municipality, Tanahun
- Idea Studio Nepal
- LeadX Nepal
- Nabil Bank Ltd.
- Sun life insurance ltd.
- Skill Lab
- Dolma Foundation
- Shilapatra
- Genese Academy

### Admission Procedure

Students applying for any of the programs, they must fill in the application blank with all details of their personal information and past academic records. SOMTU conducts a common SOMAT entrance test.

The selection of students shall be based on a four-stage screening process that includes:

- a. Written test: SOMAT format
- b. Group discussion: Groups discuss on a given topic. Performance of applicants is evaluated by a panel of judges based on leadership, logic, and conclusions.
- c. Individual presentation: applicants present their views and opinions on a given topic to the panel of judges.
- d. Personal interview: Personal interview to measure applicant motivation level, attitude and capability to handle the pressure and rigors of the MBA program.

SOMTU has the final authority in selecting the students for the program.

### Scholarship

Scholarship grants will be awarded as per the SOMTU rules.

