

**GENERAL SIR JOHN KOTELAWALA  
DEFENCE UNIVERSITY**



**FACULTY OF MANAGEMENT, SOCIAL SCIENCES and  
HUMANITIES**

**DEPARTMENT OF MANAGEMENT  
& FINANCE**

# **B.Sc. in Management Degree Programme**

## **Background of the Programme**

The BSc in Management program offered at the General Sir John Kotelawala Defence University (KDU) stands out among similar programs provided by other universities in Sri Lanka for several reasons. Firstly, our program benefits from the rich culture and expertise of KDU, a prestigious institution with a long-standing reputation for excellence in defence education and leadership training. This culture infuses our curriculum with practical insights and real-world relevance, giving our students a unique advantage in understanding complex organizational dynamics. Secondly, our program emphasizes a holistic approach to management education, blending theoretical foundations with hands-on practical experience. Through a carefully crafted curriculum that integrates topics such as Finance, Human Resource Management, Economics, Supply Chain Management and other auxiliary domains, we ensure that our students are equipped with a comprehensive skill set that meets the evolving needs of today's business landscape. Moreover, our faculty comprises seasoned professionals and industry experts who bring a wealth of experience to the classroom. Their diverse backgrounds and extensive networks enable them to provide invaluable insights and mentorship to our students, preparing them for leadership roles in both military and corporate sectors. Furthermore, the unique blend of military discipline and academic rigor at KDU fosters a culture of excellence and resilience among our students. This environment cultivates traits such as teamwork, adaptability, and ethical leadership, which are highly valued by employers in today's competitive job market.

Overall, the BSc in Management program at KDU offers students a distinctive educational experience that not only equips them with the knowledge and skills needed for success but also instills in them the values of integrity, service, and innovation that are synonymous with the KDU brand.

## BSc in Management: Programme Overview

Yr	Sem	Module Code	Name of Module	Credits
1	I	BSM-11013	Principles of Management	3
1	I	BSM-11023	Business Mathematics	3
1	I	BSM-11033	Business Law	3
1	I	BSM-11043	Communication Skills	3
1	I	BSM-11053	IT for Business	3
<b>Semester Total</b>				<b>15</b>
1	II	BSM-12012	Sociology	2
1	II	BSM-12023	Total Quality Management	3
1	II	BSM-12033	Business Statistics	3
1	II	BSM-12043	Microeconomics	3
1	II	BSM-12051	Business Discourse Analysis	1
1	II	BSM-12063	Statistical Data Analysis	3
<b>Semester Total</b>				<b>15</b>
2	I	BSM-21013	Human Resource Management	3
2	I	BSM-21023	Personality and Skill Development	2
2	I	BSM-21063	Research Writing Skills	1
2	I	BSM-21033	Macroeconomics	3
2	I	BSM-21043	Operations Management	3
2	I	BSM-21053	Financial Accounting	3
<b>Semester Total</b>				<b>15</b>
2	II	BSM-22012	Managerial Psychology	2
2	II	BSM-22023	Organizational Behavior	3
2	II	BSM-22033	Marketing Management	3
2	II	BSM-22063	Analytical Writing Skills	1
2	II	BSM-22043	Cost and Management Accounting	3
2	II	BSM-22053	Entrepreneurship Development	3
<b>Semester Total</b>				<b>15</b>
3	I	BSM-31013	Management Information Systems	3
3	I	BSM-31023	Financial Management	3
3	I	BSM-31033	Supply Chain Management	2
3	I	BSM-31043	Research Methodology	3
3	I	BSM-31051	Business Communication	1
3	I	BSM-31063	Auditing and Taxation	3
<b>Semester Total</b>				<b>15</b>
3	II	BSM-32013	Strategic Management	3
3	II	BSM-32023	Operations Research	3
3	II	BSM-32033	Project Management	3
<i>And</i>				
3	II	BSM-32043	Business Ethics and Governance	3
3	II	BSM-32053	Business Economics	3
<i>Or</i>				
3	II	BSM-32066	Skilled Based Research Project	6
<b>Semester Total</b>				<b>15</b>
<b>Total Credits</b>				<b>90</b>

## B.Sc. in Management : Table 2: Year One - Course units

Yr	Sem	Module Code	Name of Module	Credits
1	I	BSM-11013	Principles of Management	3
1	I	BSM-11023	Business Mathematics	3
1	I	BSM-11033	Business Law	3
1	I	BSM-11043	Communication Skills	3
1	I	BSM-11053	IT for Business	3
<b>Semester Total</b>				<b>15</b>
1	II	BSM-12012	Sociology	2
1	II	BSM-12023	Total Quality Management	3
1	II	BSM-12033	Business Statistics	3
1	II	BSM-12043	Microeconomics	3
1	II	BSM-12051	Business Discourse Analysis	1
1	II	BSM-12063	Statistical Data Analysis	3
<b>Semester Total</b>				<b>15</b>

### Semester - I

#### Principles of Management

BSM-11013

*The Principles of Management module serves as an introduction to organizational operations. It covers how managers plan, lead, and achieve success by exploring core functions, decision-making models, and strategies for motivating teams. This foundational knowledge is designed to equip students with the skills needed to understand and navigate various organizational environments.*

**Credits**

3

GPA-Compulsory

#### Business Mathematics

BSM-11023

*The Business Mathematics module provides essential skills for translating complex data into clear solutions. It focuses on mastering calculations for profit margins, break-even points, and other key metrics. This module prepares students to analyze markets, make informed decisions, and gain a competitive edge in business.*

**Credits**

3

GPA-Compulsory

**Business Law****BSM-11033**

*The Business Law module guides students through the legal landscape of commerce, providing a foundational understanding of contracts, torts, and regulatory frameworks affecting business operations. This knowledge equips students to make informed decisions and mitigate legal risks, ensuring their businesses operate within legal boundaries.*

**Credits**

3

GPA-Compulsory

**Communication Skills****BSM-11043**

*The Communication Skills module focuses on delivering impactful messages in the business context. It covers effective writing, clear speaking, and active listening techniques. Mastering these skills enables students to collaborate effectively, negotiate persuasively, and build strong professional relationships.*

**Credits**

3

GPA-Compulsory

**IT for Business****BSM-11053**

*The IT for Business module bridges the gap between technology and organizational success. It explores how information technology systems support core business functions, data analysis, and decision-making. Understanding the power of IT equips students with the knowledge to leverage technology to optimize operations and gain a competitive edge.*

**Credits**

3

GPA-Compulsory

**Semester - II****Social Dynamics in Management****BSM-12012**

*The Social Dynamics in Management module examines the human aspects of organizations, exploring how group behavior, leadership styles, and communication impact team performance. By understanding these dynamics, students will be better prepared to navigate complex workplace interactions, build trust, and create a collaborative environment for organizational success.*

**Credits**

2

GPA-Compulsory

**Total Quality Management****BSM-12023**

*The Total Quality Management (TQM) module focuses on achieving long-term success through customer satisfaction and continuous improvement. It covers TQM tools and techniques, such as Six Sigma, Lean methodologies, and the PDCA cycle. Emphasizing a quality-focused culture, leadership commitment, and employee involvement, this module equips students to implement effective quality management systems that enhance organizational excellence and competitiveness.*

**Credits**

3

GPA-Compulsory

**Business Statistics****BSM-12033**

*In the Business Statistics module, the application of statistical methodologies to analyze business data and derive meaningful insights is explored. Students are exposed to a range of statistical tools, including probability theory and regression analysis, enabling them to inform business decision-making and improve performance across various scenarios.*

**Credits**

3

GPA-Compulsory

**Microeconomics****BSM-12043**

*The course is designed to teach students to introduce fundamental networking concepts and technologies. The online course materials will assist students in developing the skills necessary to plan and implement small networks across a range of applications.*

**Credits**

3

GPA-Compulsory

**Academic Writing Proficiency for writing****BSM-12051**

*The Academic Writing Proficiency for Business module provides essential tools for excelling in scholarly communication. It covers crafting clear, concise, and well-structured arguments and mastering proper citation practices to ensure academic integrity. This module helps students develop the confidence to communicate ideas effectively and contribute meaningfully to academic discourse.*

**Credits**

1

GPA-Compulsory

*The Statistical Data Analysis module equips students with the skills to transform data into actionable insights. It covers statistical methods for summarizing, interpreting, and visually presenting data. Students will learn to analyze market trends, assess risk, and evaluate business performance, enabling them to make data-driven decisions that optimize organizational strategies.*

Credits

3

GPA-Compulsory

### B.Sc. in Management : Table 3: Year Two - Course Units

Yr	Sem	Module Code	Name of Module	Credits
2	1	BSM-21013	Human Resource Management	3
2	I	BSM-21023	Personality and Skill Development	2
2	1	BSM-21063	Research Writing Skills	1
2	I	BSM-21033	Macroeconomics	3
2	I	BSM-21043	Operations Management	3
2	1	BSM-21053	Financial Accounting	3
<b>Semester Total</b>				<b>15</b>
2	II	BSM-22012	Managerial Psychology	2
2	II	BSM-22023	Organizational Behavior	3
2	II	BSM-22033	Marketing Management	3
2	II	BSM-22063	Analytical Writing Skills	1
2	II	BSM-22043	Cost and Management Accounting	3
2	II	BSM-22053	Entrepreneurship Development	3
<b>Semester Total</b>				<b>15</b>

### Semester - III

#### Human Resource Management

BSM-21013

*The Human Resource Management module teaches students to effectively translate HR concepts into clear and impactful communication. It covers strategies for crafting persuasive job descriptions, performance evaluations, and other critical communication tools used in HR functions.*

<b>Credits</b>	3	GPA-Compulsory
<b>Personality and Skill Development</b>		<b>BSM-21022</b>
<i>The Personality and Skill Development module focuses on analyzing and identifying areas for improvement. Students will explore strategies to enhance skills and cultivate a confident and engaging professional presence.</i>		
<b>Credits</b>	2	GPA-Compulsory
<b>Macroeconomics</b>		<b>BSM-21033</b>
<i>The Macroeconomics module examines how national economies function and interact globally. It analyzes factors influencing economic growth, inflation, and government policies, equipping students to understand and communicate the broader economic picture.</i>		
<b>Credits</b>	3	GPA-Compulsory
<b>Operations Management</b>		<b>BSM-21043</b>
<i>The Operations Management module explores the efficient transformation of resources into goods and services. It covers strategies to optimize production processes, manage supply chains, and communicate clearly about how businesses deliver value.</i>		
<b>Credits</b>	3	GPA-Compulsory
<b>Financial Accounting</b>		<b>BSM-21053</b>
<i>The Financial Accounting module teaches students to communicate the financial health of an organization. It covers analyzing financial statements and translating complex accounting concepts into clear and concise information for various audiences.</i>		
<b>Credits</b>	3	GPA-Compulsory
<b>Research Writing Skills</b>		<b>BSM-21061</b>
<i>The Research Skills module equips students to craft compelling academic arguments. It explores strategies for finding credible sources, evaluating evidence, and presenting research findings effectively in clear and concise prose.</i>		
<b>Credits</b>	1	GPA-Compulsory



## Semester - IV

### Managerial Psychology

BSM-22012

*The Managerial Psychology module examines how psychological principles influence employee behavior and organizational dynamics. It covers effective leadership strategies, motivation techniques, and creating positive work environments.*

**Credits**

2

GPA-Compulsory

### Organizational Behavior

BSM-22023

*The Organizational Behavior module explores the human element within organizations. It analyzes how individuals, groups, and structures interact, equipping students to understand effective communication, team dynamics, and the development of a positive organizational culture. This module aims to provide insights into managing behavior in a business environment to enhance productivity and employee satisfaction.*

**Credits**

3

GPA-Compulsory

### Marketing Management

BSM-22033

*The Marketing Management module focuses on developing and implementing marketing strategies. It covers the creation of compelling messaging, the analysis of target audiences, and effective communication across various marketing channels. Students will learn how to design marketing campaigns, understand consumer behavior, and use marketing tools to achieve business objectives.*

**Credits**

3

GPA-Compulsory

### Cost and Management Accounting

BSM-22043

*The Cost and Management Accounting module provides an understanding of business efficiency through financial analysis. It covers techniques for analyzing costs, interpreting financial data, and making informed decisions based on financial information. This module aims to equip students with the skills needed to support business planning and control through effective cost management and financial analysis.*

**Credits**

3

GPA-Compulsory

**Entrepreneurship Development****BSM-22053**

*The Entrepreneurship Development module equips students with the skills to transform innovative ideas into viable business plans. It explores strategies for crafting compelling business pitches, conducting market analysis, and securing funding to launch new ventures. This module provides the knowledge and tools necessary for entrepreneurial success, from concept development to business implementation.*

**Credits**

3

GPA-Compulsory

**Analytical writing skills****BSM-22061**

*The Analytical Skills module improves students' abilities to analyze and interpret complex information. It covers strategies for evaluating evidence, identifying bias, and constructing clear, logical arguments. This module aims to enhance critical thinking and problem-solving skills, enabling students to make data-driven decisions in a business context.*

**Credits**

1

GPA-Compulsory

**B.Sc. in Management : Table 4: Year Three - Course Units**

<b>Yr</b>	<b>Sem</b>	<b>Module Code</b>	<b>Name of Module</b>	<b>Credits</b>
3	I	BSM-31013	Management Information Systems	3
3	I	BSM-31023	Financial Management	3
3	I	BSM-31033	Supply Chain Management	2
3	I	BSM-31043	Research Methodology	3
3	I	BSM-31051	Business Communication	1
3	I	BSM-31063	Auditing and Taxation	3
<b>Semester Total</b>				<b>15</b>
3	II	BSM-32013	Strategic Management	3
3	II	BSM-32023	Operations Research	3
3	II	BSM-32033	Project Management	3
<i>And</i>				
3	II	BSM-32043	Business Ethics and Governance	3
3	II	BSM-32053	Business Economics	3
<i>Or</i>				
3	II	BSM-32066	Skilled Based Research Project	6
<b>Semester Total</b>				<b>15</b>
<b>Total Credits</b>				<b>90</b>

## Semester - V

### Management Information Systems

BSM-31013

*The Management Information Systems (MIS) course focuses on how businesses utilize technology to achieve their objectives. Combining business concepts with computer science knowledge, it explores the strategic application of technology to enhance organizational operations.*

**Credits**

3

GPA-Compulsory

### Financial Management

BSM-31023

*The Financial Management course provides tools and techniques for effective money management. Covering budgeting, saving, investing, and financial decision-making, it equips students with the skills to analyze financial statements, manage risk, and plan for future financial goals.*

**Credits**

3

GPA-Compulsory

### Supply Chain Management

BSM-31032

*The Supply Chain Management course explains the efficient flow of goods, information, and finances from production to consumer. Students learn to optimize processes such as inventory management, logistics, and procurement to ensure cost-effectiveness and responsiveness to customer needs.*

**Credits**

2

GPA-Compulsory

### Research Methodology

BSM-31043

*The Research Methodology course teaches students the fundamentals of conducting robust research. From formulating clear research questions to gathering and analyzing data, students learn both qualitative and quantitative research methods. This includes designing surveys, interviews, and experiments, as well as writing research proposals and reports.*

**Credits**

3

GPA-Compulsory

### Auditing and Taxation

BSM-31063

*Auditing focuses on examining financial records to ensure accuracy and compliance, while taxation covers the regulations surrounding taxes for individuals and businesses. Students learn to assess internal controls, identify risks, calculate tax liabilities, and ensure compliance with tax laws.*

**Credits**

3

GPA-Compulsory

**Strategic Communication for Business** **BSM-31051**

*Strategic Communication for Business involves crafting and delivering messages that align with organizational goals. Students learn to understand their audience, tailor messages effectively, and choose appropriate communication channels to drive business objectives.*

**Credits** 1 **GPA-Compulsory**

*Semester - VI*

**Strategic Management** **BSM-32013**

*The Strategic Management course involves analyzing internal strengths and weaknesses, as well as external opportunities and threats, to craft winning strategies for organizations. Students bridge the gap between strategy and action, turning plans into reality.*

**Credits** 3 **GPA-Compulsory**

**Operations Research** **BSM-32023**

*Operations Research equips students with mathematical models and analytical tools to solve complex business problems. By optimizing decisions regarding resource allocation, scheduling, and production, students learn to approach challenges with a data-driven approach.*

**Credits** 3 **GPA-Compulsory**

**Project Management** **BSM-32033**

*The Project Management course teaches students to effectively plan, execute, and monitor projects to achieve their goals on time and within budget. From resource allocation to risk management, students learn the essential skills to lead successful project teams.*

**Credits** 3 **GPA-Compulsory**

**Business Ethics and Governance** **BSM-32043**

*Business Ethics and Governance explores ethical principles and governance structures within organizations. Students learn to navigate ethical dilemmas and ensure compliance with legal and ethical standards.*

**Credits** 3 **GPA-Optional**

**Business Economics** **BSM-32053**

*Business Economics examines how economic forces impact business decisions and performance. From pricing strategies to resource allocation, students learn to make informed decisions in a dynamic economic environment.*

**Credits**

2

GPA-Optional

### Skilled Based Research Project

**BSM-32066**

*The Skilled-Based Research Project allows students to apply research skills to real-world business problems. By conducting hands-on research and proposing evidence-based solutions, students make a practical impact on the business world.*

**Credits**

6

GPA-Optional

## Career Opportunities

In terms of employment opportunities, graduates of the BSc in Management program will be well-positioned to pursue various roles in both the public and private sectors. Potential career paths include management positions in corporations, government agencies, non-profit organizations, and international institutions. Additionally, graduates may choose to venture into entrepreneurship and start their own businesses or pursue further education and specialization in fields such as finance, marketing, human resources, or operations management.

The BSc in Management program offers students a solid foundation for a successful and rewarding career in management, with ample opportunities for growth, advancement, and contribution to the socio-economic development of Sri Lanka and beyond. Below are the possible career opportunities for this program.

- **Management Consultant:** Analyze business operations and recommend improvements in areas like strategy, operations, and human resources. You could work independently or for a consulting firm.
- **Business Analyst:** Identify and solve business problems by gathering data, analyzing it, and presenting recommendations.
- **Project Manager:** Plan, organize, and oversee projects, ensuring they meet deadlines, budgets, and quality expectations.
- **Operations Manager:** Oversee the day-to-day operations of a company or department, optimizing processes, managing resources, and ensuring smooth functioning.
- **Human Resources Specialist:** Recruit, hire, train, and manage employees, ensuring compliance with labor laws and fostering a positive work environment.
- **Marketing Manager:** Develop and implement marketing strategies to promote products or services, increasing brand awareness and sales.

- **Sales Manager:** Lead and motivate sales teams, set sales targets, and develop strategies to achieve them.
- **Financial Analyst:** Analyze financial data to assess a company's financial health and make investment recommendations.
- **Entrepreneur/Startup Founder:** Use your management skills to launch your own business.
- **Business Development Manager:** Identify and pursue new business opportunities for a company, expanding its customer base and market share



*Thank you*