



Course Outlines

BA 291 Business in a Changing World (Section 046402)

Semester 2/2024 (January - May, 2025)

Lecture Time: Wednesday, 9.00 – 12.00 hours

Lecture Venue: Room 202, 2nd floor, Faculty of Economics

Teaching Materials Platform: MS Team

Instructor:

Name: Asst. Prof. Dr. Parichat Jantori

Office Hours: By Appointment

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Number of Credit: 3 Credits (3-0-6)

Prerequisite: -

Course Description:

The course aims to provide a comprehensive introduction to the key operations of business, namely finance, accounting, marketing, human resource, operations management, and management information system, placed within organizational, forms of businesses, environmental, legal and managerial context. Underlying business concepts will be discovered through the study of real-world examples and fundamental business plans.

Course Objectives:

1. Students will be able to understand business environments and the key business functions
2. Students will be able to use different frameworks and methods to analyze business environments and priorities, and able to create appropriate strategies for each situation

3. Students will be able to apply business knowledge and plan the business systematically

4. Students will be able to discuss and analyze the business cases and able to work in team

5. Students will be able to use knowledge in business management for the future specialized courses and career

6. Students will be able to identify circumstances that require integrity and be able to take correct course of action

Expected Learning Outcomes

1. Morality and Ethics

Applicability	Expected Learning Outcomes	Evaluation Method
N/A	1. Possess honesty, sacrifice, self-social, and environmental responsibility.	
N/A	2. Value "sufficiency" theory and adapt it in life path by adhering to adequacy, rationale, and immunity development.	
●	3. Value disciplines, respect, and comply with the rules and regulations of the institution and society at large.	Keeping record of absenteeism rate, schedule Compliance Rate, and number of violations of university's rules and regulations.
N/A	4. Acquire knowledge related to business morality and ethics, and be able to handle ethical dilemma with integrity.	

2. Knowledge

Applicability	Expected Learning Outcomes	Evaluation Method
N/A	1. Acquire knowledge on and understand the important concepts in business management.	
N/A	2. Acquire knowledge on and understand the important social and science concepts related to business management.	

●	3. Acquire knowledge on and understand the important concepts related to business processes, planning, corporate structures, operations, control, performance evaluation and contingency plan to suit the circumstances.	Evaluating students' performance in semester assignments (i.e. Business Plan), business cases assigned in class, quiz and exam.
N/A	4. Acquire the knowledge on academic advancement and professional development in business management including the understanding of the situational adaptability and its impacts on business.	

3. Intellectual Development

Applicability	Expected Learning Outcomes	Evaluation Method
N/A	1. Be able to search and process information and utilize various concepts appropriately in a given circumstance in order to obtain relevant information to benefit in the rapidly changing business environment.	
●	2. Be able to think systematically, rationally and creatively and to integrate knowledge from other disciplines to solve the problems in business and other settings.	Evaluating students' performance in semester assignments (i.e. Business Plan), business cases assigned in class, quiz and exam.
N/A	3. Be able to collectively propose solutions to problems at hand and analyze the impacts of the proposed solutions and be able to choose the solution that is appropriate to a given situation to ensure business competitive advantages.	

4. Interpersonal Skills and Responsibilities

Applicability	Expected Learning Outcomes	Evaluation Method
N/A	1. Be able to work in team, possess interpersonal skills and leadership skills, and be professionally adaptive to a given situation.	
●	2. Be creative and constructively criticize to solve problem of the team.	Observation of how students solve business cases and participate in group activity. Evaluating their overall performance in case solving, class discussion.
N/A	3. Be responsible in lifelong learning to develop self and professional career.	

5. Quantitative Analysis, Communication and Information Technology

Applicability	Expected Learning Outcomes	Evaluation Method
N/A	1. Be able to apply mathematics, statistics, quantitative analysis in analyzing and making decisions in business and daily life.	
N/A	2. Be able to efficiently communicate in Thai and foreign languages that are relevant in doing Business.	
●	3. Be able to explain the issues and make the issues clear in verbal or writing, and be able to choose the appropriate pattern of communication for different groups of audience both in business context and in other contexts.	Evaluating students' performance in Business Plan and business plan presentation, class and case discussions and presentations, quiz and exam.
N/A	4. Be able to utilize the information technologies or others to support the business operations.	

Remark: ● Primary expected outcome ○ Secondary expected

Recommended Texts & Materials

- McHuge, J., McHuge S. & Nickels, W.G. (2023). Understanding Business: The Core (ISE), McGraw-Hill.
- Ferrell, Hirt, Ferrell (2017), Business Foundations: A Changing World, McGraw-Hill.
- Pride, Hughes, Kapoor (2010), Introduction to Business, Cengage.
- Boone & Kurtz (2010), Contemporary Business, Thomson.
- Bateman & Snell (2011), Management – Leading & Collaborating in a competitive world, McGraw-Hill.
- รศ.วิทยา ด้านอรรถกถา (2561). บริหารธุรกิจ ความสำเร็จและความยั่งยืนบนการสร้างคุณค่า, โรงพิมพ์มหาวิทยาลัยธรรมศาสตร์ (Thai Books)

**Students can also read other books or research in Internet that might be related to the topics discussed in class*

Grading Criteria:

1. Class Participation	5
2. Group Activity	5
3. Quiz	15
4. Midterm Exam	25
5. Final Exam	30
6. Business Plan (Paper)	15
7. Business Plan (Presentation)	5

Grading Policy

A	90% up
B+	85-89.99%
B	80-84.99%
C+	75-79.99%
C	70-74.99%
D+	65-69.00%
D	60-64.99%
F	Below 60%

**Grading Policy can also be adjusted as according to group performance*

Tentative Class Schedule:

Week	Date	Topics	Activity
1	22/01	Class Introduction/ Self-Introduction Understanding the business challenges Business plan and its benefits How to write effective business plan	Read Deloitte, Writing an effective Business Plan
2	29/01	What is business (Who, what, how) The definition of Startup/ Entrepreneur and SMEs Cost, profit, value, pain point Business Model Canvas and business model	<i>Business pain point and solution</i>
3	5/02	Form of Business Organization	
4	19/02	Understanding the business environment and analysis -Competitive Environment -SWOT Analysis - Value Chain Analysis - Internal environment analysis -Competitive Advantage	<i>PESTEL/ Value Chain analysis for the chosen business</i>
5	26/02	Strategic planning and strategy formulation -Corporate-Level, Business-Level, Functional-Level Strategy	<i>Strategy formulation and strategic action planning</i>
6	5/03	Effective organizational design and culture Business ethics and corporate social responsibility	<i>Quiz1*** Review for Midterm Exam</i>
Midterm Exam Period 9 – 16/03/2025			
7	19/03	Key functions of human resource management How to motivate employees	
8-9	26/03 2/04	Operations management -Designing operations systems -Supply chain management and key activities in supply chain -7 Waste in operations management -Quality management	<i>1. Choosing location for specific business</i>

			<i>2. Identify waste and suggestions</i>
11	9/04	Financial management -Key decision in financial management -Understand the basis accounting -Break-even-point, Payback period -Financial statements -Analysis the financial statement	<i>Analyzing financial statement</i>
12-13	23/04 30/04	Marketing management -The evolution of marketing concept -Understanding consumer behavior, customer journey and insight -STP marketing -Marketing Mix	<i>Planning marketing strategy for specific business</i> <i>Quiz2***</i>
14	7/05	Final Business Plan Presentation (15Min/ Group)	
15	14/05	Class Sum up	
Final Exam Period			

Class Participations and Rules:

Students should be on time for class and finish your assignment on time. The lectures are onsite. Hybrid or online class will be conducted under specific circumstances.

Students should be prepared for class i.e. read the material before class. If you find yourself with limited time, at the very least, skim the reading.

Students should turn on the silent mode when in class or put your telephone away, as it may distract yourself and also your peers.

Students should respect the rights of the others to learn, so please be quiet when the teacher is talking or when your classmates are presenting.

Students should actively involve in class discussions and activities assigned in class. Since participation cannot occur without regular attendance, your presence in class is required. You are expected to be on time and to be present for the entire class.

Please also noted that

- Students with more than 3 absences will not be allowed to take the final examination.
- The only acceptable reason for an absence in quiz and exams that will not result in deduction is illness proved by a medical certificate.

Group Activities, Assignments and Presentations:

Students are expected to form a group to work and present applicable case studies or assignments.

Work assignments and business plan are assigned with deadline. Students should be aware of the deadline, since the late work will not be accepted. Students should be aware that the university has a zero-tolerance policy towards plagiarism. And the instructor also expects all students to hand in original work, conducted on their own, for each class. So please try to do the work on your own and provide the source of information/ citation if necessary. Group output will be evaluated.

Business Plan

1. Students form up a group of 6-8 students.
2. Students prepare a business plan, followed the structure of full business plan. The business plan should not exceed **25 pages** (not include cover, table of contents, references and appendix). The business plan should be written in readable font-size and followed full business plan structure.
3. The business plan will be conducted in **both written form and presentation**. The business plan paper accounts for 15% of the module assessment and presentation 5%.
4. The business plan evaluation is based on several aspects, including the creativity and feasibility of business idea, the thorough analysis of business environment, competitor, market etc., the effective sales, marketing and operations strategies, the realistic cost and financial planning etc.

Should students experience any issues, difficulties, etc. that could affect class attendance, timely fulfilment of assignments, etc. students must notify their instructor immediately and with as much advanced notice as the situation allows. Do not wait till a class, assignment, etc. has already been missed before providing an excuse after the fact.

ACADEMIC CALENDAR & HOLIDAY SEMESTER 2/2024

Semester 2/2024 (January 20 – May 14, 2025)	
Create Plan from Quota via TU Greats App (*ID.64 – 67)	December 13 – 20, 2024
Registration via TU Greats App (*ID.64 – 67)	December 16 – 20, 2024
Tuition Fee Payment Period (Via TU Greats App) (*ID.64 – 67)	December 16, 2024 – January 17, 2025
Classes Begin	January 20, 2025
Add-drop period	January 20 – February 2, 2025 <i>(from 9.00 AM of January 20 to 10.30 PM of February 2).</i>
Tuition Fee Payment Period (Via TU Greats App)	January 20 – February 3, 2025 <i>(9 AM - 10.30 PM)</i>
<i>Makha Bucha Day *</i>	<i>February 12, 2025</i>
Mid-term Examination Period	March 9 – 16, 2025
Withdrawal period with "W" on record	February 3 – March 30, 2025 <i>(from 9.00 AM of February 3 to 10.30 PM of March 30).</i>
Special Withdrawal with "w" on record	March 31 – 2 May, 2025
<i>Substitution for Chakri Memorial Day*</i>	<i>April 7, 2025</i>
<i>Songkran Festival Day*</i>	<i>April 13 – 16, 2025</i>
Last day of class for Semester 2/2024	May 14, 2025
<i>Substitution for Visakha Bucha Day*</i>	<i>May 12, 2025</i>
Final exam period	May 16 - 30, 2025
Submitting Forms for Degree Conferral	January 20 – February 2, 2025