

## Admission Criteria for the MM-CM

1. At least one year of management-related work experience in a cooperative or community-based organization;
2. Two recommendations with at least a "satisfactory" rating;
3. Proof of English language proficiency (for foreign students);
4. Satisfactory performance in the MM Midyear Program; and
5. Compliance with the other requirements of the UPLB Graduate School.

All documents must be received by the Graduate School not later than 30 May for First Semester (August) admission, and 30 October for Second Semester (January) admission.

## Faculty Members

### DAME Faculty

Prof. Nannette A. Aquino  
Prof. Glenn N. Baticados  
Prof. Mar B. Cruz  
Dr. Dinah Pura T. Depositario  
Prof. Arlene Guttierrez  
Prof. Jeanette Angeline Madamba  
Prof. Loida E. Mojica  
Prof. Jimmy B. Williams  
Prof. Normito R. Zapata Jr.

### ICOPED Faculty

Prof. Jan Danica S. Asma  
Prof. Liezel S. Cruz  
Dr. Isabelita M. Pabuayon  
Prof. Karen P. Quillooy  
Dr. Zenaida M. Sumalde

## FOR MORE INFORMATION

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or

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College of Economics and Management  
University of the Philippines Los Baños



## Master of Management major in Cooperative Management

*Honing professionalized management  
and entrepreneurial competencies for  
cooperative leaders and advocates*

A joint program of the  
**INSTITUTE OF COOPERATIVES and  
BIO-ENTERPRISE DEVELOPMENT  
(ICOPED)**

and

**DEPARTMENT OF AGRIBUSINESS  
MANAGEMENT and  
ENTREPRENEURSHIP (DAME)**



There has been a rapid growth in the number and types of cooperative enterprises requiring professional managerial and entrepreneurial skills. The new Philippine Cooperative Code of 2008 declares that the policy of the government is “to foster the creation and growth of cooperatives as a practical vehicle for promoting self-reliance and harnessing people power towards the attainment of economic development and social justice. Toward this end, the Government and all its branches, subdivisions, instrumentalities and agencies shall ensure the provision of technical guidance, financial assistance and other services to enable cooperatives to develop into viable and responsive economic enterprises.” As an academic unit of our national university, UPLB, ICOPED in partnership with DAME, jointly offer the Master of Management major in Cooperative Management (MM-CM). In the MM-CM program, students will gain knowledge and skills on general management and entrepreneurial and cooperative management. Obtaining a degree in this program can open more career opportunities for the graduates such as securing managerial position in a business enterprise or cooperative or serving as head or officer of a cooperative-related government agency or private organization.



## Objective of the Program

The program aims to provide students with advanced knowledge on the functional areas of management, entrepreneurship and enterprise development that are consistent with the cooperative values and principles.

## Program Duration

Full time students can finish the program in three semesters and one summer.

## The MM-CM Curriculum

The student must earn at least 36 units of course work to get the degree. These include at least 9 units of core courses (MGT 201, 213, 231); 24 units of major courses (MGT 207, 215, and 251; ENTR 201; COST 201, 204, 291 and 298) and 3 units of elective.

## Program of Study

### *First Year First Semester (12 units)*

**COST 201: Theory and Comparative Development of Cooperatives.** Concepts, philosophy, history, and nature of cooperatives; comparative study of cooperatives development in different societies (3)

**MGT 201: Organization and Management.** Organization and management theories, concepts and processes; organization changes and managerial systems (3)

**MGT 213: Management Accounting and Control.** Financial accounting policy in private and public organizations within the framework of accounting conventions (3)

**ENTR 201: Theory and Practice of Entrepreneurship.** Theories, principles, perspectives, practices and trends in entrepreneurship (3)

### *First Year Second Semester (12 units)*

**COST 204: Cooperative Enterprise Development.** Analysis and planning of cooperative enterprise development (3)

**MGT 215 Financial Management.** Short and long-range financial planning – Management of working capital and long-term financial position of a business organization (3)

**MGT 231: Human Behaviour in Organization.** Individual and group behaviour as these are influenced by cultural and technological factors and organizational change (3)

**MGT 251: Marketing Management.** The nature and dynamics of demand and the major marketing demand-related problems confronting the management. The types of distribution and promotional programs employed to obtain sales and profits; the management and development of existing product lines and new products; and the dynamics of export markets (3)

### *First Year Midyear (3 units)*

**COST 291: Special Topics (3)**

### *Second Year First Semester (9 units)*

**MGT 207: Managerial Problem-Solving and Decision-Making.** Quantitative and non-quantitative concepts, tools, and dynamics in problem solving and decision-making processes at the national, firm, and individual levels (3)

**COST 298: Field Studies (3 units)**

**Elective.** Choice from AECO, ABM and courses from other units relevant to student's plan of study (3)