



PROSPECTUS 2018





Our Teaching Beliefs & Approaches

We promote **Entrepreneurial Spirit** through **Progressive Education**. We love shaking things up, trying new ideas and challenging stereotypical norms.

We believe real learning happens when you get your hands dirty. It's not only about classrooms, books, or examinations, but it's also about understanding the real life problems and finding innovative solutions. We, thus seek students who are productively noisy, who are not afraid of asking questions and who love getting their hands dirty. We are guided by the philosophy that students learn best when they are connected to the social realities outside the four walls of classrooms.

This belief is also manifested in our teaching model and curriculum, based on the continuous assessment system. This is a rigorous, challenging, yet adventurous system which empowers students to acquire both academic proficiency and essential life skills of communication, critical thinking, collaboration, and creativity.

As a business school, we primarily encourage students to pursue their careers in business but we also inspire them to follow their passion in other fields. Regardless of the fields they choose, we guide them to inquire, to create, and to reflect.

Vision

Transforming society through entrepreneurship

उद्यमशीलताको माध्यमबाट समाजको रूपान्तरण

Core Values



ACCOUNTABILITY



COLLABORATION



EMPOWERMENT



FUNNOVATION



HUMILITY



INTEGRITY





Approval & Recognition

All the programs of King's College are approved by the Ministry of Education, Government of Nepal and recognized by Tribhuvan University, Nepal.

Westcliff University

The curricula of Westcliff University (California, USA) consist of graduate and undergraduate degree in business, education and other certificate programs. To ensure its programs are innovative, up-to-date, and of high quality, the University has a **Program Advisory Council** that includes key leaders from companies including Google, Yahoo, and Toyota, as well as local businesses and organizations.

Accreditation

Westcliff University is accredited by DEAC, a national accrediting agency recognized by the US Department of Education. **All degrees and certificates awarded by Westcliff University are thus accredited.**

Westcliff University has been recognized as a Candidate for Accreditation by WASC Senior College and University Commission (WSCUC).

For further information, please visit www.westcliff.edu



WESTCLIFF
UNIVERSITY
Educate. Inspire. Empower.



Programs

MBA Programs

**MBA
Entrepreneurship**

**MBA
Pro**

**MBA
Regular**

**MBA
Non-Profit
Management**

**MBA
Agribusiness**

BBA Programs

**BBA
General**

**BBA
Investment &
Economics**

**BBA
Digital Marketing**

MBA Entrepreneurship

A two-year 60-credit program, including a four-month internship or a graduate project or a research project.

Courses

Core Courses

- Organizational Leadership
- Human Resources Management
- Marketing Management
- Managerial Economics
- Managing Information Systems & Technology
- Managerial Accounting
- Financial Management
- Strategic Management in a Globalized Economy
- Applied Methods Capstone

Entrepreneurship Majors

- Entrepreneurship and New Ventures
- Research Methodology
- Managerial Communication
- Entrepreneurial Finance
- Entrepreneurial Marketing
- Sales Management
- Consumer Behavior
- Electronic Commerce Marketing Management

Elective Courses (any three to be selected)

- International Business
- Operations Management
- Applied Business Ethics
- Project Management
- Knowledge Management
- Managerial Decision Making
- Intro to Supply Chain Management
- Management of Technological Innovation
- Informatics for Managers
- Financial Statement Analysis
- Consumer Behavior





MBA Pro

A two-year 60-credit program, including a graduate project or a research project.

Courses

Core Courses

- Organizational Leadership
- Human Resources Management
- Marketing Management
- Managerial Economics
- Managing Information Systems & Technology
- Managerial Accounting
- Financial Management
- Strategic Management in a Globalized Economy
- Applied Methods Capstone
- Entrepreneurship and New Ventures
- Research Methodology
- Managerial Communication
- Data Analysis & Bus. Intelligence

Marketing Concentration Courses

- Entrepreneurial Marketing
- Sales Management
- Consumer Behavior
- Electronic Commerce Marketing Management

Financial Management Concentration Courses

- Entrepreneurial Finance
- Investment Analysis
- Financial Institutes and Market
- International Finance

Human Resource Management Concentration Courses

- Leading Strategic Change within Organization
- Managing International Human Resources
- Managing Workplace and Conflict Resolution
- Managing Global Diversity

Supply Chain Management Concentration Courses

- Intro to Supply Chain Management
- Purchasing and Inventory Management
- Transportation and Logistics Management
- Electronic Commerce Marketing Management

Elective Courses (any three to be selected)

- International Business
- Operations Management
- Applied Business Ethics
- Project Management
- Knowledge Management
- Managerial Decision Making
- Intro to Supply Chain Management
- Management of Technological Innovation
- Informatics for Managers
- Financial Statement Analysis
- Consumer Behavior

Enrollment Requirement

Bachelor's degree in any discipline and at least one year of working experience

MBA Regular

A two-year 60-credit program, including a four-month internship or a research project.

Courses

Core Courses

- Organizational Leadership
- Human Resources Management
- Marketing Management
- Managerial Economics
- Managing Information Systems & Technology
- Managerial Accounting
- Financial Management
- Strategic Management in a Globalized Economy
- Applied Methods Capstone
- Entrepreneurship and New Ventures
- Research Methodology
- Managerial Communication
- Data Analysis & Bus. Intelligence

Marketing Concentration Courses

- Entrepreneurial Marketing
- Sales Management
- Consumer Behavior
- Electronic Commerce Marketing Management

Financial Management Concentration Courses

- Entrepreneurial Finance
- Investment Analysis
- Financial Institutes and Market
- International Finance

Human Resource Management Concentration Courses

- Leading Strategic Change within Organization
- Managing International Human Resources
- Managing Workplace and Conflict Resolution
- Managing Global Diversity

Supply Chain Management Concentration Courses

- Intro to Supply Chain Management
- Purchasing and Inventory Management
- Transportation and Logistics Management
- Electronic Commerce Marketing Management

Elective Courses

- International Business
- Operations Management
- Applied Business Ethics
- Project Management
- Knowledge Management
- Managerial Decision Making
- Intro to Supply Chain Management
- Management of Technological Innovation
- Informatics for Managers
- Financial Statement Analysis
- Consumer Behavior





MBA Non-Profit Management

A two-year 60-credit program, including a four-month internship or a graduate project or a research project.

Courses

Core Courses

- Organizational Leadership
- Human Resource Management
- Marketing Management
- Managerial Economics
- Managing Information Systems & Technology
- Managerial Accounting
- Financial Management
- Strategic Management in a Globalized Economy
- Applied Methods Capstone

Non-Profit Majors

- Social Entrepreneurship & Innovation
- Managerial Communication
- Project Management
- Managing Non-profit Organizations
- Performance Management in Public & Non-profit Organizations
- Research Methodology
- Grants Management
- Monitoring and Evaluation

Electives (any three to be selected)

- International Business
- Operations Management
- Knowledge Management
- Managerial Decision Making
- Introduction to Supply Chain Management
- Management of Technological Innovation
- Informatics for Managers
- Financial Statement Analysis
- Consumer Behavior
- Public Policy Analysis

MBA Agribusiness

A two-year 60-credit program, including a four-month internship or a graduate project or a research project.

Courses

Core Courses

- Organizational Leadership
- Human Resource Management
- Marketing Management
- Managerial Economics
- Managing Information Systems & Technology
- Managerial Accounting
- Financial Management
- Strategic Management in a Globalized Economy
- Applied Methods Capstone

Agribusiness Majors

- Agribusiness Management
- Managerial Communication
- Agribusiness Supply Chain Management
- Quality Management in Agribusiness
- Policy Interventions for Rural Agriculture Development
- Rural Marketing
- Agricultural Innovation for Development
- Research Methodology

Electives (any three to be selected)

- International Business
- Operations Management
- Knowledge Management
- Managerial Decision Making
- Introduction to Supply Chain Management
- Management of Technological Innovation
- Informatics for Managers
- Financial Statement Analysis
- Consumer Behavior
- Public Policy Analysis



BBA General

A four-year 120-credit program, including a four-month internship

Courses

General Education

- English Composition
- English Literature
- College Algebra
- Human Geography
- Human Civilizations
- Art History
- World Politics
- Introduction to Psychology
- Human Development
- Introduction to Sociology
- International Relations
- Introduction to Ecology
- Environmental Science
- Introduction to Communication
- World Religions
- Critical Thinking & Problem Solving

Business Majors

- Foundations of Business
- Principles of Accounting
- Concepts of Microeconomics
- Concepts of Macroeconomics
- Introduction to Business Writing
- Introduction to Business Law
- Foundations of Statistics
- Intro to Organizational Behavior
- Introduction to Leadership
- Principles of Marketing
- Essentials of Corporate Finance
- Introduction to Information Systems
- Fundamentals of Decision Making
- Intro to Operations Management
- Introduction to Sales Management

- The Essentials of Entrepreneurship
- Principles of Advertising
- Introduction to Business Research
- The Necessities of International Marketing & Culture
- Development of Business Strategy

Finance Concentration Courses

- Financial Institutions & Market
- Working Capital Management
- Investment Decision
- Corporate Financial Decisions

Marketing Concentration Courses

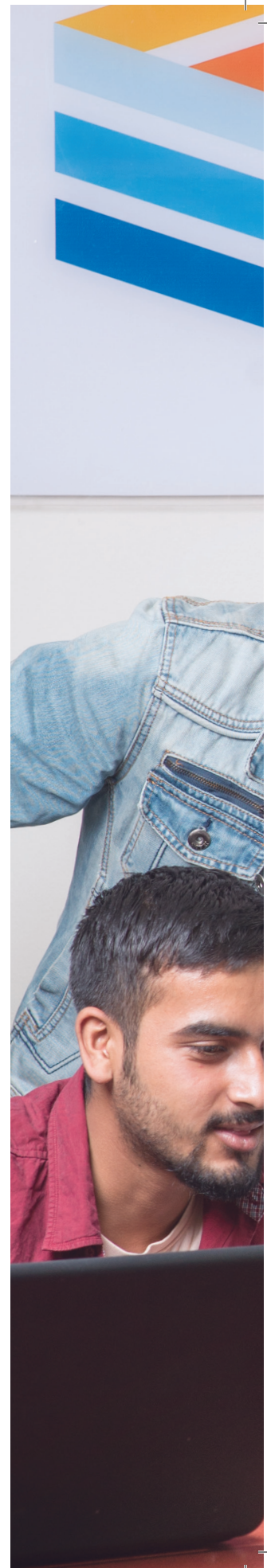
- Mass Media & Communications
- Principles of Branding
- Consumer Behavior
- Public Relations

Human Resource Management Concentration Courses

- Performance Management
- Fundamentals of Human Resource Management
- Management of labor relations
- Compensation & Reward Management

2+2 Program

Students who complete the first two years at King's College can directly transfer 60-70 credits to State University of New York (SUNY) - Albany and City University of New York (CUNY) - Staten Island for the remaining two years and complete their program.





KING'S COLLEGE

architecting





BBA Investment & Economics

A four-year 120-credit program, including a four-month internship and internship reflection report or an applied research project

Courses

General Courses

- English Composition
- English Literature
- College Algebra
- Art History
- Sociology
- Psychology
- U.S. History
- Introduction to Communication
- Human Geography
- Introduction to Ecology

Business Courses

- Foundations of Business
- Principles of Accounting
- Concepts of Microeconomics
- Concepts of Macroeconomics
- Introduction to Business Writing
- Introduction to Business Law
- Foundations of Statistics
- Introduction to Organizational Behavior
- Introduction to Leadership
- Principles of Marketing
- Essentials of Corporate Finance
- Introduction to Information Systems
- Fundamentals of Decision Making
- Introduction to Operations Management
- Introduction to Sales Management
- The Essentials of Entrepreneurship
- The Necessities of International Marketing & Culture
- Principles of Advertising
- Introduction to Business Research
- Development of Business Strategy

Investment & Economics Majors

- Mathematics 1
- Mathematics 2
- Regional Integration & Economic Development
- Behavioral Finance
- Investment for Sustainable Growth
- Economics of Welfare
- Labor Economics
- International Economics
- Financial Econometrics
- Monetary Economics

BBA Digital Marketing

A four-year 120-credit program, including a four-month internship and internship reflection report or an applied research project

Courses

General Courses

- English Composition
- English Literature
- College Algebra
- Human Geography
- Art History
- Introduction to Psychology
- Introduction to Sociology
- Introduction to Ecology
- Introduction to Communication
- U.S. History

Business Courses

- Foundations of Business
- Principles of Accounting
- Concepts of Microeconomics
- Concepts of Macroeconomics
- Introduction to Business Writing
- Introduction to Business Law
- Foundations of Statistics
- Intro to Organizational Behavior
- Introduction to Leadership
- Principles of Marketing
- Essentials of Corporate Finance
- Introduction to Information Systems
- Fundamentals of Decision Making
- Intro to Operations Management
- Introduction to Sales Management
- The Essentials of Entrepreneurship
- Principles of Advertising
- Introduction to Business Research
- The Necessities of International Marketing & Culture
- Development of Business Strategy

Digital Marketing Majors

- E-Commerce
 - Applied Marketing Analytics
 - Applied Search Marketing
 - Customer Relationship Management
 - Digital Marketing Strategy
 - Integrated Marketing Communication
 - Social Media Strategy
 - Pop Culture
 - Web Technology
 - Introduction to Programming
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Selection Criteria

We select students on the basis of interview (25%), written test (25%), past experience & involvement (25%) and previous academic performance (25%).

In life, we are what we are because someone had trusted in us and given a chance in critical moments. Thus, during selection process, we consciously make decisions to give a chance to students despite their past and background, given that they show commitment.

Scholarships

Initial scholarships are awarded based on four criteria: past academic performance, King's written examination score, personal interview score, and extra-curricular activities.

Merit or Performance Based Scholarship

Need Based Scholarship

Community Leadership Scholarship

King's Public Service Scholarship

King's Inclusiveness Scholarship

Corporate Scholarship

CIMA Exemption

The Chartered Institute of Management Accountants (CIMA) is the world's largest professional body of Management Accountants, offering the most relevant accounting qualification for career in business. The CIMA Cert BA is the entry level accounting qualification.

Students from King's College will receive following exemption on CIMA Certificate in Business Accounting & Professional Level upon the successful completion of BBA and MBA.

For BBA

CIMA Certificate in Business Accounting

BA1 Fundamentals of Business Economics

BA3 Fundamentals of Financial Accounting

BA4 Fundamentals of Ethics, Corporate Governance & Business Law

CIMA Professional Level

E1 Organizational Management

For MBA

CIMA Certificate in Business Accounting

BA1 Fundamentals of Business Economics

BA2 Fundamentals of Management Accounting

CIMA Professional Level

E1 Organizational Management

E2 Project and Relationship Management



Centres at King's

King's Incubator

King's Incubator is the centre of innovation and entrepreneurial development at King's College. KI encourages and facilitates students by developing their creative business ideas into sustainable business ventures. Students are facilitated with seed funding up to \$1500, technical advice, mentoring support, management trainings, access to network along with the physical infrastructure support to have them functional office while establishing their business. The incubator works to develop King's College as a prominent national and international hub for significant entrepreneurial research, education, training and development to inspire, incubate and accelerate the student ventures as well as the entrepreneurial ecosystem.

Some of the start up of the students are are Dhaulagiri Products, PIGS, TEC Records, Coterie, Sroth-Code, Kaikaas, e-Beema, Krishighar, Help2Shine, Pretty pets, Wholesell Bazar, Moms Nepal, Prayas, WomenisSTEMNepal, Karma Handicrafts, Nuga:, Friendly Cabbie.



BUCSBIN Project with Oulu University of Applied Science (Finland): We have a partnership with Oulu University of Finland to execute BUCSBIN (Building University Capacity to Support Business Incubation in Nepal) Project. The project aims to increase university capacity in Nepal for developing entrepreneurship education and business incubation programming. Other partners of the project are Kathmandu University, YoungInnovations, and Ideas Studio.



Yunus Social Business Centre

Yunus Social Business Centre is on a mission to solve the socio-economic problems of the country through social entrepreneurship. The centre facilitates the growth of social entrepreneurship through training, providing access to seed capital, mentoring, and networking. The centre is driven by the motto “inspire, incubate and accelerate” the growth of social enterprise and social business that largely focuses on solving the problems of the community bringing the efficient drivers of the corporate world. We enable the youths with the social ideas to transform the impact driven ideas to sustainable social enterprise by facilitating them **office space**, **advisory support** and **mentorship** from our own staff and from external network of people as well, **seed money** up to NRs 150,000/- to exceptional and passionate entrepreneurs and **access to network** of investors for the incubatee to pitch their ideas.

The centre also runs **Social Business Challenge** with an aim to foster and engage the youth and educators on understanding the concept of social entrepreneurship. Under this program we conduct workshops in the valley and in the most prominent cities of Nepal to solicit applications and facilitate them till the final round for the cash prize of NRs 100,000 to the winner.

In 2015, we organized International Conference on Social Entrepreneurship that had participation of more than 400 people from the country and outside the country, 8 international speakers, 48 national speakers and 34 partner organizations and many more paper presentations on the social entrepreneurship. The objective of the conference was to educate the participants and partners on the idea of social entrepreneurship and the need in the country.



Centre for Research and Development

CERAD is a research wing at King's College that undertakes research, case studies, research training, and research related activities. This is a faculty and student led collaboration and works to establish King's College as a research institution of global repute. The centre also publishes a double blind peer reviewed journal entitled International Journal of Entrepreneurship and Economic Issues.

Mentorship Pathway

Mentorship Pathway helps individuals explore their potential and express themselves, thereby building confidence in the process. The main objective of Mentorship Pathway is to nurture emotional intelligence in individuals through different avenues like the 10-week Mentorship Program, Mindfulness sessions, Readers' Circle, Improv Theatre, and Writers' Avenue. One on one sessions offered by the department helps mentees get personal guidance in a bid to become better version of themselves.

Empowerment Academy

As a communication and empowerment wing of King's College, Empowerment Academy (EA) works to empower students and teachers by helping them become better communicators, collaborators, critical thinkers and creative solvers. The wing provides a weekly sharing platform - **Empowering Hours** - for teachers, and several workshops and trainings for students on writing, presentation, designing, story writing, storytelling, and various life skills. The academy also provides workshops and training sessions for students and professionals beyond the college as a part of the college's mission to promote collaboration.



Career Development Cell

King's has a placement and career cell which organizes on-campus interviews, workshops, personality enhancement sessions, speakers programs, career fairs, internships, industrial tours, and so on. The cell provides various structured programs right from the induction till the graduation to prepare students for the professional world.





Student Experience Centre (SEC)

To provide a holistic growth to our students and not to limit their potentials to academic pursuits alone, we have a dedicated center which helps students achieve their personal and academic aspirations.

SEC also partners with the students in developing their personalized plan for success, and supports them in every way possible.

SEC also collaborates with students to organise various extracurricular activities throughout the year.



King's Club

This club is led by students of both grad and undergrad, and they manage, lead, collaborate and participate in different activities of their interests around these areas of sports, music, art, entrepreneurship, research, and social works. Students involved in club activities also get extra points if they apply for scholarship.



Endeavours for Knowledge Creation

Hamro Utsav

Hamro Utsav is an annual flagship national event of King's College that aims to promote bonding, relationship and fraternity among Nepal's higher education institutions through various activities under the three key themes of education, entrepreneurship and entertainment.



International Collaborations

Driven by our core value of extending collaboration, we have partnerships with the following international academic institutions and organizations.

- Hebei University of Economics and Business, China (Students Exchange, Scholarship)
- Beijing International Chinese College, China (Students Exchange, Scholarship)
- Panyapiwat Institute of Management University, Thailand (Students Exchange, Scholarship)
- National Central University, Taiwan (Students Exchange, Scholarship)
- Yunus Center, Bangladesh (Research & Student Internship and knowledge transfer with 41 Yunus Social Business Centers around the world)
- TATA Institute of Social Science, India (Research Collaboration and Student Internship)
- Asian Institute of Technology, Thailand (Knowledge Exchange and designing short term technical course)
- 3A School of Business and Development, France (Student Exchange)
- Oulu University of Applied Science, Finland (Increasing University Capacity)



Glimpses from the Graduation Ceremony 2017



The King's Team







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