



**UPH** Universitas  
Pelita  
Harapan

**BEYOND  
ACADEMICS**



# MASTER OF MANAGEMENT



# UPH ALWAYS THE SMARTER CHOICE



of excellent track record  
with global recognition



Strong Industry  
Connections



Professional Networking  
and Opportunities



Strategically located  
in the heart of Jakarta



Holistic, transformational,  
and excellent  
Christ-centered education

MORE THAN  
**60.000**

Outstanding  
and successful alumni

## OVERVIEW Master of Management (M.M.)

UPH's Master of Management program is committed to producing high-quality graduates who are competent, knowledgeable, capable of leading, and firmly committed to ethical behavior. The program prepares graduates to contribute effectively in the marketplace, both as professionals and as entrepreneurs.

### Eight Specializations Are Offered:

1. Organization Development and Human Capital\*\*\*
2. Investment Management\*\*
3. Digital Marketing\*\*
4. Entrepreneurship\*\*
5. Managing Family Business\*\*
6. Supply Chain Management\*
7. Applied Business Analytics\*
8. AI-Based Manufacturing and Operation Management\*

*\*Classes held at Karawaci Campus \*\*Classes held at EEC Campus Semanggi \*\*\*Classes held at both campuses*

### Days Study In a Week

(Weekday Classes)

Monday, Wednesday & Thursday:

6.00PM – 9.30 PM

(Weekend Classes)

Saturday: 8.00 AM – 6.00 PM

### Study Mode

- Interactive Lecture
- Case Study & Presentation
- Group Discussion & Presentation

**36** credits  
for each Specialization

**3** semesters  
to complete the study programs

## CURRICULUM

### SEMESTER 1

- Macroeconomic and Business Environment Analysis
- Research Methodology and Business Statistics
- Marketing Management
- Financial Management and Management Accounting

### SEMESTER 2

#### ORGANIZATION DEVELOPMENT AND HUMAN CAPITAL CONCENTRATION

- HR Analytics for Business Decision and Managing Self and Team
- Developing Learning Organization and HR Business Partner
- Employment Engagement and Relations through Coaching and Mentoring
- Sustainability Business, Strategic Management, and Business Ethics

#### INVESTMENT MANAGEMENT CONCENTRATION

- Integrated Portfolio Management and Derivative Techniques
- Emerging Markets and Fixed Income Investments Analysis
- Equity Analysis, Behavioral Finance, Real Estate, and Alternative Income
- Sustainability Business, Strategic Management, and Business Ethics

#### DIGITAL MARKETING CONCENTRATION

- Consumer Behavior and Marketing Strategy
- Services Marketing and digital-social media strategic
- Strategic Brand and Innovation Management
- Sustainability Business, Strategic Management, and Business Ethics

#### ENTREPRENEURSHIP CONCENTRATION

- Venture in Entrepreneurship
- Design Thinking and Customer-Focused Innovation
- Lean Start-Up
- Sustainability Business, Strategic Management, and Business Ethics

#### MANAGING FAMILY BUSINESS CONCENTRATION

- Family Business Governance and Management
- Succession Planning and Professionalization in Family Business
- Creating Entrepreneurial Family Business
- Sustainability Business, Strategic Management, and Business Ethics

#### SUPPLY CHAIN MANAGEMENT CONCENTRATION

- Strategy, Planning and Operation of Supply Chain Management
- Lean Supply Chain
- Supply Chain Risk Management

#### APPLIED BUSINESS ANALYTICS CONCENTRATION

- Business Analytics
- Customer Analytics
- Leadership and People Analytics

#### AI-BASED MANUFACTURING AND OPERATIONS MANAGEMENT CONCENTRATION

- Lean Manufacturing
- Manufacturing Planning and Control for Supply Chain Management
- AI and Robotics Application in Manufacturing

### SEMESTER 3

- Transformational Leadership
- Research Publication

Class will be conducted using M-Flex (multi-modal flexible learning)

# FACULTY MEMBERS



*Head of Program:*

**Dr. Sylvia Samuel, M.IBL**

"Arts and science will make your company exist, grow, and be a market leader."

## *Eksternal:*

- **Dr Ari Mulianta Ginting, S.E., M.SE**  
Senior Legislative Analyst at the Center for Parliamentary Analysis (PUSAKA), Expertise Agency of the House of Representatives of Indonesia (DPR RI); Former Head of the Center for Budget Analysis and State Financial Accountability (PA3KN); Lecturer at Universitas Pelita Harapan and Trisakti University.
- **Dr. Erwin Tenggono S.E., M.M., M.Min.**  
Universitas Pelita Harapan, Deputy Group President Director Mensa Group ; Co Partner at Halodoc and Chairman of the IPEKA Christian School Board
- **Dr. Randi Bayu Prathama, S.T, M.M.**  
Universitas Pelita Harapan; Director at Financial Institutions; Group Head of Investor Relations at Public Listed Companies; Seasoned Trading and Investment Banker.
- **Dr. Drs. Edison Hulu, M.E.**  
Universitas Indonesia; Director of Trade in a commodity company; Independent Commissioner at an international financial asset management institution
- **Dr. Ikin Solihin, ST, MBA, AFM, CTP, FPAC, CMA, FRM, FMVA, CSCP.**

## LECTURERS

### *Internal:*

- **Dr. Innocentius Bernarto, S.T., M.Si., M.M., M.Si.**  
Universitas Padjadjaran.
- **Dr. Kim Sung Suk, B.A., M.Sc**  
Universitas Indonesia
- **Prof Dr. Drs Ardi Kho, M.M.S.I., Akt**  
Universitas Gadjah Mada; Co-Founder Alpha Capital Group, Owner & Director Mining Company: PT. Armada Tambang Solusindo & PT. Mitra Artha Sepadan, and CV. Armada Tambang Sejati. Education and Spiritual Committee of Ipeka Foundation.
- **Dr. Jacob Donald Tan, BBA., MBA.**  
Universitas Pelita Harapan; Senior Advisor in Business Advisory. Family Business Researcher.
- **Dr. Pauline H. Pattyranie Tan, S.E., M.Si.**  
Universitas Gadjah Mada, Ilmu Ekonomi
- **Dr. Moses Lorensius Parlinggoman, S.Kom., S.E., M.M.**  
Sekolah Bisnis dan Manajemen - Institut Teknologi Bandung

# ADMISSION REQUIREMENTS

**450** TOEFL ITP  
EQUIVALENT  
passing grade

## ACADEMIC TEST

Academic Potential Test  
minimum score: 500

## ACADEMIC REQUIREMENTS:

**S1** Bachelor's degree (S1)  
from an accredited  
public or private  
university

Minimum GPA: 2.50

"Applicants with a bachelor degree from overseas universities must submit Legitimate Letter of Certificate Equivalency from DIKTI-DEPDIKNAS"





# UPH

Universitas  
Pelita  
Harapan

EXECUTIVE EDUCATION CENTER

## Jakarta Campus

Komplek UPH EEC,  
Hotel Aryaduta, Semanggi  
Jl. Garnisun Dalam No. 8,  
Semanggi, Jakarta Selatan

UPH Online Admission: **one.uph.edu**



0856-8490-798 (WA Chat Only)  
0813-2333-8207 (WA Chat Only)



marketingupheec@uph.edu



www.uph.edu



uphexecutiveeducation