



**THE OPEN UNIVERSITY  
OF SRI LANKA**

**FACULTY OF MANAGEMENT STUDIES**



# **2023 - 2024 PROSPECTUS**

**BACHELOR OF MANAGEMENT STUDIES HONOURS**

**BACHELOR OF MANAGEMENT STUDIES HONOURS IN  
ACCOUNTING AND FINANCE**

**BACHELOR OF MANAGEMENT STUDIES HONOURS IN  
HUMAN RESOURCE MANAGEMENT**

**BACHELOR OF MANAGEMENT STUDIES HONOURS IN  
MARKETING MANAGEMENT**



**OUSL**

**FMS**  
Faculty of Management Studies

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## MESSAGE FROM THE DEAN

Greetings!

Welcome to the first intake of the newly introduced Management degree programmes conducted by the Faculty of Management Studies (FMS), The Open University of Sri Lanka.

We are really proud to introduce the following programmes for our learning partners.

- Bachelor of Management Studies Honours (Revised Programme)
- Bachelor of Management Studies Honours in Accounting and Finance (New Programme)
- Bachelor of Management Studies Honours in Human Resource Management (New Programme)
- Bachelor of Management Studies Honours in Marketing Management (New Programme)

A Bachelor of Management Studies Degree (BMS) can be considered as the main program conducted by The Faculty of Management Studies for more than two decades. To align with the changes in the business environment we have introduced brand new programs with the consultancy of industry, academia and all relevant stakeholders. This program has been endorsed by the University Grants Commission (UGC) in Sri Lanka. We, at the Faculty of Management Studies are going to offer a Quality, market-driven degree program for our learning partners to enhance their Knowledge, Skills and Attitude (KSA).

The Faculty of Management Studies is currently offering Degree Programs, three MBA programs and several other programs with years of experience in specializing in Business Management and Entrepreneurship. FMS currently serves more than 5000 students in Sri Lanka. Sri Lanka needs to have a Paradigm Shift in our economy and the role of a Degree Holder needs to be redefined. The combination of classroom discussions and some case studies conducted by the program would immensely help our learning partners to become collaborators in this journey. And also we are fortunate to have a combination of University lecturers and industry experts in our panel of resource persons. It is expected to introduce an entrepreneurship unit in the faculty this year and an 'Entrepreneurial mindset' of all learning partners to be enhanced with different programs and mentoring sessions. We, at Faculty always believe professionals with a real balance of IQ and EQ (Intelligence Quotient and Emotional Quotient) are the best outcome in the country in terms of producing responsible citizens. We have a unique achievement-oriented culture within FMS and the Faculty of Management Studies is really excited to take part in your academic journey with our intellectual stimulation and inspirational motivation.

## **Part I - GENERAL INFORMATION**

### **The Open University of Sri Lanka**

The Open University of Sri Lanka (OUSL) was established in 1980 under the University Act No. 16 of 1978 and the OUSL Ordinance No. 01 of 1990. Therefore, it has the same legal and academic status as any other national university in Sri Lanka. The OUSL is the only recognized university in Sri Lanka, where one can pursue higher education solely by distance education techniques in keeping with the philosophy of OPEN & DISTANCE LEARNING (ODL). Students and adults could pursue their studies through this methodology. The OUSL is an attractive choice of study, especially for those employed. The current student population is around 35,000. The OUSL offers courses/programmes from the Foundation and Certificate level through Bachelors to Masters and PhD degrees. The structure of study programmes provides opportunities for those who complete one programme to progress up the ladder and further improve their educational qualifications. Education at OUSL is thus a life-long experience. The OUSL functions through a network of centres spread throughout the island. The Central Campus and the Colombo Regional Centre of the Open University are located in Nawala-Colombo and are easily accessible by road and railway. The academic departments of the University are grouped into six Faculties: Education, Engineering Technology, Health Sciences, Humanities & Social Sciences, Natural Sciences and Management Studies. In its illustrious history of academic excellence, efficiency and equity we have immensely contributed to the development of management education in Sri Lanka.

### **The Faculty**

The Faculty of Management Studies (FMS) of OUSL was established as the 6th Faculty of the OUSL with the purpose of imparting management knowledge for the development of management skills and management attitudes. The faculty formally commenced its operations on 08th May 2019 and since then the services are provided to a wide spectrum of clients including young school leavers, managers, public administrators, small and medium scale entrepreneurs etc. The Faculty of Management Studies comprises of four Academic Departments; Department of Accounting & Finance (DAF), Department of Human Resources Management (DHR), Department of Marketing Management (DMM) & Department of Organizational Studies (DOS). The faculty is administered under the leadership of the Dean of the Faculty. Each Department is under a Head and all Departments are collectively responsible for all academic activities of the faculty. The Faculty Board of Management

Studies regulates all academic activities in the faculty, under the guidance of the Senate of the University. The faculty is committed to the promotion of management education and research at undergraduate and postgraduate levels where we offer management education from certificate level to PhD level through Open and Distance Learning (ODL) methodologies.

### ***Faculty Study Programmes***

The Faculty of Management Studies offers a wide range of programmes covering all the areas of educational spectrum. Our faculty offers two certificate courses; Advanced Certificate in Entrepreneurship and Small Business Management (ESBM) & Advanced Certificate in Human Resource Management, a Diploma in Management, four degree programmes, four postgraduate programmes; Commonwealth Executive Master of Business Administration (CEMBA) & Commonwealth Executive Master of Public Administration (CEMPA), MBA in Human Resource Management, MSc. in Public Procurement and Supply Chain Management and the PhD programme.

### ***Faculty Publications***

Faculty of Management Studies publishes two journals. One is *Management Issues* which is a peer-review academic journal that publishes annually and the major focus of Management Issues is to provide a scientific base for young researchers who have completed their undergraduate and postgraduate research studies with FMS.

*Sri Lanka Journal of Management Studies (SLJMS)* is the official journal of the Faculty of Management Studies. The mission of SLJMS is to be the premier international journal for the exchange and advancement of research, in all fields of Management. SLJMS is a bi-annual, peer-reviewed journal that was launched parallel to the inauguration ceremony of the Faculty of Management Studies (FMS) at the Open University of Sri Lanka.

### ***International Research Conference***

The faculty organizes the International Conference on Management and Entrepreneurship (ICOME) as the research conference of the Faculty of Management Studies. The faculty hosted the ICOME for the second consecutive year in 2023.

### *Objectives of ICOME:*

- To bring local and foreign researchers and practitioners to one forum to share and disseminate current developments and insights in Business Management and Entrepreneurship
- To strengthen the scholarly and professional network among researchers
- To underpin the need for collaboration and cooperation of individuals from a wide range of professional backgrounds in Business Management and Entrepreneurship to contribute for a sustainable future

## **Academic Departments**

### ***Department of Organizational Studies***

The Department of Organizational Studies undertakes efforts to create awareness in relation to management discipline and inculcate appropriate skills and attitudes to create excellent productive business leaders. In today's business world, high performing business leaders or management professionals are in demand. Thus, the department is contributing to cater the felt need of productive and proactive business management leaders. In this endeavor, the department strongly emphasizes theory driven empirical research and teaching rooted in the social, cultural, legal, environmental, economic and behavioral sciences.

### ***Department of Accounting and Finance***

The Department of Accounting and Finance at the OUSL strives to be the prime academic unit in disseminating knowledge and exploring insights to bridge the knowledge gaps in the field of accounting and finance. This is with the purpose to equip the learners with the required knowledge base and set of skills to excel in their chosen careers. Thus, the department performs varied functions such as, course development, course delivery, coordination and research.

### ***Department of Human Resources Management***

The Department of Human Resources Management strives to be the center for higher education relating to management of human resources. The department aims to create ethical and empathetic human resource professionals and great business partners, who are sensitive and proactive in handling the issues relating to human resource management and

development. Thus, the department facilitates knowledge propagation and creation, relating to the field of human resource management, to provide awareness on the theories, strategies and practices to create the best workplace.

### ***Department of Marketing Management***

The Department of Marketing Management aims to create responsible citizens who strive to achieve and sustain the satisfaction of customers and the organization, thereby understanding the needs of customers, creating innovative offerings and delivering the needs to sustain value for the organization. In this endeavor, the Department teaches the knowledge, skills and attitudes required for effective and responsible marketing and marketing research. Thus, the undergraduate who pursues can excel in crafting strategies in relation to 7 P's to produce optimized results for any related stakeholders and succeed in their career.

### **The Study System**

The study system of the OUSL is based on distance learning methodologies. It is different from the conventional study system most of you are familiar with. Regular attendance at the university is not required and is therefore well suited for those of you who are employed or engaged with other commitments. Student learning is facilitated through carefully prepared printed course materials suitable for self-learning. Course materials are provided in the electronic format. Course material are supplemented with online learning and audio-visual material. Student progress in courses is evaluated at different time intervals using a variety of assessment methods. Students should get registered online for final examinations.

### **Open and Distance Learning (ODL)**

The undergraduates of the Faculty of Management Studies will pursue studies through Open and Distance Learning (ODL) methodology. The ODL methodology is based on self-study and independent learning. Distance learners assume responsibility to initiate a self-directed learning experience. It may initially appear as a challenging task. However, very soon, you will learn that it is a rewarding and enjoyable experience. In addition to gaining subject knowledge and skills, you will be developing many other soft skills such as self-organization and time management. Students can learn through carefully prepared study materials together with day schools and the other forms of support that facilitate learning.

## **Support for Learners**

A range of services will be offered to support students who have entered a new learning environment.

***Academic Counselling:*** Each student is provided counselling where the counsellor will guide the students and provide broader awareness about the university, the study system and other particulars regarding the programme of study. The assistance is available throughout the study period.

***StART@OUSL:*** The StART@OUSL (Student Academic Readiness Training at OUSL) is offered to all new students registering for undergraduate degree programmes.

***Day Schools:*** Day school is a concept which provides interactive sessions to students and it gives the opportunity to meet the respective course facilitators to clarify any difficulty they come across in the study material.

***Online Support:*** This platform provides students additional help and also to familiarize them with modern learning trends and tools.

***MyOUSL:*** MyOUSL is the student web portal which all students have to access very frequently.

***Student Email Account:*** Students will get an OUSL email account when you register and the university will use it to communicate important academic information.

***Short Message Service:*** The University uses SMS to provide students with important and urgent information.

***Library:*** The OUSL operates a network of libraries comprising the main library at Central Campus and Regional Centre libraries are located at other Regional Centres.

***Financial Assistance (Scholarships and Bursaries):*** The OUSL provides bursaries and scholarships on merit and/or on need to provide financial assistance to those who need support for study.

***Learner Support Cell:*** The Learner Support Cell of the Faculty of Management Studies was established to coordinate, monitor, and facilitate Learner Support Activities related to the faculty. The aim of the Learner Support Cell of Faculty of Management studies would be to identify the individual requirements of each learner and assist and support students. The main



purpose of the FLSC (Faculty Learner Support Cell) is to enhance the current Learner Support practices and develop a customized learner Support system within the faculty. FLSC ensures whether help desk is methodically conducted the learner support activities while providing easy access for the learners within Open and Distance Education.

*Objectives of the Learner Support Cell:*

- Identify, design, implement and improve strategies to support learners to enhance the cognitive, organizational, and emotional aspects needed to succeed in ODL setting
- Develop and recommend strategies to support the learners to quickly adapt to the ODL mode and acquire the necessary skills needed to perform well, based on the varied needs of the learners
- Encourage and facilitate other entities within the university to initiate programs related to learner support
- Liaise with the different entities of the university and other stakeholders to facilitate learner support unit initiatives

### **Quality Assurance Cell**

The Faculty Quality Assurance Cell (FQAC) of the Faculty of Management Studies has been established in compliance with the quality assurance system established by The Open University of Sri Lanka aligning with the guidelines of the University Grants Commission (UGC) of Sri Lanka. The main purpose of FQAC is to ensure the quality of the academic programmes offered by the Faculty to enhance the learners' experience continuously. The FQAC is comprised of a chairperson and four representatives from the four academic departments. FQAC monitors the progress of the QAC action plan activities conducted by each Department. The FQAC plays a vital role in facilitating the four Departments in enhancing the quality of teaching and learning continuously. FQAC shall function as the unit responsible for Quality Assurance (QA) within the faculty.

## **Part II - DEGREE PROGRAMMES**

The Faculty of Management Studies offers Four Honours Degree Programmes:

### **❖ Bachelor of Management Studies Honours - BMSHons**

The Department of Organizational Studies (DOS), which is under the FMS and dedicated in achieving excellence in teaching, learning, and research activities in order to meet the challenge of change, will oversee the Bachelor of Management Studies Honours degree programme as a new version of the current degree programme.

The primary aim of the revamped Bachelor of Management Studies Honours degree programme is to produce a graduate who will be able to enrich business organizations by addressing global challenges and achieving nation-building and economic development goals for the country. Graduates of the degree programme will be proficient at applying their knowledge to real-world circumstances in addition to being educated about the fundamental concepts and contemporary issues in management science. Their capacity for teamwork, inventiveness, attention to detail, and problem-solving will make them priceless assets in any business organization. They will be adaptable, versatile, and always ready to perform at their very best to meet the business objectives of any company since they are lifelong learners.

### **❖ Bachelor of Management Studies Honours in Accounting and Finance - BMSHons (Acc & Fin)**

The Bachelor of Management Studies Honours in Accounting and Finance, offered by the Department of Accounting & Finance at the Faculty of Management Studies, Open University of Sri Lanka. We invite you to join us on this remarkable educational journey. In today's dynamic world, the demand for highly skilled accountants and financial experts is greater than ever. Businesses are navigating complex financial landscapes, requiring individuals with a deep understanding of accounting principles, financial analysis, and contemporary practices. To address this need and to make competent professionals ready to meet the challenges of the modern world, we proudly introduce the Bachelor of Management Studies Honours in Accounting and Finance.

Our programme differentiates itself by integrating Accounting, Finance, and Information Technology (IT) subjects into the core curriculum. This fusion ensures graduates possess the necessary technical expertise to leverage emerging technologies and streamline accounting processes. Consequently, our students gain a competitive advantage in today's job market. The degree will be delivered as a mix of theories and practices with the support of experienced lecturers and industry professionals.

We emphasize the development of critical thinking, problem-solving, and communication skills to empower graduates to analyze financial data effectively and make informed decisions. Affordability and accessibility have been considered while designing this programme and our Open Distance Learning (ODL) process ensures easy access to the course material. The programme is also designed to meet industry demands, incorporating the latest knowledge and practices. By pursuing this degree, students can acquire skills and knowledge that are both relevant and timely. We firmly believe this qualification is ideal for individuals aspiring to excel in the field of Accounting and Finance. Join us on this journey to unlock a world of opportunities in Accounting and Finance.

❖ Bachelor of Management Studies Honours in Human Resource Management -  
BMSHons (Hum Rsc Mgt)

The Bachelor of Management Studies Honours in Human Resource Management is a four-year degree programme with 120 course credits worth courses along with industrial training and scientific research in the field of Human Resource Management. This programme is carefully designed with the utmost intention of producing highly skilled management graduates specialized in Human Resource Management who will be ideal candidates to meet the highest industry standard in people management. Accordingly, at the completion of the programme the candidate should be an empathetic and ethical professional, who is sensitive to employee and employer concerns and be able to consider the social, cultural, environmental and economic consequences of organizational, national and international Human Resource Management and Development related issues and positively contribute. In order to accomplish the above-mentioned intention, the degree programmes offer most relevant courses, with the appropriate mix of both qualitative and quantitative subject areas in the Human Resource Management discipline, also promote understanding of the field both from a local and a global perspective. In addition, the courses offered are designed in a way to enhance and strengthen the knowledge, skills and attitudes of the learners through theoretical knowledge and industry experience. Apart from the above, the programme would create a

basis for the participants to acquire the competency relating to other functional areas of management and the partnering role the Human Resource Manager has to play in creating and delivering value through symbiotic relationship. As a result, the study educational programmes has the potential to foster great people professionals who can contribute to the development of Human Resources on a variety of levels, including team, organizational, and national levels.

❖ Bachelor of Management Studies Honours in Marketing Management -  
BMSHons (Mktg Mgt)

Bachelor of Management Studies Honours in Marketing Management is designed for aspiring marketing professionals to gain knowledge and skills necessary to thrive in the industry. It is designed for those who are good in their critical thinking, creativity, and analytical skills. The learners in this programme will form an understanding of many areas of marketing. They will be well-versed in maintaining relationships with their audiences, communication, consumer behavior, marketing strategy and research. They will also enjoy internship opportunities to expose them to real-world marketing environments. These practical experiences can help them develop the skills and knowledge required to succeed in a highly competitive marketing field.

Like many careers in business, marketing is a profession where a bachelor's degree may be helpful to advance. Once they've earned the Bachelor of Management Studies Honours degree in Marketing Management, they'll have tons of options when it comes to their career. One of the most appealing aspects of a job in the marketing industry is the multiple career paths. Graduates can end up working in all kinds of industries like advertising, public relations, sales, and more. Some popular titles for marketing jobs include marketing manager, marketing research analyst, marketing assistant, and marketing executive. The Bachelor of Management Studies Honours in Marketing Management is also unique in that it will meet the needs of learners who are from different backgrounds. Those with an interest in psychology may enjoy marketing, as many of the lessons in consumer behavior courses are based on psychology principles. For students who are more science-minded, the technical side of marketing teaches data collection, data storage methods and data analysis to aid in consumer research and problem-solving.

This programme is right for anyone who wants to develop marketing knowledge to work with the corporate sector.

\*If you complete the first two years of any of the above four degree programmes, you can earn a Higher Diploma in Management (HDip (Mgmt)).

### **Medium of Instruction**

All the four degree programmes are offered in English medium only. Therefore, all the lectures will be conducted in English language and all the study materials as well as the assignments & final examinations will be given in English language. However, the faculty will provide learner support services in all three mediums (English, Sinhala and Tamil).

### **Course Credits**

All the four programmes as well as all the courses carry a credit rating. The ‘credit rating’ is the expression used in the OUSL to denote the “academic value” of the course/programme. The word credit is not implied in the meaning of any measure of academic performance at an examination such as Credit pass at GCE Ordinary/Advanced Level Examination. The credit rating gives a measure of the time expected to be spent on studying the course. The credit rating of all the four degree programmes comprises one hundred and twenty (120) course credits.

### **Workload per Academic Year**

The expected minimum period to complete the selected degree programme will be 04 years where each year consists of 30 credits.

Normally, the workload per academic year is calculated as follows:

$$30 \text{ credits} \times 50 \text{ notional hours} = 1,500 \text{ notional hours}$$

You will be provided more details with this regards when you enroll with the selected degree programme.

### **Student Evaluation**

The evaluation of a student is consisted with two main parts.

1. Final Examination - The final examination will be a three hour written paper.
2. Continuous Assessments - Continuous Assessment Test (CAT), Take Home Assignment, Online Assessments, Oral Presentations, Mini Projects etc.

### **Grade Point Values and Overall Assessment Marks (Z%)**

Overall assessment mark is a combination of the marks given for continuous assessment and the final examination. The grades and the grade point values will be assigned based on the overall assessment mark.

<b>Overall Assessment Marks (Z%)</b>	<b>Grades</b>	<b>Grade Point Value (GPV)</b>
≥80	A+	4.00
70-79	A	4.00
65-69	A-	3.70
60-64	B+	3.30
55-59	B	3.00
50-54	B-	2.70
45-49	C+	2.30
40-44	C	2.00
35-39	C-	1.70
30-34	D+	1.30
25-29	D	1.00
00-24	E	0.00

### **Duration of Degree Programmes**

The candidate should acquire the course credit requirement within a minimum period of 04 academic years and a maximum period of 12 consecutive academic years.

### **Eligibility for Admission to the BMSHons, BMSHons (Acc & Fin), BMSHons (Hum Rsc Mgt), and BMSHons (Mktg Mgt) Degree Programmes of Study (Entry Requirements)**

A person seeking admission to any of the four degree programmes available, should complete 18 years of age by the date of the registration and shall be required to have;

- Any three passes in one and same sitting at the General Certificate of Education (G.C.E) Advanced Level Examination, Sri Lanka, *or*,
- Successfully completed any Foundation Programme adding up to 60 credits at Level 1 and Level 2 offered by the Open University of Sri Lanka, *or*,
- Successfully completed an advanced certificate programme having 30 SLQF credits at SLQF Level 2 offered by the Faculty of Management Studies of OUSL, *or*,

- d) Successfully completed an advanced certificate programme of OUSL having 30 SLQF credits at SLQF Level 2, *or*,
- e) An equivalent or higher academic or professional qualification acceptable to the Senate

\*Also, the students who have written the G.C.E. (A/L) Examination of 2022 whose results are pending, are eligible to apply for the above mentioned four degree programmes.

Other than the applicants in the category 'c' above will be subjected to a selection test administered by the Faculty of Management Studies, if necessary.

### **Selection Test**

A selection test will be conducted for the above mentioned categories other than the category 'c' by the Faculty of Management Studies, if necessary.

The selection test comprises with three main parts:

1. Aptitude Test
2. General Knowledge Test
3. Communication Skills for Managers

You will be selected for the degree programme based on your performance at the common selection test conducted by the Faculty of Management Studies and your choice of preferred degree programme.

### **The Structure of the Degree Programmes**

All the four degree programmes are structured to include the following components:

- Core Courses
- Optional Courses
- Courses under Continuing Education (Start@OUSL)

**The Structure and the Course List of the Bachelor of Management Studies Honours  
- BMSHons**

SLQF Levels	Course Code	Course Title	Credits
<b>3</b>	OSU3401	Principles of Management	4
	AFU3401	Financial Accounting	4
	AFU3402	Microeconomics	4
	MMU3401	Marketing Management and Ethics in Marketing	4
	HRU3406	Human Resource Management	4
	OSU3407	Quantitative Techniques for Management	4
	OSU3308	Innovation and Entrepreneurship	3
	OSU3309	Business Communication	3
<b>4</b>	AFU4401	Cost and Management Accounting	4
	AFU4402	Macroeconomics	4
	OSU4405	Operations Management	4
	OSU4404	Introduction to Law and Contract Law	4
	OSU4410	Business Statistics	4
	AFU4403	Financial Management	4
	OSU4309	Information Technology for Business	3
	OSU4311	Law Relating to Business Transactions	3
<b>5</b>	OSU5306	Organizational Behavior	3
	OSU5410	Law Relating to Business Organizations and Structures	4
	AFU5302	Managerial Economics	3
	OSU5497*	Industrial Training	4
	OSU5415	Project Management	4
	OSU5498	Research Methods for Business	4
	<b>Optional courses (Select any 01 course from the following 3 courses)-04 credits</b>		
	OSU5411	International Business	4
	OSU5412	Logistics and Facilities Management	4
	OSU5413	Business Analytics and Data Science	4
	<b>Optional courses (Select any 01 course from the following 3 courses)-04 credits</b>		
	OSU5416	Management of Technology	4
	OSU5417	Cross Cultural Management	4
	OSU5418	Employment Law and Industrial Relations	4
<b>6</b>	OSU6401	Strategic Management	4
	OSU6799*	Research Project in Management	7
	OSU6415	Advanced Organizational Behavior	4
	OSU6302	Operations Research	3
	OSU6419	Ethics, Governance and Sustainability	4
	OSU6420	New Dimensions in Management	4
	<b>Optional courses (Select any 01 course from the following 3 courses)-02 credits</b>		
	OSU6216	Competition Law and Consumer Protection	2
	OSU6217	Leadership and Change Management	2



	OSU6218	Managing Quality, Reliability and Safety	2
	<b>Optional courses (Select any 01 course from the following 3 courses)-02 credits</b>		
	OSU6221	Knowledge Management	2
	OSU6222	Global Economy and Trade	2
	OSU6223	Business Planning and Development	2
*These courses are offered across the year			

**The Structure and the Course List of the Bachelor of Management Studies Honours in Accounting and Finance - *BMSHons (Acc & Fin)***

SLQ Levels	Course Code	Course Title	Credits
3	AFU3401	Financial Accounting	4
	OSU3401	Principles of Management	4
	MMU3401	Marketing Management and Ethics in Marketing	4
	AFU3402	Microeconomics	4
	OSU3407	Quantitative Techniques for Management	4
	HRU3406	Human Resource Management	4
	OSU3309	Business Communication	3
	AFU3303	Aesthetics and Anthropology for Managers	3
4	AFU4401	Cost and Management Accounting	4
	AFU4402	Macroeconomics	4
	OSU4405	Operations Management	4
	OSU4404	Introduction to Law and Contract Law	4
	OSU4410	Business Statistics	4
	AFU4403	Financial Management	4
	OSU4309	Information Technology for Business	3
	AFU4304	Intermediate Accounting	3
5	AFU5420	International Financial Management	4
	AFU5401	Financial Securities Markets and Regulations	4
	AFU5404	Project Appraisal	4
	AFU5498	Research Methodology for Accounting and Finance	4
	AFU5497*	Industrial Training	4
	AFU5421	Taxation and Tax Planning	4
	<b>Optional Courses (Select any 2 courses) - 06 credits</b>		
	AFU5302	Managerial Economics	3
	AFU5322	Microfinance	3
	AFU5323	Computer Based Accounting and ERP Systems	3

<b>6</b>	OSU6401	Strategic Management	4
	AFU6799*	Research Project in Accounting and Finance	7
	AFU6424	Auditing and Assurance Services	4
	OSU6302	Operations Research	3
	<b>Optional Courses (Select any 3 courses) -12 credits</b>		
	AFU6403	Advanced Financial Accounting	4
	AFU6425	Investment Analysis and Portfolio Management	4
	AFU6422	Ethics and Contemporary Topics in Accounting and Finance	4
	AFU6423	Financial Econometrics	4
	AFU6420	Bank and Financial Institutions Management	4

*\*these courses are offered across the year.*

### **The Structure and the Course List of the Bachelor of Management Studies Honours in Human Resource Management - BMSHons (Hum Rsc Mgt)**

<b>SLQ Level</b>	<b>Course Code</b>	<b>Course Title</b>	<b>Credits</b>
<b>3</b>	AFU3401	Introduction to Financial Accounting	4
	OSU3401	Principles of Management	4
	MMU3401	Marketing Management and Ethics in Marketing	4
	AFU3402	Microeconomics	4
	OSU3407	Quantitative Techniques for Management	4
	HRU3406	Human Resource Management	4
	OSU3309	Business Communication	3
	HRU3301 HRU3302	Human Resource Ethics or Human Resource Personality	3
<b>4</b>	AFU4401	Cost and Management Accounting	4
	AFU4402	Macro Economics	4
	OSU4405	Operations Management	4
	OSU4404	Introduction to Law and Contract Law	4
	OSU4410	Business Statistics	4
	AFU4403	Financial Management	4
	OSU4309	Information Technology for Business	3
	HRU4303 HRU4304	Human Resource Diversity or Occupational Health and Safety	3
<b>5</b>	OSU5306	Organizational Behaviour	3
	AFU5302	Managerial Economics	3
	HRU5305	Compensation Management	3

	HRU5207 HRU5208 HRU5209 HRU5210	Human Resource Branding or Intrapreneurship for Human Resource or Human Resource Analytics or Change Management	2
	HRU5413	International Human Resource Management	4
	HRU5414	Advanced Human Resource Management	4
	HRU5315 HRU5316 HRU5317	Employee Relations & Discipline Administration or Employment Law or Human Resource Information System	3
	HRU5498	Research Methodology for Human Resource Management	4
	HRU5497*	Industrial Training	4
6	OSU6401	Strategic Management	4
	HRU6411	Performance Management	4
	HRU6412	Human Resource Training & Development	4
	HRU6220 HRU6221 HRU6222	Human Resource Accounting or Human Resource Auditing or Reporting for HR professionals	2
	HRU6223 HRU6224 HRU6227	Green Human Resource Management or Human Resource Counselling or Employee Motivation	2
	OSU6302	Operations Research	3
	HRU6426	Strategic Human Resource Management	4
	HRU6799*	Research Project in Human Resource Management	7
* These courses are offered across the year.			

**The Structure and the Course List of the Bachelor of Management Studies Honours  
in Marketing Management - *BMSHons (Mktg Mgt)***

SLQ Levels	Course Code	Course Title	Credits
3	MMU3401	Marketing Management and Ethics in Marketing.	4
	AFU3401	Introduction to Financial Accounting	4
	OSU3401	Principles of Management	4
	AFU3402	Microeconomics	4
	OSU3407	Quantitative Techniques for Management	4
	HRU3406	Human Resource Management	4
	OSU3309	Business Communication	3
	MMU3302	Creative Marketing	3
4	MMU4401	Consumer Behavior	4
	AFU4401	Cost and Management Accounting	4
	AFU4402	Macroeconomics	4

	OSU4311	Law relating to Business Transactions	3
	OSU4410	Business Statistics	4
	AFU4403	Financial Management	4
	<b>Optional Courses (Select any 1 course) - 04 credits</b>		
	OSU4405	Operations Management	4
	MMU4402	Marketing Operations	4
	<b>Optional Courses (Select any 1 course) - 03 credits</b>		
5	OSU4309	Information Technology for Business	3
	MMU4303	Information Technology for Marketing	3
	MMU5401	Services Marketing	4
	MMU5402	Brand Management	4
	AFU5302	Managerial Economics	3
	MMU5498	Research Methodology for Marketing Management	4
	MMU5405	Marketing Research	4
	MMU5497	Industrial Training	4
	<b>Optional Courses (Select any 1 course) - 03 credits</b>		
	MMU5303	Modern Trade	3
	MMU5304	Marketing Analytics	3
	<b>Optional Courses (Select any 1 course) – 04 credits</b>		
6	MMU5406	Customer Relationship Management	4
	MMU5407	Sales Management	4
	MMU6401	Integrated Marketing Communication	4
	MMU6402	Contemporary Issues in Marketing	4
	MMU6799	Research Project in Marketing Management	7
	MMU 6408	Entrepreneurial Marketing	4
	<b>Optional Courses (Select any 1 course) – 04 credits</b>		
	OSU6401	Strategic Management	4
	MMU6403	Strategic Marketing Management	4
	<b>Optional Courses (Select any 1 course) – 04 credits</b>		
	MMU6404	International Marketing	4
	MMU6405	Business to Business Marketing	4
	<b>Optional Courses (Select any 1 course) – 03 credits</b>		
	MMU6306	Destination Marketing	3
	MMU6307	Digital Marketing	3
<i>*these courses are offered across the year.</i>			

## Course Fees Details

### 1. *Non-Tuition Fee*

Registration Fee	Rs. 500.00
Facility Fee	Rs. 2,500.00
Library Facility Fee	Rs. 100.00
Start @ OUSL	Rs. 8,500.00

### 2. *Tuition Fee - Local Students*

Level 03/04 Per Credit (Rs. 1,640.00 \* 60Credits) - Rs. 98,400.00

Level 05/06 Per Credit (Rs. 2,050 \* 60Credits) - Rs. 123,000.00

### 3. *Tuition Fee - Foreign Students*

Level 03 /04 Per Credit

Developed Countries – US\$ 40.00 per credit

Developing Countries – US\$ 20.00 per credit

Level 05 /06 Per Credit

Developed Countries – US\$ 50.00 per credit

Developing Countries – US\$ 25.00 per credit

- Those who fail examinations are required to re-register and pay for courses which they have to repeat.
- Annual total course fee can be paid in two (02) installments.
- The fees stated in the prospectus are applicable for the academic year 2023/2024. They may be subjected for changes in subsequent years.

### **Part III - HOW TO APPLY**

#### **Instructions to fill the on-line application form**

APPLICATIONS for the degree programmes have to be submitted online. First you need to create an online login account. Then only you can proceed to submit your application online.

1. In the internet browser, type: <https://reginfo.ou.ac.lk/applyonline>
2. Register ONCE by creating a new account. In order to do this, click on Create New Account as per the instructions given in the page.

**Note:** You need to provide information considered as MANDATORY including an email address and a mobile number, both of which may be your own or of a family member/friend. The university may use them to communicate with you, to acknowledge receipt of your applications and to provide you additional information as and when necessary.

3. Once your account has been created, you can proceed to submit your application online.

For this you need to go to “Online Application” and proceed by entering your username and password and then fill the online application form. Once you have filled all sections, submit the form (Please remember your username and password, since it is required for you to login to your account later).

Select the payment method and proceed further by following the instructions given. Application fee is Rs. 750/=. You can pay this amount by credit or debit card. Applicants who do not have a credit/debit card can make the respective payment by cash to any Regional or Study Centre of the OUSL.

4. Download the Admission Form for the Selection Test which will be generated for you after successful completion of the application process. Make a printout of the Admission Form as it is essential to produce it at the selection test.

Those who need assistance with the online application process can call over to any one of the Regional or Study Centres with the following information: Full name of the applicant with

the address, National identity card number, E-mail address, Mobile phone number, Educational qualifications.

## Step by Step Guide – Online Application

### Step 01

Click on the following link: [www.ou.ac.lk](http://www.ou.ac.lk)

### Step 02

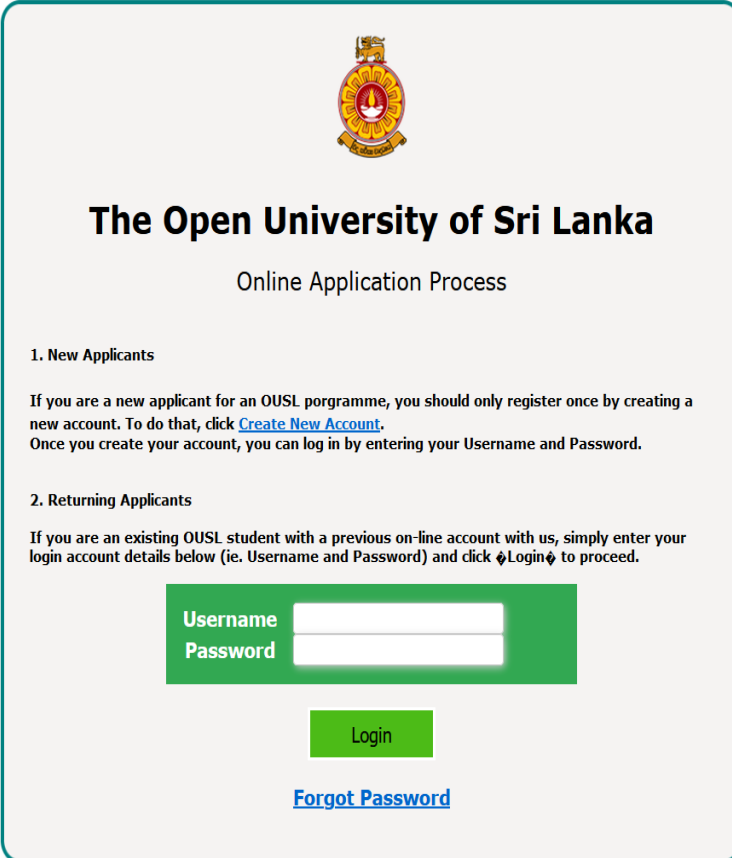
Click on “Apply Online” on the Right-side in the home page.




Then you will be directed to the following window and click on “Management Honours Degree Programmes (Management Studies/Accounting and Finance/Human Resource Management/Marketing Management)”.



Then you will be directed to the following window of the online application process.



The image shows a web page for 'The Open University of Sri Lanka' with the title 'Online Application Process'. It features the university's crest at the top. Below the title, there are two sections: '1. New Applicants' and '2. Returning Applicants'. The 'New Applicants' section contains instructions on how to create a new account and log in. The 'Returning Applicants' section contains instructions on how to log in with an existing account. At the bottom, there is a login form with fields for 'Username' and 'Password', a 'Login' button, and a '[Forgot Password](#)' link.



## The Open University of Sri Lanka

### Online Application Process

**1. New Applicants**

If you are a new applicant for an OUSL programme, you should only register once by creating a new account. To do that, click [Create New Account](#). Once you create your account, you can log in by entering your Username and Password.

**2. Returning Applicants**

If you are an existing OUSL student with a previous on-line account with us, simply enter your login account details below (ie. Username and Password) and click [Login](#) to proceed.

Username

Password

[Login](#)

[Forgot Password](#)

### Step 03

Click on “Create New Account”.

If you are a new applicant for an OUSL programme, you should only register once by creating a new account. To do that, click [Create New Account](#). Once you create your account, you can log in by entering your Username and Password.



You will be directed to the following window.

The screenshot shows a 'New User Creation' form with two main sections: 'Account Details' and 'Personal Details'. The 'Account Details' section includes fields for Username, Password, and Confirm Password, with a note that the password must be at least six characters. The 'Personal Details' section includes fields for Title, Initial, Last Name, Name Denoted by Initials, Mailing Address (three lines), District, National Identity Card No./Passport No.(Foreign Applicants), Date Of Birth, Gender, E mail, Telephone -Mobile, Telephone -Home, and Country. At the bottom, there is a checkbox for confirming the details and a 'Create Account' button. A blue arrow points from the first bullet point to the form fields, and a yellow arrow points from the second and third bullet points to the checkbox.

**New User Creation**

**\*Mandatory fields , සම්පූර්ණ කළ යුතුයි, අත්කරගත යුතුයි**

**Account Details**

You can use your own Username and Password , A password must have at least six (6) characters.

Username\*

Password\*

Confirm Password\*

**Important: Please write-down your "username" and "password" and keep securely for future use**  
**වැදගත් : ඔබගේ "username" සහ "password" සුරක්ෂිතව මුද්‍රණය කර ගන්න.**

**Personal Details**

Title\*

Initial\*

Last Name\*

Name Denoted by Initials\*

Mailing Address\*

District\*

National Identity Card No./Passport No.(Foreign Applicants)\*

Date Of Birth\*

Gender\*

E mail\*

Telephone -Mobile\*

Telephone -Home

Country

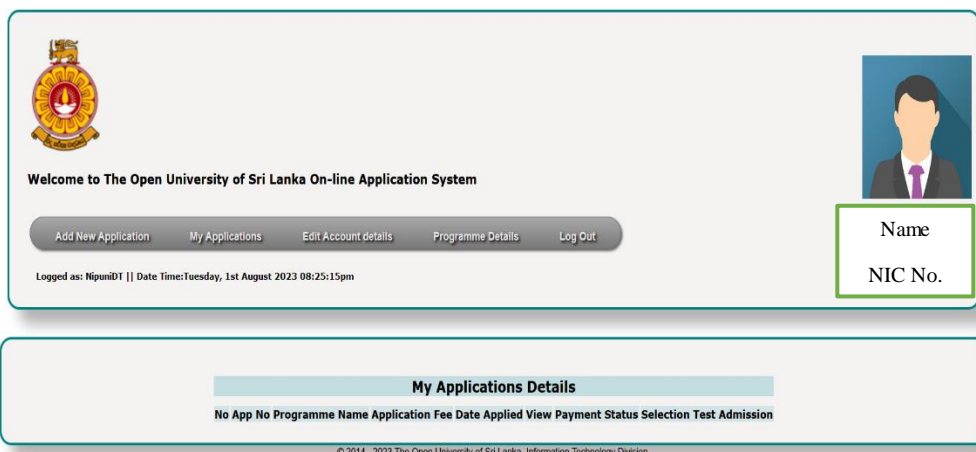
☐ I have double checked the above mentioned details and they are correct according to my knowledge(මා දන්නා පරිදි නිවැරදි බව පරීක්ෂා කරමි.)

- Fill the required information.
- **Keep a record of your Username & Password.**
- “✓” on the given box to confirm that “I have double checked the above mentioned details and they are correct according to my knowledge” and
- Click on create account (Left bottom corner).

## Step 04

After completing Step 03, again login to the account using your user name & password.

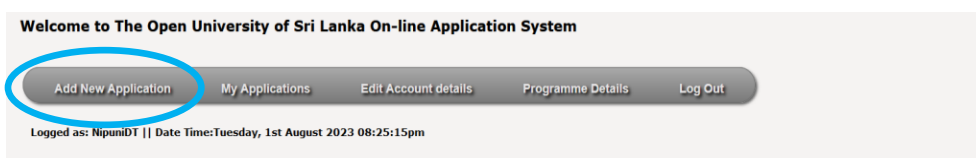
You will be directed to the following window.



The screenshot shows the user interface after a successful login. At the top left is the university's crest. Below it, the text reads "Welcome to The Open University of Sri Lanka On-line Application System". To the right is a placeholder for a user profile picture. Below the profile picture are two input fields labeled "Name" and "NIC No.". A horizontal menu bar contains five buttons: "Add New Application", "My Applications", "Edit Account details", "Programme Details", and "Log Out". Below the menu bar, it says "Logged as: NipuniDT || Date Time: Tuesday, 1st August 2023 08:25:15pm". A section titled "My Applications Details" is visible, with a link "No App No Programme Name Application Fee Date Applied View Payment Status Selection Test Admission". At the bottom, a copyright notice states "© 2014 - 2023 The Open University of Sri Lanka - Information Technology Division."

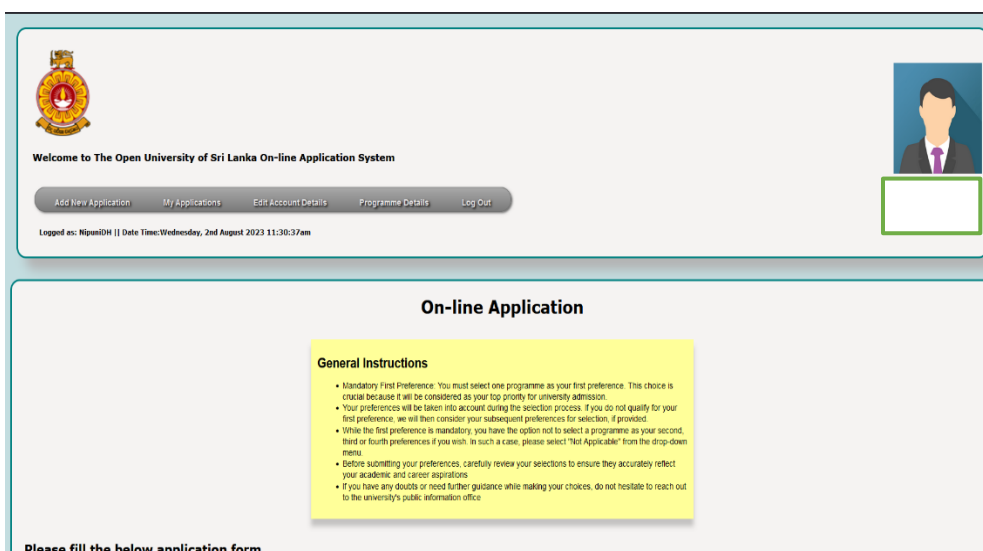
## Step 05

Click on "Add New Application".



This screenshot is similar to the previous one, but the "Add New Application" button in the horizontal menu bar is circled in blue to indicate it should be clicked. The rest of the interface, including the university crest, welcome message, user profile placeholder, and login details, remains the same.

You will be directed to the following window.



The screenshot shows the "On-line Application" window. At the top left is the university's crest. Below it, the text reads "Welcome to The Open University of Sri Lanka On-line Application System". To the right is a placeholder for a user profile picture. Below the profile picture is a green rectangular box. A horizontal menu bar contains five buttons: "Add New Application", "My Applications", "Edit Account details", "Programme Details", and "Log Out". Below the menu bar, it says "Logged as: NipuniDH || Date Time: Wednesday, 2nd August 2023 11:30:37am". A section titled "On-line Application" is visible, containing a yellow box with "General Instructions". The instructions are as follows:

- **Mandatory First Preference:** You must select one programme as your first preference. This choice is crucial because it will be considered as your top priority for university admission.
- Your preferences will be taken into account during the selection process. If you do not qualify for your first preference, we will then consider your subsequent preferences for selection, if provided.
- While the first preference is mandatory, you have the option not to select a programme as your second, third or fourth preferences if you wish. In such a case, please select "Not Applicable" from the drop-down menu.
- Before submitting your preferences, carefully review your selections to ensure they accurately reflect your academic and career aspirations.
- If you have any doubts or need further guidance while making your choices, do not hesitate to reach out to the university's public information office.

At the bottom of the window, it says "Please fill the below application form".

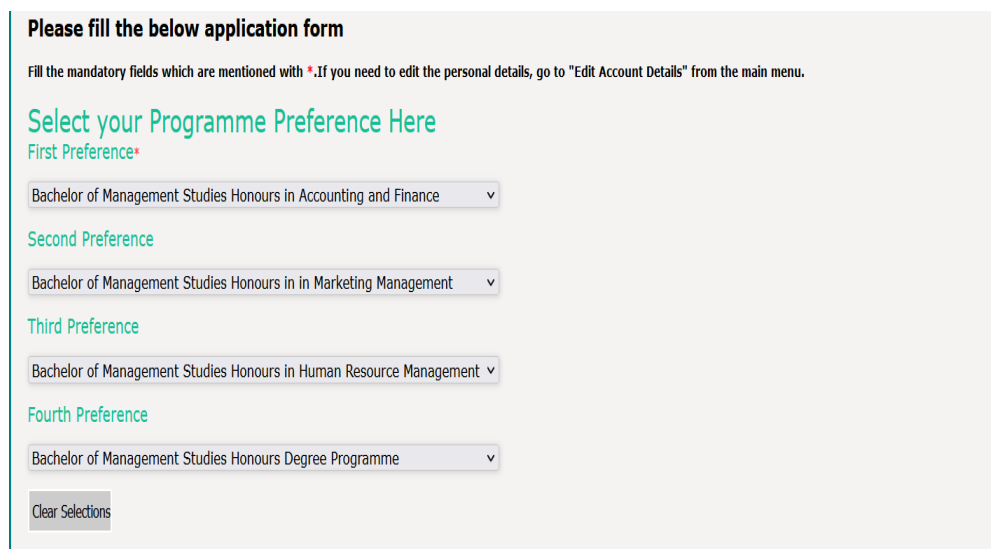
Fill the relevant information.

### ***Programme Preference***

The candidates should rank the available four degree programmes in order of their preference. You will be selected for the degree programme based on your performance at the common selection test conducted by the Faculty of Management Studies and your choice of preferred degree programmes.

Let's elaborate this scenario using a small example.

Assume there's a student called Chathura. Chathura has ranked his preference of degree programmes; first preference as BMSHons in Accounting and Finance and second preference as BMSHons in Marketing Management and the BMSHons in Human Resource Management & BMSHons sequentially.



The screenshot shows a web form titled "Please fill the below application form". Below the title is a note: "Fill the mandatory fields which are mentioned with \*. If you need to edit the personal details, go to "Edit Account Details" from the main menu." The main heading is "Select your Programme Preference Here". There are four sections for preferences, each with a dropdown menu:

- First Preference\***: Bachelor of Management Studies Honours in Accounting and Finance
- Second Preference**: Bachelor of Management Studies Honours in Marketing Management
- Third Preference**: Bachelor of Management Studies Honours in Human Resource Management
- Fourth Preference**: Bachelor of Management Studies Honours Degree Programme

At the bottom of the form is a button labeled "Clear Selections".

Imagine the student quota for the BMS in Accounting & Finance will be 100 per batch. As per the performance in the selection test Chathura is in the place of 101 where he won't be eligible to enroll for BMSHons in Accounting and Finance though it is his first preferred degree programme. Then he will be selected for his second preferred degree programme. **Therefore, it is very important to pay your attention equally for both the factors, performance as well as preference/choice of the degree programme. Always make sure to put the correct order of your degree programme preference.**

*Please follow the below mentioned instructions when you are filling the “Programme Preference” of your application form.*

- **Mandatory First Preference:** You must select one programme as your first preference. This choice is crucial as it will be considered as your top priority for university admission.
- Your preferences will be taken into account during the selection process. If you do not qualify for your first preference, we will then consider your subsequent preferences for selection, if provided.
- While the first preference is mandatory, you have the option not to select a programme as your second, third or fourth preferences if you wish. In such a case, please select "Not Applicable" from the drop-down menu.

The screenshot shows a web form titled "Please fill the below application form". Below the title is a note: "Fill the mandatory fields which are mentioned with \*.If you need to edit the personal details, go to "Edit Account Details" from the main menu." The main heading is "Select your Programme Preference Here". There are four sections for preferences, each with a dropdown menu:

- First Preference\***: The dropdown menu is open, showing "Bachelor of Management Studies Honours Degree Programme".
- Second Preference**: The dropdown menu is open, showing "Not Applicable".
- Third Preference**: The dropdown menu is open, showing "Not Applicable".
- Fourth Preference**: The dropdown menu is open, showing "Not Applicable".

At the bottom of the form is a button labeled "Clear Selections".

- Before submitting your preferences, carefully review your selections to ensure whether they accurately reflect your academic and career aspirations.
- If you have any doubts or need further guidance while making your choices, don't hesitate to reach out to the university's public information office.

## Preferred Center

The center you select in application will be **applicable in attempting the selection test and continuing the academic activities of the programme**. In addition, it **CANNOT BE CHANGED** after the submission of application. Hence, please **select** the **center you wish to continue the academic activities of the degree programme upon entry**.

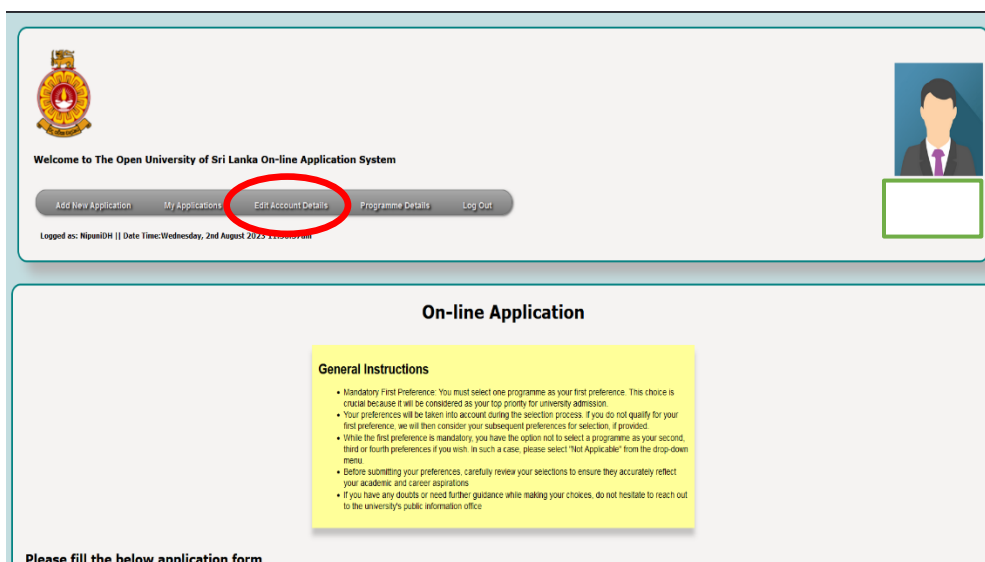
*\*NOTE:* The list of all the Regional Centers (RCs) and Study Centers (SCs) of the OUSL is included in the final few pages of the prospectus.

## Selection Test Medium

Candidates shall attempt the selection test in the medium they have selected in the application process. Selection test will be conducted in all the three languages (Sinhala, Tamil & English) as well as in all the regional and study centers of the OUSL. In addition, students are permitted to change the medium of the selection test at the registration of the degree programme.

## Personal Data

The personal details you entered at the “New User Creation” when you are creating the new account, are displayed here under ‘Personal Data’. If you have done any mistakes when you are filling your personal details at the beginning, then click on “Edit Account Details” and edit your personal data first.



Welcome to The Open University of Sri Lanka On-line Application System

Logged as: NipunDH | Date Time: Wednesday, 2nd August 2023 12:00:00 PM

### On-line Application

#### General Instructions

- Mandatory First Preference: You must select one programme as your first preference. This choice is crucial because it will be considered as your top priority for university admission.
- Your preferences will be taken into account during the selection process. If you do not qualify for your first preference, we will then consider your subsequent preferences for selection, if provided.
- While the first preference is mandatory, you have the option not to select a programme as your second, third or fourth preferences if you wish. In such a case, please select "Not Applicable" from the drop-down menu.
- Before submitting your preferences, carefully review your selections to ensure they accurately reflect your academic and career aspirations.
- If you have any doubts or need further guidance while making your choices, do not hesitate to reach out to the university's public information office.

Please fill the below application form

When you are filling the educational qualifications, work experience and other qualifications please make sure to include them properly and accurately.

The below mentioned part is a small guide on how to fill it.

- a) Any three passes in one and same sitting at the General Certificate of Education (G.C.E) Advanced Level Examination, Sri Lanka → Mention your results in the box in front of “GCE A/L”
- b) Successfully completed any Foundation Programme adding up to 60 credits at Level 1 and Level 2 offered by the Open University of Sri Lanka → Mention that you have completed the course under “Other Qualifications”
- c) Successfully completed an advanced certificate programme having 30 SLQF credits at SLQF Level 2 offered by the Faculty of Management Studies of OUSL → Mention that you have completed the course or results are pending under “Other Qualifications”.
- d) Successfully completed an advanced certificate programme of OUSL having 30 SLQF credits at SLQF Level 2 → Mention that you have completed the course under “Other Qualifications”
- e) An equivalent or higher academic or professional qualification acceptable to the Senate → Mention that you have completed the course under “Other Qualifications”
- f) The students who have written the G.C.E. (A/L) Examination of 2022 whose results are pending → Mention that your results are pending in the box in front of “GCE A/L”

## Step 06

After completing Step 05, click on “Apply and Pay”.

Before you click the “Apply and Pay” button, please double check your application particularly the ***Programme Preference***, ***Preferred Center*** and the ***Selection Test Medium***. Once you apply, you cannot change application details.

Work Experience

(Enter Qualifications)

Other Qualifications

Before you click the "Apply and Pay" button, please double check your application--particularly the **Program Preference**, **Preferred Center** and the **Medium of Study**. Once you apply, you cannot change application details.

**Apply & Pay** Reset

You will see a new popup in the window. Click “Okay” to confirm.

## Step 07

Now, you will be directed to the following window.

Select the preferred payment method and follow the instructions given in the web page itself.

### Select Your Payment Method

**Credit Card Payment**

Credit Card Payment Instructions

1. Click the Credit card payment option above.
2. You can use credit/debit card (on-line payment activated) for payments.
3. We accept only "Mastercard" or "Visa" type credit/debit cards

**Cash Payment**

Cash payment Instructions

1. Click the Cash payment option above.
2. Note the application number which will display under the application details.
3. Make the payment to a [OUSL Center](#) and make sure to obtain payment receipt.

**eZ Cash Payment**

eZ Cash payment Instructions

1. Click the eZcash payment option above.
2. Enter a valid Dialog eZcash number and pin code.
3. Click submit to pay.

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## Step 08

At the end of the payment process you can download the system generated Application Form by clicking “View”.

Also, this window will display a green tick mentioning Payment Status as “Payment Accepted”. Please make sure to download the admission form of the selection test from “Selection Test Admission” and bring a hard copy of it when you are coming for the selection test.

The screenshot displays the user interface of the Open University of Sri Lanka On-line Application System. At the top, there is a header with the university's logo and the text "Welcome To The Open University of Sri Lanka On-line Application System". Below this, there are navigation buttons: "Add New Application", "My Applications", "Edit Account Details", "Programme Details", and "Log Out". A login status bar indicates "Logged as: NipunDT | Date Time: Wednesday, 2nd August 2023 10:57:21am". On the right, there is a user profile icon and a placeholder for a photo.

The main content area is titled "My Applications Details" and contains a table with the following data:

No	App No	Programme Name	Application Fee	Date Applied	View	Payment Status	Selection Test Admission
1	579362	Bachelor of Management Studies Honours Degree	Rs.750.00	2023-08-02 10:33:09	<a href="#">View</a>	Payment Accepted	<a href="#">Download Admission</a>

Annotations on the screenshot include a yellow arrow pointing to the "View" link in the table, labeled "View Option", and a purple arrow pointing to the "Download Admission" link, labeled "Selection Test Admission".

If you haven't done the payment properly, then the Payment Status will display as “Pay here” with a small yellow color icon.

This screenshot shows the same user interface as the previous one, but with a different payment status. The user profile on the right now shows the name "M N S H Dharmawardane" and the ID "977803128V".

The "My Applications Details" table shows the following data:

No	App No	Programme Name	Application Fee	Date Applied	View	Payment Status	Selection Test Admission
1	579362	Bachelor of Management Studies Honours Degree	Rs.750.00	2023-08-02 10:33:09	<a href="#">View</a>	<a href="#">Pay here</a>	Not Applicable

A purple arrow points from the text "small yellow color icon" to a small yellow circular icon with a question mark, which is located next to the "Pay here" link in the table.

*\*Note:* If you encounter any difficulty in online registration, you are kindly requested to get the assistance through Coordinators from the nearest Open University Regional/Study Centers.



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