

Semester II Common Courses
 BCBA 402 Business Ethics
 BCBA 403 Strategic Management
 BCBA 404 Management Research Project II
 GUCC 400 Entrepreneurship Project

Plus 3 Specialization Courses

Accounting Specialization Courses:
 BCAC 404 Auditing and Investigations
 BCAC 405 Advanced Management Accounting
 BCAC 406 Accounting Theory

Credit Management Specialization Courses:
 BCCR 403 Principles and Practice of Debt Recovery
 BCCR 404 Credit Management Services
 BCCR 405 Planning, Measuring and Reporting Debtors

Finance Specialization Courses:
 BCFI 403 Portfolio Theory and Management
 BCFI 404 International Finance
 BCFI 405 Real Estate Finance

Human Resource Management Specialization Courses:
 BCHR 403 Strategic Human Resource Management
 BCHR 404 Work Design and Measurement
 BCHR 405 Contemporary Issues in Human Resource Management

Marketing Specialization Courses:
 BCMK 400 Strategic Brand Management
 BCMK 403 Global Marketing Strategy
 BCMK 408 Marketing of Non-Profit Organizations

Procurement and Supply Chain Management Specialization Courses:
 BCPS 401 Supply Chain Performance Measurement
 BCPS 402 Procurement Law and Ethics
 BCPS 404 Government and Public Sector Procurement



1. FEE STRUCTURE

	Self - Sponsored : Full Time, Evening & Weekend Students (SSFTEWS)	Self - Sponsored : Distance Learning Students (SSDLS)	Government Sponsored Students (GSS)
Tuition Fees Per Semester			
Tuition Fees (6 Courses)	Kshs. 51,000	Kshs. 45,000 (Inclusive of Study Packs)	Kshs. 8,000
Administrative Charges Per Semester			
Student Activity	Kshs. 1,500	Kshs. 1,500	Kshs. 1,500
Medical Cover	2,500	-	2,500
Library	2,000	2,000	2,000
ICT	2,000	2,000	2,000
Students Association (GUSA) Fee	500	500	500
Exam Fee(6 Courses)	3,000	3,000	3,000
One-Off Administrative Charges (Payable once on entry)			
Facilities Maintenance Fee	Kshs. 2,000	Kshs. 2,000	Kshs. 2,000
Student ID Card	500	500	500
Registration Fee	2,000	2,000	2,000
KUCCPS Placement Charge	-	-	1,500
CUE Quality Assurance Charge	1,000	1,000	1,000
Other Charges			
Corporate Internship Assessment (Payable Once in Y4S3)	Kshs. 8,000	Kshs. 8,000	Kshs. 8,000

Total Fees Per Semester (Exclusive of Accommodation and Food)										
YEAR 1					YEAR 2					
SEMESTER I			SEMESTER II		SEMESTER I					
SSFTEWS	SSDL	GSS	SSFTEWS	SSDLS	GSS	SSFTEWS	SSDLS	GSS		
68,000	59,500	26,500	62,500	54,000	19,500	62,500	54,000	19,500		
YEAR 2			YEAR 3							
SEMESTER II			SEMESTER I			SEMESTER II				
SSFTEW	SSDL	GSS	SSFTEWS	SSDLS	GSS	SSFTEW	SSDLS	GSS		
62,500	54,000	19,500	62,500	54,000	19,500	62,500	54,000	19,500		
YEAR 3			YEAR 4							
SEMESTER III (CORPORATE INTERNSHIP)			SEMESTER I			SEMESTER II				
SSFTEW	SSDLS	GSS	SSFTEWS	SSDLS	GSS	SSFTEWS	SSDLS	GSS		
8,000	8,000	8,000	62,000	54,000	19,500	70,500	61,500	26,200		

Note: All applicable fees should be paid within one month of the start of the registered semester failure to which a late payment surcharge of Ksh.2,000 will automatically be debited to the student fee account.

2. ACCOMODATION & MEALS

- i). Self Contained Rooms (4 students sharing) inclusive of breakfast, Lunch & Supper = **Ksh. 30,000** per semester per student
- ii). Self Contained Rooms (6 students sharing) inclusive of breakfast, Lunch & Supper = **Ksh. 28,000** per semester per student
- iii). General Rooms (Washroom facilities outside the rooms) inclusive of breakfast, lunch & supper = **Ksh.26,000** per semester per student



GRETSA UNIVERSITY

SCHOOL OF BUSINESS

BACHELOR OF COMMERCE (B.COM) DEGREE PROGRAMME



The School's Vision

To be a leading and recognized center of excellence in teaching, research and consultancy in business management.

The School's Mission

To maintain leadership role in the pursuit of knowledge through relevant and quality training, research and advisory services in various functional areas of business.

Please visit our website at: www.gretsauniversity.ac.ke



Revised: July 2023

OVERALL GOAL OF THE PROGRAMME

The general objective of the B.Com degree programme is to produce competent and ethical business graduates capable of effectively contributing to the world's social-economic development.

The B.Com programme also seeks to provide quality education that is relevant and provides individual competences and skills in line with the university's vision, mission and core values for betterment of the society.

CORE PROGRAMME LEARNING OUTCOMES

In particular, the B.Com degree programme seeks to produce graduates who are able to:

- Apply learnt management skills in key business operational functions of accounting, credit management, finance, human resources, marketing, and procurement and supply chain management.
- Communicate effectively to inspire employees towards the realization of business goals and clarify organizational progress to stakeholders.
- Lead organisational teams to effectively realize set goals
- Evaluate and solve emerging problems and challenges in modern business organisations.
- Conduct business Practices within acceptable legal and ethical framework.
- Carry out relevant research to help in effective decision making..

CAREER PROSPECTS

Holders of Bachelor of Commerce may pursue careers in following areas per their Specialization fields: Corporate Managers and Administrators, Purchasing Managers, Accountants, Auditors, Marketing Managers, Sales Managers, Credit Managers, Human Resource Managers, Investments Managers, Banking Officers, Asset Managers, Financial Analysts, Business Analysts, Business Consultants, Entrepreneurs and other related business and organizational administrative functions.

ADMISSION REQUIREMENTS

A candidate must satisfy any of the following minimum requirements:

- Be a holder of KCSE (or equivalent examination) certificate with a minimum aggregate of C+ and a minimum of C in both Mathematics /Business Studies and English ,Or
- Be a holder of KACE certificate with a minimum of two principal passes and one subsidiary pass, and a minimum of a credit pass in Mathematics at KCE, Or
- Be a holder of a diploma or professional certificates from institutions recognized by Ministry of Education and /or Commission for University Education.

PROGRAMME DURATION

The B Com degree programme shall take four academic years of study (8 semesters in 3 calendar years) in situations where the student is admitted in Y1S1.

CREDIT TRANSFER

Holders of KNEC, KIM or University Diplomas, ATD, DCM, Part II CPA/CS/CCP/ CIFA will join in 2nd year and those with CPA/CPS/CCP/CIM part III or KNEC Higher Diploma in Business or equivalent recognized final level professional qualifications will join the programme in the 3rd year of study provided credit transfers granted do not exceed 49% of credits offered in the entire B.com programme.

GRADING OF COURSES

Each unit will be graded as follows

Overall Average Mark	Grade
70% and above	A
60% to below 70%	B
50% to below 60%	C
40% to Below 50%	D
Below 40%	Fail

CLASSIFICATION OF THE DEGREE

The Degree shall be classified as follows, based on the Overall Average Mark

Overall Average Mark	Degree Classification
70% and above	First Class Honours
60% to below 70%	Second Class Honours (Upper Division)
50% to below 60%	Second Class Honours (Lower Division)
40% to below 50%	Pass

SPECIALIZATION OPTIONS

The school of business offers the following specialization options:- Accounting, Business Administration, Credit Management, Entrepreneurship & Enterprise Development, Finance, Human Resource Management, Marketing and Purchasing and Supply Chain Management.

MINOR/DOUBLE MAJOR OPTIONS

A Student who opts to take 2 additional course units per semester from among the 3 specialization course units offered in a different concentration area consistently throughout the 3rd and 4th years of study will apart from graduating with a major in their first chosen specialization option, also graduate with a minor in their chosen area of specialization. A student who takes all 3 specialization courses in additional specialization area will graduate with a double major.

PROGRAMME STRUCTURE

YEAR 1

Semester I

Course Code

BCAC 100	Financial Accounting I
BCBA 100	Introduction to Business
ECON 100	Principles of Microeconomics
GUCC 100	Computer Application Skills
GUCC 101	National Cohesion and Integration
BCBA 105	Business Communication

Semester II

Course Code

BCAC 101	Financial Accounting II
BCBA 103	Business Mathematics
BCBA 104	Business Law I
BCBA 102	Principles of Management
ECON 101	Principles of Macroeconomics
GUCC 103	Human Health and Wellness

YEAR 2

Semester I

Course Code

BCFI 200	Financial Management
BCMK 200	Principles of Marketing
BCHR 200	Human Resource Management
ECON 200	Intermediate Microeconomics
BCBA 200	Business Law II
BCAC 200	Intermediate Accounting 1

Semester II

Course Code

BCBA 201	Management Decision Models
BCAC 201	Intermediate Accounting II
BCPS 200	Purchasing and Supply Management
BCBA 203	Risk Management
ECON 201	Intermediate Macroeconomics
BCBA 202	Business Statistics

YEAR 3

Semester I

Common Courses

GUCC 300	Entrepreneurship and Small Business Management
BCBA 300	Business Research Methods
BCBA 301	Managerial Statistics

Plus 3 Specialization Option Courses

Accounting Specialization Courses:

BCAC 300	Financial Reporting
BCAC 301	Management Accounting
BCAC 302	Public Sector Accounting

Course Title

Financial Accounting I
Introduction to Business
Principles of Microeconomics
Computer Application Skills
National Cohesion and Integration
Business Communication

Course Title

Financial Accounting II
Business Mathematics
Business Law I
Principles of Management
Principles of Macroeconomics
Human Health and Wellness

Course Title

Financial Management
Principles of Marketing
Human Resource Management
Intermediate Microeconomics
Business Law II
Intermediate Accounting 1

Course Title

Management Decision Models
Intermediate Accounting II
Purchasing and Supply Management
Risk Management
Intermediate Macroeconomics
Business Statistics

Credit Management Specialization Courses:

BCCR 300	Credit Management Theory and Practice
BCCR 301	Credit Assessment and Evaluation
BCCR 302	Credit Policies and Control instrument

Finance Specialization Courses:

BCFI 300	Corporate Finance
BCFI 301	Monetary Theory and Practice
BCFI 302	Financial Law

Human Resource Specialization Courses:

BCHR 302	Labor Economics
BCBA 303	Public Relations
BCHR 303	Human Resource Procurement

Marketing Specialization Courses:

BCMK 301	Consumer Behavior
BCMK 302	Marketing Planning and Strategy
BCMK 303	Integrated Marketing Communication

Procurement and Supply Chain Management Specialization Courses:

BCPS 300	Risk Management in Supply Chain
BCPS 301	Strategic Supply Chain Management
BCPS 302	International Purchasing

Semester II

Common Courses

BCHR 300	Organizational Behavior
GUC3 301	Critical Thinking and Logic
BCBA 302	Management Information Systems

Plus 3 Specialization Option Courses

Accounting Specialization Courses:

BCAC 303	Advanced Financial Accounting
BCAC 304	Principles of Auditing
BCAC 305	Accounting Information Systems

Credit Management Specialization Courses:

BCCR 303	Sales Ledger Management
BCCR 304	Credit Risk Management
BCCR 305	Advanced Collection Methods and Procedures

Finance Specialization Courses:

BCFI 303	Financial Statements Analysis
BCFI 304	Public Finance
BCFI 305	Financial Risk Management

Human Resource Management Specialization Courses:

BCHR 305	Reward Management
BCHR 304	Labor Relations
BCHR 306	Labor Law

Marketing Specialization Courses:

BCMK 304	Sales Management
BCMK 300	Services Marketing and Management
BCMK 306	Business-to-Business Marketing

Procurement and Supply Chain Management Specialization Courses:

BCPS 303	Logistics Management
BCPS 304	Materials and Storage Management
BCBA 306	Project Management

Semester III

BCBA 412

Corporate Internship

YEAR 4

Semester I

Common Courses

BCAC 400	Taxation Theory and Practice
BCBA 400	Electronic Commerce
BCBA 401	Management Research Project I

Plus 3 Specialization Option Courses

Accounting Specialization Courses:

BCAC 401	Group Accounting
BCAC 402	Company Law
BCAC 403	Bankruptcy and Reorganization Accounting

Credit Management Specialization Courses:

BCCR 400	Consumer Credit Management
BCCR 401	Micro-finance
BCCR 402	Commercial and Consumer Credit Law

Finance Specialization Courses:

BCFI 400	Asset Management
BCFI 401	Security Analysis and Securitization
BCFI 402	Strategic Financial Management

Human Resource Specialization Courses:

BCHR 400	Personnel Training and Development
BCHR 401	Occupational Health and Safety
BCHR 402	Global Human Resource Management

Marketing Specialization Courses:

BCMK 401	Strategic Retail Management
BCMK 402	Applied Marketing Research
BCMK 404	Customer Relationship Management

Procurement and Supply Chain Management Specialization Courses:

BCPS 400	Managing Supply Chain Relationships
BCMK 401	Strategic Retail Management
BCPS 403	Operational Management in the Supply Chain