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|--|--|-------------------------------|
| <b>Form:<br/>Study Plan-<br/>Bachelors</b> | <b>Form Number</b>                                     | EXC-01-03-02A                 |
|  | <b>Issue Number and Date</b>                           | 2963/2022/24/3/2<br>5/12/2022 |
|  | <b>Number and Date of Revision or Modification</b>     | 2/(10/12/2023)                |
|  | <b>Deans Council Approval Decision Number</b>          | 50/2023                       |
|  | <b>The Date of the Deans Council Approval Decision</b> | 26/12/2023                    |
|  | <b>Number of Pages</b>                                 | 08                            |

|    |                         |                                |
|----|-------------------------|--------------------------------|
| 1. | School                  | School of Business             |
| 2. | Department              | Business Management Department |
| 3. | Program title (Arabic)  | بكالوريوس إدارة اعمال          |
| 4. | Program title (English) | BA Business Management         |

#### 5. Components of Curriculum:

The curriculum for the bachelor's degree in Business management consists of (135) credit hours distributed as follows

| Number       | Type of requirement   | credit hours |
|--------------|-----------------------|--------------|
| First        | Obligatory University | 18           |
| Second       | Elective University   | 9            |
| Third        | Obligatory College    | 27           |
| Fourth       | Obligatory Department | 63           |
|              | Elective Department   | 18           |
| <b>Total</b> |                       | <b>135</b>   |



## 6. Numbering System:

## A- Department number

| Department              | Number |
|-------------------------|--------|
| Business Administration | 01     |

## B- Course number

| Domain title                  | Domain number | Domain title   | Domain number                 |
|-------------------------------|---------------|--|-------------------------------|
| Supportive Management Aspects | Second        | Management and Behaviour   | Supportive Management Aspects |
| Business Functions            | Forth         | Quantitative Analysis, Research Methodology, and Information Technology. | Business Functions            |
| Supportive Domains            | Fifth         |  |                               |

## C- Course number consists of 7 digits

| Serial number |   | Level | Department |   | School |   |
|---------------|---|-------|------------|---|--------|---|
| 0             | 1 | 1     | 0          | 1 | 1      | 6 |

## First: University Requirements:

| Compulsory Requirements |  |            |              |               |       |
|-------------------------|--|------------|--------------|---------------|-------|
| (18 Credit Hours)       |  |            |              |               |       |
| No.                     | Course Title                                     | Course No. | Credit Hours | Prerequisites | Notes |
| 1                       | Military Science                                 | 2220100    | 3            |               |       |
| 2                       | National Culture                                 | 3400100    | 3            |               |       |
| 3                       | Learning & Research Skills                       | 3400101    | 3            | 3202099       |       |
|                         |  |            |              | 3201099       |       |
|                         |  |            |              | 1932099       |       |
| 4                       | Communication Skills                             | 3400102    | 3            | 3400101       |       |
| 5                       | Introduction to Philosophy and Critical Thinking | 3400103    | 3            | 3400101       |       |



|   |                        |         |   |  |  |
|---|------------------------|---------|---|--|--|
| 6 | Human Civilization     | 3400104 | 3   |  |  |
| 7 | Campus Life and Ethics | 3400105 | (Zero credit;<br>one-hour<br>weekly<br>meeting) |  |  |

### Preparation Program Requirements

All students admitted to the university must apply for a degree examination in Arabic and English and the computer is prepared or approved by the university to determine their level. Based on the results of the examinations, either the student will study one or more of the requirements of the preparatory program

(0 - 15 Credit Hours)

| No . | Course Title            | Course No. | Credit Hours | Prerequisites | Notes     |
|------|-------------------------|------------|--------------|---------------|-----------|
| 1    | Basics of Arabic        | 3201099    | 3            |               | Pass/Fail |
| 2    | Arabic Languages Skills | 3201100    | 3            | 3201099       | Pass/Fail |
| 3    | Basics of English       | 3202099    | 3            |               | Pass/Fail |
| 4    | English Language Skills | 3202100    | 3            | 3202099       | Pass/Fail |
| 5    | Basics of Computing     | 1932099    | 3            |               | Pass/Fail |

### Preparation Program Requirements

All students admitted to the university must apply for a degree examination in Arabic and English and the computer is prepared or approved by the university to determine their level. Based on the results of the examinations, either the student will study one or more of the requirements of the preparatory program

(0 - 15 Credit Hours)

| No . | Course Title            | Course No. | Credit Hours | Prerequisites | Notes     |
|------|-------------------------|------------|--------------|---------------|-----------|
| 1    | Basics of Arabic        | 3201099    | 3            |               | Pass/Fail |
| 2    | Arabic Languages Skills | 3201100    | 3            | 3201099       | Pass/Fail |
| 3    | Basics of English       | 3202099    | 3            |               | Pass/Fail |
| 4    | English Language Skills | 3202100    | 3            | 3202099       | Pass/Fail |



|   |                     |         |   |  |           |
|---|---------------------|---------|---|--|-----------|
| 5 | Basics of Computing | 1932099 | 3 |  | Pass/Fail |
|---|---------------------|---------|---|--|-----------|

| Electives  |                                  |            |              |               |       |
|--|----------------------------------|------------|--------------|---------------|-------|
| (9 Credit Hours)   |                                  |            |              |               |       |
| Elective courses: (9) credit hours to be chosen from the first, second and third groups mentioned below. The student has to choose one course from each of the groups. |                                  |            |              |               |       |
| (First Group)  |                                  |            |              |               |       |
| No.  | Course Title                     | Course No. | Credit Hours | Prerequisites | Notes |
| 1  | Great Books                      | 3400107    | 3            |               |       |
| 2  | Islam and Current Issues         | 0400101    | 3            |               |       |
| 3  | Arab-Islamic Civilization        | 2300101    | 3            |               |       |
| 4  | Jordan: History and Civilization | 2300102    | 3            |               |       |
| 5  | Jerusalem                        | 3400108    | 3            |               |       |
| Electives  |                                  |            |              |               |       |
| (Second Group)   |                                  |            |              |               |       |
| No.  | Course Title                     | Course No. | Credit Hours | Prerequisites | Notes |
| 1  | Legal Culture                    | 1000102    | 3            |               |       |
| 2  | Environmental Culture            | 0300102    | 3            |               |       |
| 3  | Physical Fitness Culture         | 1100100    | 3            |               |       |
| 4  | Islamic Culture                  | 0400102    | 3            |               |       |
| 5  | Health Culture                   | 0720100    | 3            |               |       |
| Electives  |                                  |            |              |               |       |
| (Third Group)  |                                  |            |              |               |       |
| No.  | Course Title                     | Course No. | Credit Hours | Prerequisites | Notes |



|   |                               |         |   |  |  |
|---|-------------------------------|---------|---|--|--|
| 1 | Entrepreneurship & Creativity | 3400109 | 3 |  |  |
| 2 | Foreign Language              | 2200103 | 3 |  |  |
| 3 | Electronic Commerce           | 1600100 | 3 |  |  |
| 4 | Social Media                  | 1900101 | 3 |  |  |
| 5 | Appreciation of Arts          | 2000100 | 3 |  |  |
| 6 | Special Subject               | 3400106 | 3 |  |  |
| 7 | Administrative skills         | 1601105 | 3 |  |  |

**Second:** School courses: distributed as follows:

- A. Obligatory school courses: (27) credit hours  
 B. Elective school courses: (0) credit hours

A. Obligatory school courses: (0) credit hours:

| Course Number | Course Title                                | Contact Hours |           | Credit Hours | Pre-requisite |
|---------------|---|---------------|-----------|--------------|---------------|
|               |   | Theoretical   | Practical |              |               |
| 1601102       | Principles of Management                    | 3             | -         | 3            | -             |
| 1602101       | Principles of Accounting (1)                | 3             | -         | 3            | -             |
| 1603211       | Principles of Financial Management          | 3             | -         | 3            | 1602101       |
| 1604101       | Principles of Marketing (1)                 | 3             | -         | 3            | -             |
| 1605140       | Principles of Management Information System | 3             | -         | 3            | -             |
| 1606102       | Modern Public Management                    | 3             | -         | 3            | -             |
| 1607110       | Principles of Micro Economics               | 3             | -         | 3            | -             |
| 1607150       | Principles of Statistic                     | 3             | -         | 3            | -             |
| 3190010       | Contemporary Digital Skills                 | 3             | -         | 3            | -             |

B. Elective school courses: (0) credit hours:

| Course Number | Course Title | Contact Hours |           | Credit Hours | Pre-requisite |
|---------------|--------------|---------------|-----------|--------------|---------------|
|               |              | Theoretical   | Practical |              |               |
|               |              |               |           |              |               |



|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|  |  |  |  |  |  |

**Third:** Specialty courses: (63) credit hours distributed as follows:

B. Obligatory specialty courses: (63) credit hours

C. Elective specialty courses: (18) credit hours

A. Obligatory specialty courses: (63) credit hours:

| Course Number | Course Title                           | Contact Hours |           | Credit Hours | Pre-requisite |
|---------------|--|---------------|-----------|--------------|---------------|
|               |  | Theoretical   | Practical |              |               |
| 1607115       | Introduction to Mathematical Economics | 3             | -         | 3            | -             |
| 1001120       | Business Law                           | 3             | -         | 3            | -             |
| 1601103       | Research Methods for Business          | 3             | -         | 3            | 1607150       |
| 1601202       | Organizational Behavior                | 3             | -         | 3            | 1601102       |
| 1601311       | Operations Research                    | 3             | -         | 3            | 1607115       |
| 1601331       | Supply Chain Management                | 3             | -         | 3            | 1601102       |
| 1601403       | Human Resource Management              | 3             | -         | 3            | 1601102       |
| 1601404       | International Business                 | 3             | -         | 3            | 1601102       |
| 1601405       | Strategic Management                   | 3             | -         | 3            | 1601102       |
| 1601408       | Entrepreneurship                       | 3             | -         | 3            | 1601102       |
| 1601413       | Production and Operations Management   | 3             | -         | 3            | 1601102       |
| 1601419       | Total Quality Management               | 3             | -         | 3            | 1601102       |
| 1601422       | Knowledge Management                   | 3             | -         | 3            | 1601102       |
| 1601423       | Project Management                     | 3             | -         | 3            | 1601102       |
| 1601434       | Corporate Governance                   | 3             | -         | 3            | 1601102       |
| 1601310       | Organization Theory and Design         | 3             | -         | 3            | 1601102       |



|         |  |   |   |   |                                  |
|---------|--|---|---|---|----------------------------------|
| 1601320 | Service Design and Operations Management                             | 3 | - | 3 | 1601102                          |
| 1601333 | Innovation management  | 3 | - | 3 | 1601102                          |
| 1601497 | Employment readiness skills for Business administration students (1) | - | - | 3 | Completing 90 hours successfully |
| 1601498 | Employment readiness skills for Business administration students (2) | - | - | 3 | Completing 90 hours successfully |
| 1601490 | Practical Training   |   |   | 3 | 1601103<br>1601408<br>1601489    |

## B. Elective specialty courses: (18) credit hours:

| Course Number | Course Title                              | Contact Hours |           | Credit Hours | Pre-requisite |
|---------------|---|---------------|-----------|--------------|---------------|
|               |   | Theoretical   | Practical |              |               |
| 1601414       | Production Planning and Control           | 3             | -         | 3            | 1601102       |
| 1601431       | Health care services management           | 3             | -         |              | 1601102       |
| 1601410       | Contemporary Issues in Management         | 3             | -         | 3            | 1601102       |
| 1601432       | Hospitality Management                    | 3             | -         | 3            | 1601102       |
| 1601321       | Business Communication                    | 3             | -         | 3            | 1601102       |
| 1601444       | Change and crises management              | 3             | -         | 3            | 1601102       |
| 1602211       | Managerial accounting                     | 3             | -         |              | 1602102       |
| 1601433       | Business Ethics and Social Responsibility | 3             | -         | 3            | 1601102       |
| 1602201       | Intermediate Financial Accounting (1)     | 3             | -         | 3            | 1602102       |
| 1603312       | Financial Analysis and Evaluation         | 3             | -         | 3            | 1603211       |
| 1603231       | Investment Management                     | 3             | -         | 3            | 1603211       |



|         |   |   |   |   |                    |
|---------|---|---|---|---|--------------------|
| 1603321 | Bank Management                               | 3 | - | 3 | 1603211            |
| 1604213 | Consumer Behavior                             | 3 | - | 3 | 1604110            |
| 1605310 | Information Resource Management               | 3 | - | 3 | 1605140            |
| 1605251 | Electronic Business                           | 3 | - | 3 | -                  |
| 1607250 | Statistical Analysis                          | 3 | - | 3 | 1607150            |
| 1607111 | Principles of Macroeconomics                  | 3 | - | 3 | -                  |
| 1607421 | Managerial economics                          | 3 | - | 3 | 1607110            |
| 1602102 | Principles of Accounting 2                    | 3 | - | 3 | 1602101            |
| 1601499 | Computer Applications for Business Management | 3 | - | 3 | 1601311<br>1601413 |
| 1604404 | Marketing Management                          | 3 | - | 3 | 1604110            |
| 1606231 | Islamic Management Theory                     | 3 | - | 3 | -                  |
| 1607462 | Economic Feasibility Studies                  | 3 | - | 3 | 1607110            |

**Fourth:** Courses offered by other faculties/schools and departments

| Course Number | Course Title                                | Contact Hours |           | Credit Hours | Pre-requisite |
|---------------|---|---------------|-----------|--------------|---------------|
|               |   | Theoretical   | Practical |              |               |
| 1607115       | Introduction to Mathematical Economics      | 3             | -         | 3            |               |
| 1602101       | Principles of Accounting (1)                | 3             | -         | 3            |               |
| 1603211       | Principles of Financial Management          | 3             | -         | 3            | 1602101       |
| 1604101       | Principles of Marketing (1)                 | 3             | -         | 3            |               |
| 1605140       | Principles of Management Information System | 3             | -         | 3            |               |
| 1606102       | Modern Public Management                    | 3             | -         | 3            |               |
| 1607110       | Principles of Micro Economics               | 3             | -         | 3            |               |





|         |                                       |   |   |   |         |
|---------|---------------------------------------|---|---|---|---------|
| 1607150 | Principles of Statistic               | 3 | - | 3 |         |
| 1001120 | Business Law                          | 3 | - | 3 | -       |
| 1602102 | Principles of Accounting 2            | 3 | - | 3 | 1602101 |
| 1604404 | Marketing Management                  | 3 | - | 3 | 1604110 |
| 1602211 | Managerial accounting                 | 3 | - |   | 1602102 |
| 1602201 | Intermediate Financial Accounting (1) | 3 | - | 3 | 1602102 |
| 1603312 | Financial Analysis and Evaluation     | 3 | - | 3 | 1603211 |
| 1603231 | Investment Management                 | 3 | - | 3 | 1603211 |
| 1603321 | Bank Management                       | 3 | - | 3 | 1603211 |
| 1604213 | Consumer Behavior                     | 3 | - | 3 | 1604110 |
| 1605310 | Information Resource Management       | 3 | - | 3 | 1605140 |
| 1605251 | Electronic Business                   | 3 | - | 3 | -       |
| 1607250 | Statistical Analysis                  | 3 | - | 3 | 1607150 |
| 1607111 | Principles of Macroeconomics          | 3 | - | 3 | -       |
| 1607421 | Managerial economics                  | 3 | - | 3 | 1607110 |
| 1606231 | Islamic Management Theory             |   |   |   |         |

**Fifth:** Advisory Study Plan

( First ) Year

| ( 1 ) Semester |                              |              | ( 2 ) Semester |  |              |
|----------------|------------------------------|--------------|----------------|--|--------------|
| Course Number  | Course Title                 | Credit Hours | Course Number  | Course Title                           | Credit Hours |
| 1601102        | Principles of Management     | 3            | 1607150        | Principles of Statistic                | 3            |
| 1602101        | Principles of Accounting (1) | 3            | 1001120        | Business Law                           | 3            |
| 1606102        | Modern Public Management     | 3            | 1607115        | Introduction to Mathematical Economics | 3            |



|              |                               |           |              |                                    |           |
|--------------|-------------------------------|-----------|--------------|------------------------------------|-----------|
| 1607110      | Principles of Micro Economics | 3         | 1603211      | Principles of Financial Management | 3         |
|              | Obligatory university course  | 3         |              | Obligatory university course       | 3         |
|              | Obligatory university course  | 3         |              | Elective specialty course          | 3         |
| <b>Total</b> |                               | <b>18</b> | <b>Total</b> |                                    | <b>18</b> |

( Second ) Year

| ( 1 ) Semester |   |              | ( 2 ) Semester |                                |              |
|----------------|---|--------------|----------------|--------------------------------|--------------|
| Course Number  | Course Title                                | Credit Hours | Course Number  | Course Title                   | Credit Hours |
| 1604101        | Principles of Marketing (1)                 |              | 1601311        | Operations research            | 3            |
| 1605140        | Principles of Management Information System |              | 1601310        | Organization Theory and Design | 3            |
| 1601103        | Research Methods for Business               | 3            |                | Obligatory university course   | 3            |
| 1601202        | Organizational Behavior                     | 3            |                | Elective university course     | 3            |
|                | Elective specialty course                   | 3            |                | Elective specialty course      | 3            |
|                | Elective specialty course                   | 3            |                | Elective specialty course      | 3            |
| <b>Total</b>   |   | <b>18</b>    | <b>Total</b>   |                                | <b>18</b>    |

( Third ) Year

| ( 1 ) Semester |                         |              | ( 2 ) Semester |                          |              |
|----------------|-------------------------|--------------|----------------|--------------------------|--------------|
| Course Number  | Course Title            | Credit Hours | Course Number  | Course Title             | Credit Hours |
| 1601331        | Supply Chain Management | 3            | 1601419        | Total Quality Management | 3            |



|              |  |           |              |                                   |           |
|--------------|--|-----------|--------------|-----------------------------------|-----------|
| 1601434      | Corporate Governance                     | 3         | 1601404      | International Business            | 3         |
| 1601403      | Human Resource Management                | 3         |              | <b>Elective university course</b> | 3         |
| 1601333      | Innovation management                    | 3         |              | <b>Elective specialty course</b>  | 3         |
| 1601320      | Service Design and Operations Management | 3         |              | <b>Elective specialty course</b>  | 3         |
|              | <b>Elective university course</b>        | 3         |              | <b>Elective specialty course</b>  | 3         |
| <b>Total</b> |  | <b>18</b> | <b>Total</b> |                                   | <b>18</b> |

## ( Fourth ) Year

| ( 1 ) Semester |  |              | ( 2 ) Semester |                      |              |
|----------------|--|--------------|----------------|----------------------|--------------|
| Course Number  | Course Title   | Credit Hours | Course Number  | Course Title         | Credit Hours |
| 1601408        | Entrepreneurship   | 3            | 1601423        | Project Management   | 3            |
| 1601413        | Production and Operations Management                             | 3            | 1601422        | Knowledge Management | 3            |
| 1601405        | Strategic Management   | 3            | 1601490        | Practical Training   | 3            |
| 1601497        | Employment readiness skills for business management students (1) | 3            |                |                      |              |
| 1601498        | Employment readiness skills for business management students (2) | 3            |                |                      |              |



|              |                              |           |              |  |          |
|--------------|------------------------------|-----------|--------------|--|----------|
|              | Obligatory university course | 3         |              |  |          |
|              |                              |           |              |  |          |
| <b>Total</b> |                              | <b>18</b> | <b>Total</b> |  | <b>9</b> |

### Course Description

| Course Number   | Course Title | Credit Hours   |
|---|--------------|----------------|
| <b>(1601102) Principles of Management</b>   |              | <b>3 hours</b> |
| <b>Prerequisite: (-)</b>  |              |                |
| <p>This course explores the topic of management in terms of current management concepts, trends and practices and the historical foundations and development of management thought. The course introduces the student to many management concepts such as: organizations, managers and their levels, types, roles and skills, organizational and managerial performance, performance effectiveness and efficiency, the external and internal environment, competitive advantage, environmental uncertainty and complexity, business sustainability and innovation while highlighting and exploring the four main management functions (i.e. planning, organizing, leading and controlling).</p>   |              |                |
| <b>(1601202) Organizational Behavior</b>  |              | <b>3 hours</b> |
| <b>Prerequisite: (1601102)</b>  |              |                |
| <p>This course deals with human behavior in a variety of organizations. Conceptual frameworks, case discussions, and skill-oriented activities are applied to each topic. Topics include what is organizational behavior, attitudes and job satisfaction, emotions and moods, personality, perception and individual decision making, motivation concepts, motivation from concepts to applications and conflict and negotiation in organizations. Class sessions and assignments are intended to help students acquire the skills that managers need to improve organizational relationships and performance and understanding of basic and fundamental concepts of organizational behavior (OB). The course will increase student awareness of the theoretical and practical aspects of OB.</p> |              |                |
| <b>Operations Research (1601311)</b>  |              | <b>3 hours</b> |
| <b>Prerequisite: (1607115)</b>  |              |                |
| <p>Operations research helps in solving problems in various environments that need decisions. Coverage is topical and will include fundamental decision theory models, decision trees, linear programming, transportation, assignments, and network models (PERT &amp; CPM).</p>  |              |                |
| <b>Human Resource Management (1601403)</b>  |              | <b>3 hours</b> |



|   |                |
|---|----------------|
| <p><b>Prerequisite: (1601102)</b></p> <p>This course focuses on presenting and discussing the various principles and concepts of Human Resources Management. It stresses the policies, programs and methods that have been developed and implemented successfully in the field. This course includes the discussion of the various functional activities of Human Resource Management such as planning, recruitment, selection, job analysis, performance appraisal, training and development, compensation, career planning and promotion, safety and health, and labor relations.</p>   |                |
| <p><b>International Business (1601404)</b></p> <p><b>Prerequisite: (1601102)</b></p> <p>The course analyzes the international business environment, discusses the strategies and operations of multinational firms, the international trade concepts, and the management of the various functional activities of the multinational firm</p>   | <b>3 hours</b> |
| <p><b>Strategic Management (1601405)</b></p> <p><b>Prerequisite: (1601102)</b></p> <p>This course aims at providing students with the opportunity to appreciate the importance of managing an organization strategically, through examining both: the external opportunities and threats facing it, as well as the internal strengths and weaknesses shaping its capabilities and competencies. It equips students with the practical skills needed to conduct a comprehensive SWOT and Situation analysis, synthesize the outcomes of such an analysis by generating feasible strategies through a TOWS matrix, and evaluate existing ones. It also provides a thorough discussion of corporate, business, and functional strategies and their subtypes.</p> | <b>3 hours</b> |
| <p><b>Operations and Production Management (1601413)</b></p> <p><b>Prerequisite: (1601102)</b></p> <p>Production Management in both manufacturing and service settings. In addition, the course aims at developing students' skills in using quantitative methods to solve and analyze problems related to Operations Management. Furthermore, the course focuses in preparing students for future operations related careers, and exposing them to the complexity of decision making in real life. The focus on the operations perspective aims at providing the students with sufficient insights on the crucial role of operations to achieving a competitive advantage and increasing profitability.</p>  | <b>3 hours</b> |
| <p><b>Entrepreneurship (1601408)</b></p> <p><b>Prerequisite: (1601102)</b></p> <p>This course provides a thoughtful, practical guide to the process of successfully launching and growing an entrepreneurial firm. To do this, the module provides students with a thorough analysis of the entrepreneurial process.</p>  | <b>3 hours</b> |
| <p><b>Knowledge Management (1601422)</b></p>  | <b>3 hours</b> |



|  |                |
|--|----------------|
| <b>Prerequisite: (1601102)</b>   |                |
| <p>This course will develop your knowledge and understanding of contemporary theories and practices of knowledge management (KM) by examining the relationship between a theoretical understanding of knowledge management and real-life situations and by integrating different dimensions of knowledge management arising from human resource management, information systems and strategic management. The course will explain the concept of 'intellectual capital' and how it is managed and exploited in organizations. The course will demonstrate a critical understanding of knowledge management policies and strategies in organizations that enhance effectiveness. You will be able to apply a range of transferable skills including literature search, analytical skills, application of theory to real-life situations, teamwork, motivation and interpersonal skills.</p> |                |
| <b>Total Quality Management (1601419)</b>  | <b>3 hours</b> |
| <b>Prerequisite: (1601102)</b>   |                |
| <p>The course introduces the concept of Total quality management (TQM), and explores the key issues associated with the quality management tools and implementations. The course will therefore consider the quality management development, problem solving, total quality tools, and continuous improvement methods.</p>   |                |
| <b>Business Ethics and Social Responsibility (1601433)</b>   | <b>3 hours</b> |
| <b>Prerequisite: (1601102)</b>   |                |
| <p>This course is an introduction to the philosophical study of morality, including the theory of right and wrong behavior, the theory of value (goodness and badness), and the theory of virtue and vice. Besides providing familiarity with the primary questions addressed within moral philosophy and the most influential answers given by well-known philosophers, this course is designed to help students develop their abilities to read, explicate, analyze, and evaluate philosophical literature, write and express themselves well about their own ethical positions, and think critically and analytically about ethical issues</p>  |                |
| <b>Research Methods for Business (1601103)</b>   | <b>3 hours</b> |
| <b>Prerequisite: (1607150)</b>   |                |
| <p>This course is designed to introduce students to the research methods that can be used in most business research and other researches related to the social phenomenon. The areas that will be covered include introduction to the scientific method, research process, ethics in research, research design, measurement, sampling, data collection, analysis, interpretation and report writing.</p>   |                |
| <b>Project Management (1601423)</b>  | <b>3 hours</b> |
| <b>Prerequisite: (1601102)</b>   |                |
| <p>This course will teach students the art and science of effective project management – how to get things done in organizations. Students will learn and apply behavioral and managerial approaches to plan and</p>   |                |



|   |                |
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| execute effective projects. Advanced topics will also be studied during this course including risk management, project scheduling and crashing.   |                |
| <b>Corporate Governance (1601434)</b>   | <b>3 hours</b> |
| <b>Prerequisite:</b> (1601102)  |                |
| <p>Corporate Governance is the structured system of policies and processes established and maintained by a board of directors and senior management to oversee an organization's strategic activities and evaluate resulting performance. The system exists to ensure proper accountability, probity, and openness in the conduct of an organization's business for the long-term benefit of its shareholders/stakeholders. As such, Corporate Governance focuses on effectuating sound relationships among a company's board of directors, top management, investors (particularly institutional investors), and various other stakeholders. In essence, Corporate Governance "...is concerned with holding the balance between economic and social goals and between individual and communal goals. The corporate governance framework is there to encourage the efficient use of resources and equally to require accountability for the stewardship of those resources.</p> |                |
| <b>Change and crises management (1601444)</b>   | <b>3 hours</b> |
| <b>Prerequisite:</b> (1601102)  |                |
| <p>The issue of maintaining a state of continuous equilibrium and match between an organization and its external environment is considered to be a critical condition for the survivability of the organization and the sustainability of its competitiveness. In addition, the manner in which the organization is able to deal with the sources of change and crises surrounding it in the external environment determines its success or failure. Thus, this course aims at discussing the best tools and techniques that can be used to enable organizations to deal with its changing reality affecting them</p>   |                |
| <b>Organization Theory and Design (1601310)</b>   | <b>3 hours</b> |
| <b>Prerequisite:</b> (1601102)  |                |
| <p>This is an undergraduate-level course that aims at providing students with the opportunity to understand the concept of organizations as inherently being open social systems, which interact on a continuous basis with the external environment. This is facilitated by helping students to appreciate the important effects of the contextual factors (i.e. external environment, organization's goals and strategy, organization's size, organizational technology, and an organization's culture) upon the design of the organization, represented by its structural factors. Moreover, this course provides a view as to the recent trends in designing organizations, which are primarily triggered by the changing conditions in today's dynamic and uncertain external environment affecting all types of organizations.</p>  |                |
| <b>Service Design and Operations Management (1601320)</b>   | <b>3 hours</b> |
| <b>Prerequisite:</b> (1601102)  |                |
| <p>The goal of this course is to explore two sides of service operations: 1) the traditional domain of operations management, focused on efficiency, capacity and productivity and its challenges; and 2) the</p>   |                |



field of Design Thinking, centred in human needs, beauty, and empathy. These sides complement each other to ensure sustainable and successful service experience.

Through the use of case studies from various industries and the professional guest speakers experience from the community students will gain practical insights about managing service design and operations.

**Innovation Management (1601333)**

**3 hours**

**Prerequisite:** (1601102)

The course delves into the concept, theory and practice of Innovation management. Topics covered include but are limited to types and sources of innovation, innovation strategy, products and service development processes, the concept of innovation management, open innovation and collaboration. The Purpose of this course is to guide students in challenging conventional thinking patterns, and enhancing their creative thinking and analytical skills

**Employment readiness for Business management students (1) (1601497)**

**Prerequisites:** Completing 90 hours successfully

(Description attached)

**Employment readiness for Business management students (2) (1601498)**

**Prerequisites:** Completing 90 hours successfully

(Description attached)

**Practical Training (1601490)**

**Prerequisites:** 1601103;1601408 ; 1601489

The practical training aims to bridge academic learning with practical tasks at the host organization during the training period (internship). By engaging in observations, receiving guidance, and gaining hands-on experience, students will deepen their understanding of their future career roles and the practical application of their skills and knowledge

To enroll in the practical training, students are required to (1) locate a training opportunity in the area of business management (2) take the business management department's approval for the training opportunity before joining it (3) Complete the prerequisites course.

**Production Planning and Control (1601414)**

**3 hours**

**Prerequisite:** (1601102)

This course includes several topics: scheduling systems and total planning, scheduling in the case of intermittent production, project management, basics in inventory control, applications of inventory control, material requirements planning and quality control, total quality management, maintenance, and information systems management.





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| <p><b>Contemporary Issues in Management (1601410)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601102)</p> <p>The course provides the students with recent managerial concepts and highlights their implementations in real life.</p>  |
| <p><b>Marketing management (1604404)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1604110)</p> <p>This course is intended to integrate the materials learned in all other marketing course works as well as prepare the student for a career in marketing. This course is designed to push students analytical and marketing abilities while empowering students to make critical marketing decisions based on a combination of facts, assumptions, and critical judgments. Emphasis is on the application of the marketing process in the turbulent global business environment. Marketing decisions, analysis, and issues are integrated with the goal of achieving customer satisfaction to gain a sustainable competitive advantage within an industry.</p> |
| <p><b>Healthcare services management (1601431)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601102)</p> <p>This course contains the following main topics: an introduction to the health system, its services and institutions, the distinctive characteristics of the health institution, the challenges and problems facing the management of these institutions, hospitals as major institutions and as a focal point for the health system, its functions, management and organization, and some contemporary issues facing the health sector, such as the issue of cost escalation, quality, competition, marketing and more.</p>   |
| <p><b>Hospitality Management (1601432)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601102)</p> <p>The tourism and hospitality industry plays an increasingly important role in creating and ensuring sustainable employment. To provide a student's a practical perspective on the management and operational issues hospitality establishments face on a daily basis. The practical examples for all hospitality establishments, including guest houses, lodges, B&amp;B's, restaurants, bars and hotels to obtain an impressive combination of industry experience and theoretical knowledge to convey a practical approach to hospitality management.</p>  |
| <p><b>Business Communication (1601321)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601102)</p> <p>This course is designed to give students a comprehensive view of communication, its scope and importance in business, and the role of communication in establishing favorable relations outside the firm environment, as well as an effective internal communications program. The various types of business communication media are covered. This course also develops an awareness of the importance of succinct written expression to modern business communication.</p>   |



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| <p><b>Principles of Microeconomics (1607110)</b></p> <p><b>Prerequisite: (-)</b></p> <p>The course covers fundamental ideas such as scarcity, opportunity cost, market and prices, the analytical tools of microeconomics consumer, producer, and cost theories, market structure under perfect competition, monopoly, monopolistic competition, and oligopoly.</p>   | <b>3 hours</b> |
| <p><b>Principles of Statistics (1607150)</b></p> <p><b>Prerequisite: (-)</b></p> <p>The course covers basic statistical concepts and techniques and presents procedures for applying them. The emphasis is on the application of statistical knowledge, and it consists of: Descriptive statistics. Correlation and regression, Index numbers, Probability concepts.</p>  | <b>3 hours</b> |
| <p><b>Managerial Economics (1607421)</b></p> <p><b>Prerequisite: (1607110)</b></p> <p>This course to integrate various principles and concepts from different fields of business administration through a variety of areas that relate to problems of economic decision-making and policy formulation at the level of the firm. It analyses the market structures, production, costs, pricing Policies, location theories, capital budgeting and evaluation of economic units performance.</p>                    | <b>3 hours</b> |
| <p><b>Statistical Analysis (1607250)</b></p> <p><b>Prerequisite: (1607150)</b></p> <p>This course increases the student ability in dealing with statistical data. It contains the following subjects: Statistical estimation confidence intervals, various types of estimates, Testing hypothesis, various types of tests, Multiple regression and correlation, Analysis of variance.</p>   | <b>3 hours</b> |
| <p><b>Principles of Macroeconomics (1607111)</b></p> <p><b>Prerequisite: (None)</b></p> <p>This course is an introductory course in macroeconomics. Some of the issues covered include the analysis of national income determination, money and banking, monetary and fiscal policy, inflation and unemployment, and aggregate economic growth and development, from a variety of macroeconomic perspectives.</p>   | <b>3 hours</b> |
| <p><b>Principles of Marketing (1) (1604101)</b></p> <p><b>Prerequisite: (None)</b></p> <p>This course seeks to introduce and develop a general understanding of the key concepts, tools and theories of relevance to marketers today. Marketing has become recognized as a vital ingredient of business in many different sectors. The contexts in which marketing will be considered in this module will range from consumer marketing through to services marketing, business-to-business, social marketing</p> | <b>3 hours</b> |



and not-for-profit marketing. The module will start by examining the history and philosophy of the marketing concept and the basic principles of marketing management and strategy. It will consider aspects of buyer behavior, marketing research and the marketing mix, extending to the services .marketing mix

**Consumer Behavior (1604213)**

**3 hours**

**Prerequisite:** (1604110)

This course examines the consumers' buying and consumption processes, both as individuals and as members of a group. In addition to the factors affecting the buying decision process, including the psychological, physical, social and economic theories of consumer behavior.

**Islamic Management Theory (1606231)**

**3 hours**

**Prerequisite:** (None)

Clarifying the concept of management in Islam, its characteristics, its distinction from modern administrative concepts, and the administrative functions it performs in comparison with modern administrative functions, where planning, organization, employment, direction, coordination, financing, and control are analyzed and these functions are compared with administrative functions in modern thought.



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| <p><b>Principles of Financial Management (1603211)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1602101)</p> <p>This course aims to provide the principles and basic concepts of financial management such as: the role and the environment of financial management, how to prepare the financial statements and analyze them, understanding the concept of time value of money and how to calculate each of present and future value of money. It also provides the basics of calculating the risk and return for both individual security and investment portfolio. It provides a fundamental explanation for the most important financial models, the capital asset pricing model. In addition, it introduces the students to different types of financial securities traded in financial markets such as common stocks, preferred stocks and bonds and helps students to understand how to use the suitable capital budgeting techniques and make the relevant investment decisions.</p> |
| <p><b>Bank Management (1603321)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1603211)</p> <p>Bank Management is an undergraduate course focusing on the study of banks. The primary objective of this course is to help students obtain a better understanding of the operations of banks. Therefore, this course focuses on explaining banks' financial statements and how they reflect the uniqueness of banks operations. Then it emphasizes how banks obtain their competitive advantage and how it can be measured through financial statements. Then it discusses in more detail how banks manage their assets and liabilities. In particular the course thoroughly explains banks' liquidity position, capital and loan management.</p>   |
| <p><b>Financial Analysis and Evaluation (1603312)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1603211)</p> <p>This course is designed to interpret and analyze financial data that rely on financial statements from the perspective of both users and financial managers. Students in this course, will learn to compare companies overall financial performance by using different types of financial ratios, as well as to implementing prospective analysis and valuations, equity security analysis, credit analysis, and distress prediction.</p>   |
| <p><b>Modern Public Management (1606102)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (None)</p> <p>This course is designed to give students the opportunity to understand the theoretical foundations of new public management, which includes how the entrepreneurial spirit is transforming the public sector; partnerships with the private sector; transparency; privatization; result focused; citizen focused.</p>   |



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| <p><b>Principles of Management Information Systems (1605140)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (None)</p> <p>This course provides student with a comprehensive introduction to the concepts and principles of management information systems (MIS) and their use in the world of business as a critical resource for achieving competitive advantage. Topics covered include, but not limited to, major business initiatives in information systems; the central role of databases and data warehouses in business organizations; the role of artificial intelligence systems in decision making; the importance of information systems and technology in the growth of ecommerce; and information systems resources, their planning, analysis , applications. testing, implementation, development, management, and</p>  |
| <p><b>Electronic Business (1605251)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (None)</p> <p>Electronic commerce (EC) is a business model in which transactions take place over electronic networks, mostly the Internet. It includes the process of electronically buying and selling goods, services, and information. Certain EC applications, such as online buying and selling stocks and airline tickets, are reaching maturity, some even exceeding non-Internet trade volume. However, EC is not just about buying and selling; it also is about electronically innovating, communicating, collaborating, and discovering information. It is about e-learning, e-customer service, e-government, social networking, problem-solving, and much more. EC is having an impact on a significant portion of the world, affecting businesses, professions, trade, and, of course, people. It is undoubtedly improving our quality of life. A most important development in EC since 2014 is the phenomenal growth of social network services, especially Facebook, Google+, and Twitter. Also impressive is the trend toward conducting EC via mobile devices. Another major development is the global expansion of EC, especially in China, where you can find the world's largest EC company. In addition, attention is given to artificial intelligence and its applications and to smart commerce as well as to the use of analytics and big data to enhance EC. Finally, some emerging EC business models are transforming industries (e.g., travel, banking, fashion, and transportation).</p> |
| <p><b>Principles of Accounting (1) (1602101)</b> <span style="float: right;"><b>3hours</b></span></p> <p><b>Prerequisite:</b> (None)</p> <p>This course explores the topic of management in terms of current management concepts, trends and practices and the historical foundations and development of management thought. The course introduces the student to many management concepts such as: organizations, managers and their levels, types, roles and skills, organizational and managerial performance, performance effectiveness and efficiency, the external and internal environment, competitive advantage, environmental uncertainty and complexity, business sustainability and innovation while highlighting and exploring the four main management functions (i.e. planning, organizing, leading and controlling).</p>  |



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| <p><b>Intermediate Accounting (1602201)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1602102)</p> <p>This course is the first of two intermediate financial accounting courses which provide a comprehensive study of financial accounting theory and financial accounting reporting. The course will concentrate on the foundations of financial accounting and include an in-depth study of accounting principles. Emphasis will be on a deeper understanding of financial statements, inventories and receivables.</p>   |
| <p><b>Introduction to Mathematical Economics (1607115)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (None)</p> <p>Equations: linear, quadratic, cubic; functions: linear, polynomials, rational, exponential, logarithmic, multivariable functions; differentiation: derivative , rules of derivation, partial derivative, extrema of one variable functions, and two variable functions; integration: definite, rules of integration, by substitution, by parts, by partial fractions, improper integral, applications; matrices: algebra of matrices, elementary operations, Echelon form and solution of system of linear equations, determinants and Cramer's rule and solutions of system of linear equations, applications to economics.</p> |
| <p><b>Administrative Law (1001120)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (-)</p> <p>This course aims to clarify to the student the definition, the importance, the various kinds, and the legislative arrangements of commercial contracts, as well as the theoretical and practical principles of drafting commercial contracts in their objective and subjective manner. In addition, the course focuses on teaching some commercial contracts that are frequently used by the commercial sector, and which are not taught in other courses at the faculty of law.</p>  |
| <p><b>Principles of Accounting (2) (1602102)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1602101)</p> <p>This course is a continuation of Accounting 1602101 to provide a further understanding of the basic accounting concepts and principles in accordance with IFRS. It covers the accounting issues related to recognition, valuation and disposal of Accounts and Notes Receivable; Property, Plant, and Equipment, and Intangible Assets; Liabilities; Investments. In addition, Accounting for Corporations and Statement of Cash Flows.</p>   |



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| <p><b>Computer Applications for Business Management (1601499)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601413, 1601311)</p> <p>The course Computer Applications in Management enables students to apply the various quantitative techniques that they have studied using the latest software packages. Having the skills of using these software packages is an essential requirement to enter the current competitive labour market. Software packages will be used to apply the quantitative techniques that are taught in the following courses: Operations Research, Total Quality Management, Operations and Production Management, Project Management, and Business Research Methods.</p> |
| <p><b>Information Resource Management (1605310)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1605140)</p> <p>This course is designed to enable participants to introduce and explain the impact of Information Systems (IS) strategies on business and organizational strategies. Students will be able to apply several IS applications in business organizations and will acquire some technical and non-technical jargons.</p>  |
| <p><b>Supply Chain Management (1601331)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1601102)</p> <p>The course introduces the concept of Supply Chains (SC), and explores the key issues associated with the design and management of industrial supply chains. The course will therefore consider the efficient integration of suppliers, manufacturers, warehouses and stores to maximize the speed and quality of product delivery.</p>  |
| <p><b>Managerial Accounting (1602211)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1602102)</p> <p>This course aims to demonstrate cost types, cost behavior, and how to use the cost volume profit analysis in decision making process. In addition it explains the activity based costing system, and how to use the master budget in decision making.</p>   |
| <p><b>Investment Management (1603231)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1603211)</p> <p>This course aims at providing the basic concepts of investment management such as: the different types of financial securities (common stocks, preferred stocks and bonds) and the risk and return. In addition, it helps in valuing assets and managing investment portfolios. It also provides the basics of calculating the risk and return for both individual security and investment portfolio. It provides a fundamental explanation of diversification and asset allocation.</p>  |
| <p><b>Economic Feasibility Studies (1607462)</b> <span style="float: right;"><b>3 hours</b></span></p> <p><b>Prerequisite:</b> (1607110)</p> <p>This course consists basically of the way projects are studied in the context of investment decisions, projects' appraisal phases, economic study and evaluation of a project including, market study, financial study (inflows and outflows), criteria for private and public projects evaluation, and methods for calculation equivalent values, Time value of money, (equivalent annual cost, internal rate of return and net present value), risk analysis.</p>  |