هيئة تقويم التعليم والتدريب
Education & Training Evaluation Commission

T-104
2022

Course Specification

Course Title:	**Principles of Management**
Course Code:	**0602-101**
Program:	**Business Administration**
Department:	**Management**
College:	**School of Business**
Institution:	**King Faisal University**
Version:	**2022**
Last Revision Date:	**17 January 2023**

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Course Identification			
1. Credit hours:	**3**		
2. Course type			
a.	University ☐	**College** ☒	Program
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:	**First Year, Level 1**		

4. Course general Description

This course introduces students to the functional areas, concepts, theories, and practices of management. It will focus on improving the student understands of the theories and practices of management, including the managerial process (the four functions of management; to plan, to organize, to lead and to control) and how these business functions are enhanced through effective application to attain corporate objectives. It will also discuss business ethics issues relevant to management practices. This course aims to examine the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in management field and functions such as planning, organization, leading, controlling, ethics in management, decision-making, social responsibilities as well as dealing with cases of studies related to management functions. Formulating plans as well as applying management knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.

5. Pre-requirements for this course (if any): **None**

6. Co- requirements for this course (if any): **None**

7. Course Main Objective(s)

- **To provide the theoretical, conceptual framework and essential knowledge of management.**
- **To equip students with the essential knowledge and skills in management & Entrepreneurial field as well as its managerial activities, functions and practices.**
- **To enable students to behave ethically when practicing business functions, roles and responsibilities.**
- **To enable students to assess and evaluate decisions as well as mainstreaming the entrepreneurial spirit and business ethics among graduates of the department**

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1.	Traditional classroom	54	100 %
2.	E-learning		
3.	Hybrid ● Traditional classroom ● E-learning		
4.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
1.	Lectures	54
2.	Laboratory/Studio	
3.	Field	
4.	Tutorial	
5.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	● Explain the management's functions, concepts and theories as well as how managers deal in different managerial situations.	k.1	● Lecture. ● Group discussion. ● Homework's activities. ● Prior preparation of lessons	● Written exams ● written test
1.2	● Discuss the modern strategies, polices, practices and methods that used by managers to effectively running their organizations.	k.2		
1.3	● Interpret the importance of the management functions and its impact on business performance.	k.3		
1.4	● Illustrate how decision-making, understanding business environment, management techniques, modern management practices,	k.4		

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
	entrepreneurship, social responsibility and ethical knowledge affect business performance.			
2.0	Skills			
2.1	● Apply the management theories and strategies in real life situations to solve the managerial problems.	S1	● Lecture, ● Case studies ● practical work. ● Blackboard activities. ● Discussions	● Written exam, ● Practical report, ● Group activity assessment. ● Project report, ● oral presentation. ● Practical report, ● individual activity.
2.2	● Use the management techniques and decision-making skills in real life situations.	S2		
2.3	● Evaluate management policies in different areas like social responsibilities programs, ethical practices and management procedures that are used by business organizations.	S3		
3.0	Values, autonomy, and responsibility			
3.1	● Demonstrating integrity, professional and academic ethics.	V1	● Lecture, ● practical work, ● group work. ● Case studies	● Practical work. ● Group project. ● individual activity. ● Written exam, ● individual work. ● Practical report,
3.2	● Self-evaluation of the level of learning and performance, insistence on achievement and excellence, and making logical decisions supported by evidence and arguments independently. ● Leading teams with flexibility and effectiveness, taking responsibility for professional development, participating in developing the team's performance, and enhancing the quality of his life.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Basic concepts of management	4.5
2	Historical development of the administrative thought	4.5
3	Organization's culture and environment	4.5
4	Planning and objectives' determination	4.5
5	Decision making and the role of information technology	4.5
6	Organizing	4.5
7	Leading	4.5

8	Motivation	4.5
9	Communication	4.5
10	Controlling	4.5
11	Business ethics/ Social responsibility/ Entrepreneurship	4.5
12	Functions of the organization	4.5
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	class activities, Case studies and project	During the weeks	20%
2	Quiz's	During the weeks	10%
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	●Stephen P Robins (2018) Mary Coulter: Management, Tenth edition, Pearson International Edition. (For English track).
Supportive References	● الادارة والاعمال (٢٠١٨)، صالح العامري وطاهر الغالبي ، دار وائل للنشر والتوزيع عمان. الطبعة الأخيرة.(طلاب المسار العربي).
Electronic Materials	●KFU main library data sources and references. ●Others materials provided by the book's author. ●International Journal of HRM. ● مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	●Students' handout materials. ●Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
● facilities ● (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	● College classrooms
● Technology equipment ● (projector, smart board, software)	● Data show /Smart board.
● Other equipment ● (depending on the nature of the specialty)	● Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
● Effectiveness of teaching	● Faculty members/ Peer reviewer	● Classroom observation (QMS Annex O and P) ● Course evaluation survey (QMS Annex B)
● Effectiveness of students assessment	● Faculty members & Coordinators/ Peer reviewer	● Verification/ CES/PES
● Quality of learning resources	● Faculty members/ students/ Graduates	● Course review / course reports/CES/PES/EES

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Marketing Management
Course Code:	0673-102
Program:	Bachelor in Marketing
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	V.01
Last Revision Date: 22.1.2023	

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A. General information about the course:

Course Identification					
1. Credit hours:	3				
2. Course type					
a.	University ☐	College ☒	Department☐	Track☐	Others☐
b.	Required ☒	Elective☐			
3. Level/year at which this course is offered: Second Year, Level 3					
4. Course general Description This course examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in marketing management field and its main functions such as marketing strategies, marketing research, consumer behavior, consumer market, market segmentation, as well as dealing with cases of studies related to marketing management functions. Formulating plans and strategies as well as applying the essential marketing knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork, and communications besides enhancing their managerial and leadership's competencies.					
5. Pre-requirements for this course (if any):					
6. Co- requirements for this course (if any):					
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of marketing management. • To equip students with the essential knowledge and skills in marketing management field as well as its managerial activities, functions, and practices. • To enable students to behave ethically when practicing marketing functions, roles, and responsibilities. • To enable students to assess and evaluate marketing decisions as well as duties effectively by using different evaluation tools.					

mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1.	Traditional classroom	4.5	100%
2.	E-learning		
3.	Hybrid • Traditional classroom • E-learning		
4.	Distance learning		

(based on the academic semester)

No	Activity	Contact Hours
1.	Lectures	54
2.	Laboratory/Studio	
3.	Field	
4.	Tutorial	
5.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	Explaining the Marketing's functions, concepts, strategies, theories as well as how marketing managers deal in different managerial situations.	K.1	Lecture	Written exams/written test
1.2	Discussing the modern strategies, polices, practices and methods that used by marketing managers to effectively run their departments.	K.2	Lecture	Written exams/written test
1.3	Interpreting the importance of the marketing functions and its impact on business performance.	K.3	Lecture	Written exams/written test
1.4	Illustrating how marketing functions and decisions like pricing, promotions, branding, packing, etc. affect business performance.	K.3	Lecture	Written exams/written test
2.0	Skills			
2.1	Applying the marketing theories and strategies in real life situations to solve the managerial problems.	S.1	Lecture, Practical work	Written exam, Practical report, group activity assessment.
2.2	Using the marketing techniques, strategies, and skills in real life situations.	S.2	Lecture, Case studies	Project report, oral presentation.

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
2.3	Evaluating marketing strategies, policies, procedures, and plans in different areas like pricing, promotion, product, packing, and how they aligned with organizations mission.	S.3	Lecture, practical work.	Practical report, individual activity.
2.4	Measuring the effectiveness of marketing functions by using the modern research methods.	S.3	Lecture, practical work.	Practical report, individual activity.
3.0	Values, autonomy, and responsibility			
3.1	Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	Lectures, classroom discussions, group work, case studies.	Written exams, oral presentation, individual activity assessment, group activity assessment.
3.2	Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of marketing management.	V2	Lectures, classroom discussions, practical work, case studies.	Assignment, individual activity assessment, group activity assessment.

C. Course Content

No	List of Topics	Contact Hours
1.	Introduction	4.5
2.	Basic concepts in marketing.	4.5
3.	The development of marketing thought	4.5
4.	The environment and the development of marketing strategies	4.5
5.	Marketing information system and marketing research	4.5
6.	consumer behavior	4.5
7.	Division of the market and predicting demand	4.5
8.	Product strategy	4.5
9.	Pricing strategy	4.5
10.	Distribution strategy	4.5
11.	Marketing promotion and communications strategy	4.5
12.	Branding	4.5

Total	54

D. Students Assessment Activities (Onsite)

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1.	Quiz 1	2ed week	5%
2.	Quiz 2	6th week	5%
3.	Class activities and project	12th week	20%
4.	Mid-term exam	4th-9th week	30%
5.	Final exam	13th week	40%
Total			**100%**

Students Assessment Activities (Online)

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1.	Activities, individual works, …	During trimester	30%
2.	Final exam	13th week	70%
Total			**100%**

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

Essential References	Philip T. Kotler & Gary Armstrong, Principles of Marketing, 18th Global Edition, Pearson, 2020 فليب كوتلر & غاري أمسترونج، "أساسيات التسويق" ترجمة سرور إبراهيم علي سرور، دار المريخ للنشر والتوزيع، الرياض، طبعة ٢٠١٨ -المملكة العربية السعودية.
Supportive References	Kotler, Phillip and Keller, Lane Kevin, B. (2018). Marketing Management. 13th edition. Pearson: Prentice Hall, Upper Saddle River. New Jersey
Electronic Materials	•KFU main library data sources and references. •Other materials provided by the book's author.
Other Learning Materials	Journal of Marketing Management.

Items	Resources
facilities (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	College classrooms

Effectiveness of teaching	Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) Course evaluation survey (QMS Annex B)
Effectiveness of students assessment	Faculty members & Coordinators/ Peer reviewer	Verification/ CES/PES
Quality of learning resources	Faculty members/ students/ Graduates	Course review / course reports/CES/PES/EES
The extent to which CLOs have been achieved	Faculty members & Coordinators	Course evaluation results / CES
Other		

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify)

Assessment Methods (Direct, Indirect)

G. Specification Approval Data

COUNCIL /COMMITTEE	Department Council
REFERENCE NO.	18th meeting, Second semester: 1443/1444
DATE	17/01/2023

Course Title:	Human resource Management
Course Code:	0673-201
Program:	Bachelor of Human Resources Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification			
1. Credit hours:	3		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:	Second Year / Level 5		

4. Course general Description

This course provides a comprehensive understanding of the concept of human resource management (HRM). Integrated and comprehensive approach will be offered which focuses on all the significant aspects of human resource management. Essential themes and topics will be divided and covered as following: part one will be covered overview of human resources management. Part two will be represented secured human resources. Part three will be focused on human resources in action and finally special human resources concerns will be covered in part four. This course delivers detailed knowledge and understanding of a comprehensive range of different issues in human resource management studies. At the successful completion of this course, the student's knowledge and understanding of the important matters in the human resource management, cognitive skills, competence skills, communication and teamwork will be significantly improved.

5. Pre-requirements for this course (if any): Principles of management

6. Co- requirements for this course (if any): None

7. Course Main Objective(s)

- To introduce the student to the concepts that are related to the field of human resource management
- To prepare the student with the foundations and techniques needed to manage human resource department
- To give the student presentation to some of the commonly tools and keys used in managing human resources
- To enable the student to analyze and reflect the theory side of human resource management subject in the practical life
- To show that the subject of human resource management has matured into a robust body of knowledge and an in-depth understanding of which are crucial for ensuring the success of managing human resources.

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1.	Traditional classroom	54	100 %
2.	E-learning		
3.	Hybrid ● Traditional classroom ● E-learning		
4.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
1.	Lectures	54
2.	Laboratory/Studio	
3.	Field	

4.	Tutorial	
5.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	● Explain the HRM's concepts, functions and theories as well as how managers deal in different managerial situations.	k.1	● Lecture. ● Group discussion. ● Homework's activities. ● Prior preparation of lessons	● Written exams ● written test
1.2	● Discuss the modern strategies, polices, practices and methods that used by HR managers to effectively running their departments.	k.2		
1.3	● Interpret the importance of the HRM functions and its impact on business performance.	k.3		
1.4	● Illustrate how HR functions and decisions like selection, recruitment, training, and other activities affect business performance.	k.4		
2.0	Skills			
2.1	● Apply the HRM theories and strategies in real life situations to solve the managerial problems.	S1	● Lecture, ● Case studies ● Practical work. ● Blackboard activities. ● Discussions	● Written exam, ● Practical report, ● Group activity assessment. ● Project report, ● Oral presentation. ● Practical report, ● Individual activity.
2.2	● Use the HRM techniques and skills in real life situations.	S2		
2.3	● Evaluate HRM policies, procedures and plans in different areas like selection, recruitment, training, performance management and how they aligned with organizations mission.	S3		
2.4	● Measuring the effectiveness of HRM functions by using the modern research methods.	S4		
3.0	Values, autonomy, and responsibility			
3.1	● Conduct internal analysis and research to assess the organizational environment obstacles and HRM functions performance.	V1	● Lecture, ● Practical work, ● Group work. ● Case studies	● Practical work. ● Group project. ● Individual activity. ● Written exam, ● Individual work. ● Practical report.
3.2	● Behave ethically in different HRM roles and responsibilities.	V2		
3.3	● Using IT technologies to communicate effectively.	V3		

C. Course Content

No	List of Topics	Contact Hours
1	Concepts of Human Resources Management	3 hours
2	Strategy for human Resources Management	6 hours
3	Analysis and job description	6 hours
4	Planning of human Resources	6 hours
5	Recruitment and selection	6 hours
6	Training and the development of the employees	3 hours
7	Performance appraisal management	3 hours
8	Wages, Salaries and financial incentives	3 hours
9	Benefits and services	3 hours
10	Health and safety	3 hours
11	Labor relations	6 hours
12	The human Resources Management of the leading companies	6 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Assignments and project	During the weeks	20%
2	Quizzes	During the weeks	10%
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	● مدني عبد القادر علاقي، ادارة الموارد البشرية، خوارزم للنشر والتوزيع، جدة، ٢٠١٨ ● Gary Dessler, (2018): Human Resource Management, Last/Ed.
Supportive References	
Electronic Materials	●KFU main library data sources and references. ●Others materials provided by the book's author. ●International Journal of HRM. ● مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	●Students' handout materials. ●Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
● facilities ● (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	● College classrooms
● Technology equipment ● (projector, smart board, software)	● Data show /Smart board.
● Other equipment ● (depending on the nature of the specialty)	● Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
● Effectiveness of teaching	● Faculty members/ Peer reviewer	● Classroom observation (QMS Annex O and P) ● Course evaluation survey (QMS Annex B)
● Effectiveness of students assessment	● Faculty members & Coordinators/ Peer reviewer	● Verification/ CES/PES
● Quality of learning resources	● Faculty members/ students/ Graduates	● Course review / course reports/CES/PES/EES

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Organizational Behavior
Course Code:	0673-205
Program:	Bachelor of Human Resources Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Scecend Year / Level 5
4. Course general Description Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in OB field and its main topics such as personality, recognition, learning, motivation, work group, as well as dealing with cases of studies related to OB topics. Formulating plans and strategies as well as applying the essential OB knowledge, theories and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.		
5. Pre-requirements for this course (if any): **Principles of Management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of OB field. • To equip students with the essential knowledge and skills in OB field as well as its practical activities, functions and practices. • To enable students to assess and evaluate people behaviors and reactions when introducing methods of working or management's decisions.		

A. General information about the course:

1□□□□□□□□□□□□mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
5.	Traditional classroom	54	100 %
6.	E-learning		
7.	Hybrid • Traditional classroom • E-learning		
8.	Distance learning		

□□□□□□□□□□□□□ (based on the academic semester)

No	Activity	Contact Hours
6.	Lectures	54
7.	Laboratory/Studio	
8.	Field	
9.	Tutorial	
10.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the OB concepts, theories as well as how they relate to the organization performance and business effectiveness.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices related to OB filed and used by managers to run their departments and manage people at work effectively.	k.2		
1.3	• Interpreting the importance of the OB theories and its impact on business performance when applying effectively.	k.3		
1.4	• Illustrating how OB theories like learning, motivation, conflict, etc affect business performance.	K4		
2.0	Skills			
2.1	• Applying the OB theories and concepts in real life situations to solve the managerial problems as well as to deal with people at work.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the OB techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating OB theories in different areas like learning, motivation and working group and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of OB applications by using the modern research methods.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Showing leadership skills at work.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Behaving ethically in different management roles and responsibilities.	V2		
3.3	• Using IT technologies to communicate effectively for the business purposes.	V3		

C. Course Content

No	List of Topics	Contact Hours
1	An introduction to organizational behavior.	4.5

2	Stages of organizational behavior development.	4.5
3	Personality	4.5
4	Recognition	4.5
5	Learning	4.5
6	Values	4.5
٧	Attitudes	4.5
٨	Motivation, incentives, and job satisfaction	4.5
٩	Work groups.	4.5
١٠	Organizational conflict.	4.5
١١	Power and OB	4.5
١٢	Organizational Climate and job stress	4.5
١٣	Organization's culture & organizational Engagement	3
١٤	Organizational creativity and innovation.	3
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	class activities, Case studies and project	During the weeks	20%
2	Quizs	During the weeks	10%
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

Essential References	• السلوك التنظيمي، محمد ربيع زناتي، المكتبة العصرية للنشر والتوزيع. ٢٠١٨ مصر. (طلاب المسار العربي). الطبعة الأخيرة. • إدارة السلوك في المنظمات، جرينبرج (جيرالد)، بارون (روبرت)، تعريب ومراجعة: د. رفاعى محمد رفاعى، د. إسماعيل على بسيونى، الرياض: دار المريخ، ٢٠١٨م.(الطبعة الأخيرة)
Supportive References	• Stephen P. Robbins, Organizational Behavior, 19th edition, Published by Pearson (May 12th 2022) - (For English track).
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.

Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• course evaluation results / CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Knowledge Management**
Course Code:	**0673-206**
Program:	**Business administration**
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification			
1. Credit hours:	4.5		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☐	Elective☒	
3. Level/year at which this course is offered:			Third Year / Level 5
4. Course general Description This course aims to provide the student with the basic concepts, theories, and practices of the main topics of knowledge management. It also deals with the training of students on the analysis the operations and knowledge discovery in business organizations and provide students with practical cases about problems and solutions to the issues of knowledge management.			
5. Pre-requirements for this course (if any): **Human Resource Management**			
6. Co- requirements for this course (if any): None			
7. Course Main Objective(s) • Knowledge the concepts, objectives and functions of knowledge management. • Scientific knowledge to the general principles of knowledge management. • The ability to analyze the operations organization and knowledge discovery. • The ability to execute the stages of discovery and development and transfer of knowledge. • The ability to prepare a questionnaire knowledge of the organization.			

A. General information about the course:

(mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
9.	Traditional classroom	54	100 %
10.	E-learning		
11.	Hybrid • Traditional classroom • E-learning		
12.	Distance learning		

(based on the academic semester)

No	Activity	Contact Hours
11.	Lectures	54
12.	Laboratory/Studio	
13.	Field	
14.	Tutorial	
15.	Others (specify)	

	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• **Explaining the knowledge management concepts, theories as well as how they relate to the organization performance and business effectiveness.**	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• **Discussing the key strategies, tools, applications related to knowledge management filed how managers use it at work effectively.**	k.2		
1.3	• **Interpreting the importance of the knowledge management theories, strategies, applications and its impact on business performance when applying effectively.**	k.3		
1.4	• **Illustrating how knowledge management theories, strategies, applications, etc affect business performance.**	k.3		
2.0	**Skills :**			
2.1	• **Applying the knowledge management theories and concepts in real life situations to solve the managerial problems as well as to deal with people at work.**	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• **Using the knowledge management techniques, strategies and skills in real life situations.**	S2		
2.3	• **Evaluating knowledge management theories, strategies and applications and how they aligned with organizations mission.**	S3		
2.4	• **Measuring the effectiveness of knowledge management applications by using the modern research methods.**	S3		
3.0	**Values:**			
3.1	• **Conduct a scientific research about knowledge management strategies, metrics and knowledge sharing tools and evaluate its effectiveness.**	V1	• Lecture, • practical work, • group work.	• Practical work. • Group project. • individual activity.

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
3.2	• **Behaving ethically in different management roles and responsibilities.**	V2	• Case studies	• Written exam, • individual work. • Practical report,
3.3	• **Using IT technologies to communicate effectively.**	V3		

C. Course Content

No	List of Topics	Contact Hours
1	**Introduction to knowledge management in theory and practice.**	4.5
2	**Knowledge Economy and Intellectual property.**	6
3	**Organizational Impacts of Knowledge Management**	4.5
4	**Foundations of Knowledge Management**	6
5	**Knowledge Management Solutions**	4.5
6	**Review of cognitive abilities**	4.5
٧	**Knowledge Discovery Systems**	4.5
٨	**Knowledge Acquisition Systems**	4.5
٩	**Knowledge Sharing Systems**	4.5
١٠	**Knowledge Application Systems**	4.5
١١	**Knowledge Management Assessment**	4.5
١٢	**The Future of Knowledge Management**	4.5
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	class activities, Case studies and project	During the weeks	20%
2	Quizs	During the weeks	10%
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	ممدوح عبد العزيز رفاعي، الإدارة الاستراتيجية للمعرفة، ٢٠١٨ سعد غالب ياسين ادارة المعرفة (المفاهيم، النظم، التقنيات)، دار المسيرة للطباعة والنشر، ٢٠١٨

	(طلاب المسار الإنجليزي)
Supportive References	• Knowledge Management in Theory and practice, Kimiz Dalkir, Elsevier Inc, 2018.(For English track).Todd R. Groff, Thomas P. Jones, Introduction to Knowledge Management, BH, 2018.
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Operations Management
Course Code:	0673-202
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	V.01
Last Revision Date:	22 January 2023

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Course Identification			
1. Credit hours:	3		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:			Level 6/ Year 2

4. Course general Description

Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in operations management field and its main topics such as productivity, operations strategies, product design, linear programming models, demand forecasting, as well as dealing with cases of studies related to operations management functions. Formulating plans and strategies as well as applying the essential operations knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial and leadership's competencies.

5. Pre-requirements for this course (if any): Quantitative Methods for Business

6. Co- requirements for this course (if any): None

7. Course Main Objective(s)

- To provide the theoretical, conceptual framework and essential knowledge of operations management.
- To equip students with the essential knowledge and skills in operations management field as well as its managerial activities, functions and practices.
- To enable students to behave ethically when practicing operations functions, roles and responsibilities.
- To enable students to assess and evaluate operations decisions as well as duties effectively by using different evaluation tools.

A. General information about the course:

mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
13.	Traditional classroom	54	100 %
14.	E-learning		
15.	Hybrid • Traditional classroom • E-learning		
16.	Distance learning		

(based on the academic semester)

No	Activity	Contact Hours
16.	Lectures	54

17.	Laboratory/Studio	
18.	Field	
19.	Tutorial	
20.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the Operation's functions, concepts, strategies, theories as well as how operations managers' deal in different managerial situations.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices, models and methods that used by operations managers to effectively running their departments.	k.2		
1.3	• Interpreting the importance of the operations functions and its impact on business performance.	k.3		
1.4	• Illustrating how operations functions and decisions like forecasting demand, location, product design, etc affect business performance.	k.4		
2.0	Skills			
2.1	• Applying the operations theories and strategies in real life situations to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the operations techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating operations strategies, policies, procedures and plans in different areas of management, etc and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of operations functions by using the modern research methods.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Estimating and forecasting demand using quantitative methods such as the method of	V1	• Lecture,	• Practical work. • Group project.

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
	the graph, and the way the center SMA, and center-weighted moving, and calm the exponential.		• practical work, • group work. • Case studies	• individual activity. • Written exam, • individual work. • Practical report,
3.2	• Behaving ethically in different operations roles and responsibilities.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Introduction to operations management	4.5
2	Operations Management: Definition, Strategy and Evolution	4.5
3	Operations Management: Definition, Strategy and Evolution	4.5
4	Product design	4.5
5	Product design	4.5
6	Liner programming models.	4.5
٧	Forecasting demand	4.5
٨	Forecasting demand	4.5
٩	Location decisions	3
١٠	Location decisions	3
١١	Location decisions	3
١٢	Material Requirement Planning	3
١٣	Material Requirement Planning	3
١٤	General Review	3
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score	
			Traditional / Blended	Online
1	Activities, Case studies, project, Discussion…	During the weeks	30%	30%
2	Mid-term exam	6th week	30%	--
3	Final exam	13th week	40%	70%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• نجم عبود نجم، إدارة العمليات النظم والأســـاليب والاتجاهات الحديثة، الجزء الأول، معهد الإدارة العامة، الرياض، ٢٠١٥ • ســـليمان خالد عبيدات، مقدمة في ادارة الانتاج والعمليات، دار المســـيرة للنشـــر والتوزيع الطبعة السادسة ٢٠١٩ • Larry Ritzman – Lee Krajewski – Manoj K. Malhotra, Operations management – Pearson, 2018.
Supportive References	• Heizer, jay, Render, Barry. Operations Management eleventh edition, Pearson Education limited, 2018. • نبيل محمد مرسي خليل، إدارة الانتاج والعمليات (تطبيقات وتدريبات عملية) خوارزم العلمية، الطبعة الثانية ٢٠١٦. • محمد الفاتح محمود بشير المغربي، ادارة الانتاج والعمليات: الاستراتيجيات - القرارات، المكتبة العصرية للنشر والتوزيع الطبعة الأولى ٢٠٢٠
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES

Assessment Areas/Issues	Assessor	Assessment Methods
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Fundamentals of Scientific Research
Course Code:	0602-222
Program:	Human Resource Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification			
1. Credit hours:	2		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:			Level 6/ Year 2
4. Course general Description **amines the essential knowledge of scientific research like research problems, ıcepts, and practices of research. It focuses on improving student's level of skills of ˈmulating, designing and applying the main research's procedures in business cases, well as dealing with cases of studies related to business management topics. rmulating research problems, research questions, research hypotheses, choosing the ˈthods to select samples, choosing the methods of data collection, etc. This quirement will improve students' research, cognitive skill, teamwork and nmunications besides enhancing their managerial competencies.**			
5. Pre-requirements for this course (if any):			
6. Co- requirements for this course (if any): None			
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of fundamentals of scientific research field. • To equip students with the essential research methods and skills in scientific research field as well as its practical activities, functions and practices. • To enable students to assess and evaluate research methods, strategies and tools when introducing methods of working or management's decisions and problems.			

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
17.	Traditional classroom	54	100 %
18.	E-learning		
19.	Hybrid • Traditional classroom • E-learning		
20.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
21.	Lectures	30
22.	Laboratory/Studio	

23.	Field	
24.	Tutorial	
25.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the main steps in the methodology of scientific research as well as research models.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the main tools of scientific research as well as the research models and how managers use it at work effectively.	k.2		
1.3	• Interpreting the importance of the Scientifics research methods and its impact on business performance when applying effectively.	k.3		
1.4	• Illustrating how scientific research methods, tools, strategies, applications, etc affect business performance.	k.4		
2.0	Skills			
2.1	• Applying the scientific research methods in real life situations to solve the managerial problems as well as to deal with people at work.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the scientific research techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating the scientific research methods, tools, strategies and applications and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of scientific research models, tools and applications continually.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for professional development and self-learning.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of quality management.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Introduction to scientific research	2 hours
2	The nature of scientific research	2 hours
3	The nature of the Administrative and Economic Sciences	2 hours
4	Stages and types of scientific research	2 hours
5	Approach to induction and deduction introductions and results	2 hours
6	Formulating and testing hypotheses	2 hours
7	Research Methodology	2 hours
8	Data collection	4 hours
9	Questionnaire and interview and observation	4 hours
10	Test hypotheses	4 hours
11	The preparation of the report or thesis	2 hours
12	A general review of the decision	2 hours
Total		30

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• أحمد حسين الرفاعي، مناهج الحث العلمي، تطبيقات إدارية واقتصادية، وائل للنشر، عمان ، الأردن، ٢٠١٨- (طلاب المسار العربي) مناهج وأساليب البحث العملي، د. تحسين الطراونه، دار وائل للنشر والتوزيع، عمان، الاردن، ٢٠١٨
Supportive References	• Margret cargill. potric o,conner, Writing Scientific Research Articles: Strategy and Steps,edition2 Wiley-Blackwell, 2018.(For English track).
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM.

	• مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**International Business Management**
Course Code:	**0673-203**
Program:	**Business Administration**
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☐ Elective☒	
3. Level/year at which this course is offered:		Level 6-7-8
4. Course general Description Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in international business management field and its main areas such as globalization, foreign investment, international business environment, as well as dealing with cases of studies related to international business management functions. Formulating plans and strategies as well as applying the essential international business knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.		
5. Pre-requirements for this course (if any): **Principles of Management.**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of international business management. • To equip students with the essential knowledge and skills in international business management & Entrepreneurial field as well as its managerial activities, functions and practices. • To enable students to behave ethically when practicing international business functions, roles and responsibilities. • To enable students to assess and evaluate international operations decisions as well as duties effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
21.	Traditional classroom	54	100 %
22.	E-learning		
23.	Hybrid • Traditional classroom • E-learning		
24.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours

26.	Lectures	54
27.	Laboratory/Studio	
28.	Field	
29.	Tutorial	
30.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the international business functions, concepts, strategies, and theories as well as how international managers deal in different managerial situations like HRM, Marketing etc.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices and methods that used by international managers to effectively running their businesses.	k.2		
1.3	• Interpreting the importance of the working internationally and its impact on business performance and country's GDP.	K3		
1.4	• Illustrating how international business operations and decisions like introducing new markets, international competition, cultural factors, environmental risks, etc affect business performance.	K4		
2.0	Skills			
2.1	• Applying the international business practices and strategies in real life situations to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the international business techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating international business strategies, policies, procedures and plans in different areas like HRM, Marketing, Finace, and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of international business functions by using the modern research methods.	S4		

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of International Business Management .	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Introduction to the course	4.5
2	What is international business: the concept, nature and the fields?	4.5
3	International business in the light of globalization and World Trade Organization (WTO).	4.5
4	The balance of payments and currency exchange rates and their relationship to international business.	6
5	Foreign investment: its types, theories and political risks.	6
6	The social and cultural environment of international business.	4.5
٧	The financial environment for international business (financial Markets, monetary markets, regional / international financial institutions.	4.5
٨	Organization strategy in international business.	6
٩	Strategic management in multinational companies.	4.5
١٠	Human resources development in international business.	4.5
١١	Financial and accounting management in international business.	4.5
12	International marketing (free zones, e. commercial).	4.5
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	class activities, Case studies and project	During the weeks	20%
2	project	During the weeks	10%
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• International Business : Strategy , Management and new realities , S. Tamer,Gray Knight. إدارة الأعمال الدولية، د/ علي عباس ، دار الحامد ، عمان ، الطبعة الأخيرة، 2018 مدخل إلى إدارة الأعمال الدولية، أ.د أحمد عبد الرحمن أحمد ،دار المريخ، الطبعة الأخيرة ٢٠١٨. •
Supportive References	International Business Management, Dr. Ravi Kant Pathak,2020
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• course evaluation results / CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Small Business Management** Mgt
Course Code:	**0673-302**
Program:	Bachelor of Supply Chain Management (SCM)
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program ☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		**Third Year, Level –7**
4. Course general Description Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in small business management field and its main functions such as family business, Integrity and Ethics, Entrepreneurial Life, as well as dealing with cases of studies related to small business management functions. Formulating plans and strategies as well as applying the essential Entrepreneurial knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies		
5. Pre-requirements for this course (if any): **Principles of Management.**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) ● To provide the theoretical, conceptual framework and essential knowledge of small business management. ● To equip students with the essential knowledge and skills in small business management & Entrepreneurial field as well as its managerial activities, functions and practices. ● To enable students to behave ethically when practicing Entrepreneurial functions, roles and responsibilities. ● To enable students to assess and evaluate Entrepreneurs decisions as well as duties effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
1.	Traditional classroom	45	100 %
2.	E-learning		
3.	Hybrid ● Traditional classroom ● E-learning		
4.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
1.	Lectures	45

2.	Laboratory/Studio	
3.	Field	
4.	Tutorial	
5.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	● Explaining the Entrepreneurial functions, concepts, strategies, and theories as well as how Entrepreneurs deal in different managerial situations.	k.1	● Lecture. ● Group discussion. ● Homework's activities. ● Prior preparation of lessons	● Written exams ● written test
1.2	● Discussing the modern strategies, polices, practices and methods that used by Entrepreneurs to effectively running their small businesses..	k.2		
1.3	● Interpreting the importance of the small business organizations and its impact on business performance and country's GDP	k.3		
1.4	● Illustrating how Entrepreneurial functions and decisions like introducing new product or services, promotions, branding, packing, etc affect business performance.	K4	● Homework's activities.	
2.0	Skills			
2.1	● Applying the Entrepreneurial theories and strategies in real life situations to solve the managerial problems.	S1	● Lecture, ● Case studies ● practical work. ● Blackboard activities. ● Discussions	● Written exam, ● Practical report, ● Group activity assessment. ● Project report, ● oral presentation. ● Practical report, ● individual activity.
2.2	● Using the Entrepreneurial techniques, strategies and skills in real life situations.	S2		
2.3	● Evaluating Entrepreneurial strategies, policies, procedures and plans in different areas like pricing, promotion, packing, and how they aligned with organizations mission.	S3		
	● Measuring the effectiveness of Entrepreneurial functions by using the modern research methods.	S4	Discussions	
3.0	Values, autonomy, and responsibility			
3.1	Enable Behaving ethically in different Entrepreneurs roles and responsibilities.	V1	● Lecture, ● practical work, ● group work. ● Case studies	● Practical work. ● Group project. ● individual activity. ● Written exam, ● individual work.
3.2	Enable students with the skill of internal analysis, external analysis, and research to match	V2		

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
	organizational environmental factors with entrepreneurship strategies			● Practical report,

C. Course Content

No	List of Topics	Contact Hours
1	Course introduction	3
2	Entrances to the study of entrepreneurial	3
3	strategies Entrepreneurial	3
4	Legal forms of small Business	3
5	Feasibility study for small Business	3
6	Managing financing in small Business	3
7	Small business strategic planning	3
8	Risk management and insurance in small enterprises	3
9	Small business procurement management	3
10	Inventory management and needs planning In small Business	3
11	Small Business electronic	3
12	Pricing in small Business	3
13	Promotion and advertising in small Business	3
14	Social responsibility for small Business	3
15	The Family Business	3
Total		45

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	project	During the class	20%
2	Case studies and class activities-2.	During the class	10%

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
3	Mid-term exam	6th week	30%
4	Final exam	16th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	● إدارة المشروعات الصغيرة– د. مزهر العاني، د شوقي جواد ، د. حسين أرشيد ، د. هيثم حجازي– دار صفاء للنشر والتوزيع – عمان – ٢٠١٨م ● Longenecker, G.m Justin. et al. (2018). Small Business Management: Launching and Growing Entrepreneurial Ventures. Last Edition. Stanford.
Supportive References	● كاسر ناصر المنصور، إدارة المشروعات الصغيرة، دار الحماد للنشر، عمان، الأردن، ٢٠١٨(طلاب المسار العربي إدارة الرواتب، مايكل أرمسترونج وهيلين موراليس، ترجمة كمال جعفر المفتي، مطبوعات معهد الإدارة العامة. ● Hatten, S., Timothy. (2018). Small Business Management: Entrepreneurship and Beyond. 5th Edition. Mason. . ● Byrd, Jane, Mary. & Magginson, Leon. (2018) Small Business Management: An Entrepreneur's Guidebook. 7th Edition. Mason. .(For English track).
Electronic Materials	●KFU main library data sources and references. ●Others materials provided by the book's author. ●International Journal of HRM. ● مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	●Students' handout materials. ●Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
● facilities ● (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	● College classrooms
● Technology equipment ● (projector, smart board, software)	● Data show /Smart board.

Items	Resources
● Other equipment ● (depending on the nature of the specialty)	● Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
● Effectiveness of teaching	● Faculty members/ Peer reviewer	● Classroom observation (QMS Annex O and P) ● Course evaluation survey (QMS Annex B)
● Effectiveness of students assessment	● Faculty members & Coordinators/ Peer reviewer	● Verification/ CES/PES
● Quality of learning resources	● Faculty members/ students/ Graduates	● Course review / course reports/CES/PES/EES

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Business Ethics**
Course Code:	**0673-305**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	28 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 11/ Year 4
4. Course general Description Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in business ethics field and its main topics such as social responsibility, ethical problems, corruption, supply chain ethics, transparency, as well as dealing with cases of studies related to ethical issues. Formulating plans and strategies as well as applying the essential ethical knowledge, theories and skills in different situations in order to improve managerial skills and the organization's performance and in supply chain. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.		
5. Pre-requirements for this course (if any): Strategic Management		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of ethical practices and ethical field, and supply chain. • To equip students with the essential knowledge and skills in ethics field as well as its practical activities, functions and practices. To enable students to assess and evaluate ethical behaviors, practices, applications, strategies and tools when introducing methods of working or management's decisions in supply chain management.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
25.	Traditional classroom	54	100 %
26.	E-learning		
27.	Hybrid • Traditional classroom • E-learning		
28.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
31.	Lectures	54
32.	Laboratory/Studio	
33.	Field	

34.	Tutorial	
35.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the ethical concepts, theories as well as how they relate to the organization performance and business effectiveness, and supply chain.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the key issues related to ethics filed and how managers use it at work effectively.	k.2		
1.3	• Interpreting the importance of the ethical theories, strategies, applications and its impact on business performance when applying effectively.	k.3		
1.4	• Illustrating how ethics theories, strategies, applications, affect business performance, in particular supply chain field.	k.4		
2.0	Skills			
2.1	• Applying the ethics theories and concepts in real life situations to solve the managerial problems as well as to deal with people at work.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the ethical techniques, strategies and skills in real life situations, and in supply chain sector.	S2		
2.3	• Evaluating ethics theories, strategies and applications and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of ethics applications by using the modern research methods.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Behaving ethically in different management roles and responsibilities.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,

C. Course Content

No	List of Topics	Contact Hours
1	Business Ethics (Concepts, Variables and Philosophy)	6 hours
2	The Social Responsibility of Business Organizations	6 hours
3	Discipline and Career Commitment	6 hours
4	Ethical Problems within Organizations (Governance, Administrative Corruption, and Aggressive Behaviour	6 hours
5	Ethics and Code of Conduct with consumer	6 hours
6	Business Ethics and Culture Organization (Individual Values, Organisation and business ethics)	6 hours
7	Social Responsibility and Business Ethics and Management Functions	6 hours
8	Communication Skills and Business ethics	3 hours
9	Supply chain Ethics	6 hours
10	Business Ethics and Other Sciences	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• طاهر محسن منصور الغالبي و صالح مهدي محسن العامري، المسؤولية الاجتماعية وأخلاقيات الأعمال: الأعمال والمجتمع، دار وائل، عمان، الاردن، ٢٠١٨. (طلاب المسار العربي) • Manuuel G. Velasquez, Business Ethics concepts and cases, Pearson, seventh edition, 2018
Supportive References	• Ferrell O. C., Fraedrich John, Ferrell Linda, Business Ethics: Ethical Decision Making and Cases, South-Western Cengage Learning, 2010..(For English track).
Electronic Materials	• KFU main library data sources and references.

	• Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Principles of Supply Chain
Course Code:	0673-303
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 8/ **Third Year**
Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in supply chain field and its main functions such as transportation strategies, logistic techniques, demand management, inventories management, supply chain relationships, as well as dealing with cases of studies related to supply chain functions. Formulating plans and strategies as well as applying the essential supply knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.		
5. Pre-requirements for this course (if any): **Operations Management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of supply chain. • To equip students with the essential knowledge and skills in supply chain field as well as its managerial activities, functions and practices. • To enable students to behave ethically when practicing supply chain functions, roles and responsibilities. • To enable students to assess and evaluate supply chain decisions as well as duties effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
29.	Traditional classroom	54	100 %
30.	E-learning		
31.	Hybrid • Traditional classroom • E-learning		
32.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
36.	Lectures	54
37.	Laboratory/Studio	

38.	Field	
39.	Tutorial	
40.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the Supply chain's functions, concepts, strategies, theories as well as how supply chain managers deal in different managerial situations.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices and methods that used by supply chain managers to effectively running their departments.	k.2		
1.3	• Interpreting the importance of the supply chain functions and its impact on business performance.	k.3		
1.4	• Illustrating how supply chain functions and decisions like selecting suppliers, demand forecasting, transportation, etc affect business performance.	k.4		
2.0	Skills			
2.1	• Applying the supply chain theories and strategies in real life situations to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the supply chain techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating supply chain strategies, policies, procedures and plans in different areas like pricing, promotion, product, packing, and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of supply chain functions by using the modern research methods.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Conduct an internal analysis, external analysis and research to match the organizational environmental factors with supply strategies.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work.
3.2	• Behaving ethically in different supply chain roles and responsibilities.	V2		

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
				• Practical report,

C. Course Content

No	List of Topics	Contact Hours
1	Introduction to supply chain.	4.5 hours
2	Supply Chain Management: An Overview	4.5 hours
3	Role of Logistic in Supply Chains	4.5 hours
4	Global Dimensions of Supply Chain	4.5 hours
5	Supply Chain Relationships	4.5 hours
6	Supply Chain Performance Measurement and Financial Analysis	4.5 hours
7	Demand Management	4.5 hours
8	Order Management and Customer Service	4.5 hours
9	Order Management and Customer Service	4.5 hours
10	Managing Inventory in the Supply Chain	4.5 hours
11	Transportation – Managing the Flow of the Supply Chain	4.5 hours
12	Distribution – Managing Fulfillment Operations	4.5 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• إدارة سلاسل التوريد، (٢٠٢٢)، عبد الستار العلي، وخليل الكنعاني، الطبعة الأخيرة، دار المسيرة للنشر والتوزيع والطباعة، عمان، الأردن • Ashley McDonough, (2020), Operations and Supply Chain Management Essentials You Always Wanted to Know, Vibrant Publishers

Supportive References	• Coyle, J., John. et al. (2013). Supply Chain Management A Logistic Perspective. 9th Edition. Mason. • أكرم الطويل، أحمد عمر آغا (٢٠١٨)، إدارة اللوجستك والمزايا التنافسية، دار جرير للنشر والتوزيع
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Operations Quality Management
Course Code:	0673-403
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 7/ **Third Year**
4. Course general Description This course examines the theoretical, conceptual framework and practices in quality management field and its main topics, such as continuous improvement, quality costs, customer focus, employee empowerment, supplier partnership, benchmarking, quality function deployment and statistical quality control as well as dealing with cases of studies related to quality management topics. In addition, this course includes applying knowledge and skills of quality management in different situations in order to improve managerial skills and the organization's performance. This course will improve students' cognitive skill, teamwork and communications besides enhancing their managerial capabilities.		
5. Pre-requirements for this course (if any): **Operations Management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) ▪ To provide students with the theoretical, conceptual framework of quality management. ▪ To equip students with the essential knowledge and skills in quality field as well as managerial activities, functions and practices of the quality. ▪ To provide students with the key tools of statistical quality control with focusing on their applications within the organizations. ▪ To enable students to behave ethically when practicing quality management activities, roles and responsibilities. ▪ To enable students to assess and evaluate quality management decisions as well as duties effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
33.	Traditional classroom	54	100 %
34.	E-learning		
35.	Hybrid • Traditional classroom • E-learning		
36.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
41.	Lectures	54

42.	Laboratory/Studio	
43.	Field	
44.	Tutorial	
45.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the concepts, functions and theories of total quality management in business organizations.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the suitable strategies, practices and methods that used by quality managers to effectively run their departments.	k.2		
1.3	• Interpreting the importance of key quality issues such as continuous improvement, quality costs, customer focus, employee empowerment, supplier partnership and benchmarking and their impact on business performance.	k.3		
1.4	• Illustrating how quality functions and decisions like product development, understanding customer needs and requirements, using statistical quality control etc affect business performance.	k.4		
2.0	Skills			
2.1	• Applying the quality management concepts, theories and strategies within the environment of business organizations.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the key quality management techniques and skills in real life situations.	S2		
2.3	• Using the communication skills, teamwork and information technology in the field of quality management.	S3		
2.4	• Measuring the effectiveness of quality management activities by using effective performance indicators.	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lecture,	• Practical work. • Group project.

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of quality management.	V2	• practical work, • group work. • Case studies	• individual activity. • Written exam, • individual work. • Practical report,

C. Course Content

No	List of Topics	Contact Hours
1	Course Introduction	3 hours
2	Approach to Total Quality Management	3 hours
3	Total Quality Management and Change	3 hours
4	Customer Focus	3 hours
5	Leadership	3 hours
6	Strategic Management of Quality	3 hours
7	Human Resource in Total Quality Management	3 hours
8	Suppliers Partnerships	6 hours
9	Quality Costs	6 hours
10	Continuous Improvement	6 hours
11	Application of Total Quality Management	6 hours
12	Statistical Quality Control	6 hours
13	Quality Management Awards	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• محمد عبد العال النعيمي، إدارة الجودة المعاصرة: مقدمة في إدارة الجودة الشاملة للإنتاج والعمليات، دار اليازوري، ٢٠٢٢ • Jeffry A. Doney (2019), Total Quality Management: Concepts, Implementation and Applications, Editor Nova
Supportive References	• Besterfield, Dale, H. (2003) Total Quality Management. 3rd ed., Pearson Education Inc. • Goetsch, David, L., et al. (2006) Quality Management: Introduction to Total Quality Management for Production, Processing, and Services. 5th ed., Person Education, Inc. • إدارة الجودة الشاملة، (٢٠١٨)، رعد عبد الله الطائي، وعيسى قدادة، دار اليازوري للنشر والتوزيع، عمان. • إدارة الجودة الشاملة: مفاهيم وتطبيقات، (٢٠١٨)، محفوظ أحمد جودة، الطبعة الأخيرة، دار وائل للنشر والتوزيع، عمان • تطبيقات في إدارة الجودة الشاملة، عبد الستار العلي، (٢٠١٨)، دار المسيرة للنشر والتوزيع، عمان. • إدارة الجودة الشاملة: من المستهلك إلى المستهلك . منهج كمي، مؤيد عبد الحسين الفضل، ويوسف حجيم الطائي، (٢٠١٨)، دار الوراق للنشر والتوزيع، عمان. • إدارة الجودة الشاملة، عواطف إبراهيم الحداد، (٢٠١٨)، دار الفكر للنشر والتوزيع، عمان.
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Strategic Management
Course Code:	0673-301
Program:	Bachelor of Tourism Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	17 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☒ Program☐	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Fourth Year / Level 10
4. Course general Description Examines the theoretical, conceptual framework, essential concepts, theories, and practices of the major topics in strategic management field and its main areas and processes such as vision, mission statement, strategic planning, strategy formulation, strategy implementation, strategy evaluation, international business environment, as well as dealing with cases of studies related to environmental scanning etc. Formulating plans and strategies as well as applying the essential strategic management knowledge and skills in different situations in order to improve managerial skills, leadership skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial and leadership competencies.		
5. Pre-requirements for this course (if any): principles of management		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of strategic management. • To equip students with the essential knowledge and skills in strategic management &as well as its main activities, functions and practices. • To enable students to behave ethically when practicing strategic managers roles, duties and responsibilities. • To enable students to assess and evaluate strategic issues, decisions as well as duties played by strategists effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
37.	Traditional classroom	54	100 %
38.	E-learning		
39.	Hybrid • Traditional classroom • E-learning		
40.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
46.	Lectures	54
47.	Laboratory/Studio	

48.	Field	
49.	Tutorial	
50.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the strategic management functions, concepts, processes, and theories as well as how strategists deal in different managerial situations like in their organizations.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices and methods that used by strategists to effectively running their businesses.	k.2		
1.3	• Interpreting the importance of the strategic planning and its impact on business performance and business's competitive advantage.	k.3		
2.0	Skills			
2.1	• Applying the strategic management practices and methods in real life situations to solve the managerial as well as executive problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the strategic planning techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating the organization's strategies, policies, procedures and plans in different areas like HRM, Marketing, finance, and how they aligned with organizations mission.	S3		
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of strategic management.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Strategy concepts	3 hours
2	External environment analysis	6 hours
3	Firm analysis	3 hours
4	Stakeholders analysis	3 hours
5	SWOT analysis	6 hours
6	Strategic analysis tools	6 hours
٧	Strategic matrix tools	6 hours
٨	Business portfolio selections	3 hours
٩	Growth strategies	6 hours
١٠	Creative strategies (Blue ocean model)	6 hours
١١	Strategic Implementation	3 hours
١٢	Strategic control	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score	
			Traditional / Blended	Online
1	Activities, Case studies, project, Discussion…	During the weeks	30%	30%
2	Mid-term exam	6th week	30%	--
3	Final exam	13th week	40%	70%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• الإدارة الاستراتيجية(Hill&Jones)، ترجمة محمود رفاعي محمد رفاعي و محمد سيد احمد عبد المتعال ـ دار المريخ – الطبعة الأخيرة(2018) • عيسى حيرش: الإدارة الاستراتيجية، دار الوراق للنشر، عمان ٢٠١١ • نبيل محمد مرسي خليل وهاني عبد الرحمن العمري: الإدارة الاستراتيجية المعاصرة، مكتبة الشقري، الرياض، ٢٠١٠طلاب المسار العربي • محمد الجيزاوي: الإدارة الاستراتيجية والاعمال الالكترونية- إشكاليات النظرية والتطبيق، دار أي كتب، لندن، ٢٠١٨.

Supportive References	• Strategic Management: An integrated Approach,Hill&Jones:2018. (For English track).
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Inventory and warehouses Management
Course Code:	0673-318
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	V.01
Last Revision Date:	22 January 2023

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Course Identification			
1. Credit hours:	3		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:			Level 9/ Year 3
4. Course general Description The course covers the basic dimensions of the warehouses and inventory function in terms of the nature and concept of storage and the concept of warehouses. Also, it will explain the important of having warehouses and inventory and it effect on the performance of supply chain and customer satisfaction. Other topics related to warehouse and inventory management will be reviewed in this course such as warehouses functions, warehouses locations, inventory planning, materials handling, inventory management systems, and the customer service and warehouses.			
5. Pre-requirements for this course (if any): **Principles of Supply Chain**			
6. Co- requirements for this course (if any): None			
7. Course Main Objective(s) ▪ To provide the theoretical, conceptual framework and essential knowledge and skills of inventory and warehouses management ▪ To equip students with the essential knowledge and skills in the management of inventory field as well as its managerial activities, functions, technology and practices. ▪ To enable students to behave ethically when practicing inventory and warehouses management functions, roles and responsibilities ▪ To enable students to assess and evaluate decisions that related to appropriate inventory level by using different evaluation tools.			

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
41.	Traditional classroom	54	100 %
42.	E-learning		
43.	Hybrid • Traditional classroom • E-learning		
44.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
51.	Lectures	54
52.	Laboratory/Studio	

53.	Field	
54.	Tutorial	
55.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the inventory and warehouses management functions, concepts, strategies, and theories.	k.1	• Lecture • Lecture • Lecture, Case studies	• Written exams • written test
1.2	• Knowing the different types of warehouses and inventory and their related functions	k.2		
1.3	• Interpreting the importance of the inventories and warehouses functions and its impact on supply chain performance.	k.3		
	•			
2.0	Skills			
2.1	• Applying the inventory and warehouses theories and strategies in real life situations to solve the managerial problems.	S1	Lecture, Case studies, practical work, group work	• Written exam, Practical report, group activity assessment. Project report, oral presentation
2.2	• Using the inventory techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating inventories and warehouses strategies, policies, procedures and plans in different types of supply chain (push, pull), and how they aligned with the supply chain goals.	S3		
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lectures, classroom discussions, group work, case studies.	Written exams, oral presentation, individual activity assessment, group activity assessment.
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of inventory and warehouses Management.	V2		

C. Course Content

No	List of Topics	Contact Hours

1	The role of warehouses in logistics and supply chain management	3 hours
2	Inbound processes in warehouse management	6 hours
3	Internal process: put away	6 hours
4	Internal processes: Materials handling	6 hours
5	Internal processes: Inventory management and control systems	6 hours
6	Outbound processes: Inventory issues	6 hours
٧	Outbound processes: Distribution	6 hours
٨	Information technology systems	3 hours
٩	Customer service and the warehouse	3 hours
١٠	The rapidly changing future of warehouse management	3 hours
١١	General review	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• Warehouse Management and Inventory Control, Philip M. Price, Natalie J. Harrison, Access Education, 2015, ISBN 1934231045, 9781934231043 • منير فهمي حسنين، ٢٠٢٠، إدارة المستودعات والتخزين، الجنادرية للنشر و التوزيع، الطبعة الاولى
Supportive References	• إدارة المخازن والمخزون (مدخل تطبيقي) طبعة ٢٠٠٤، د. جواد صفرا و فتحي عثمان، شركة دار العلم للنشر والتوزيع. • إدارة المشتريات والمخازن، صبري جبران محمد الكرغلي، سنة الطبع ٢٠١٢-الطبعة الأولى. الناشر: دار ومكتبة الفضيل للنشر والتوزيع Inventory Management: Principles, Concepts, and Techniques, Toomey, ISBN 9780792383246 Warehouse Management: A Complete Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse, **Gwynne Richards** Essentials of Inventory Management, Max Muller

Electronic Materials	KFU main library data sources and references. Other materials provided by the book's author. • Journal of procurement and Supply Chain Management. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Procurement Management**
Course Code:	**0673-316**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification			
1. Credit hours:	3		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:			Level 9/ Third Year
4. Course general Description This course examines the theoretical, conceptual framework, and practices of the major topics in procurement management field such as procurement scope, strategic procurement and supply chain management, outsourcing, negotiating and pertinent terms, and procurement of commodities as well as internal and global sourcing, retail procurement and efficient consumer response, e-procurement systems and contract management. In addition, this course includes applying knowledge and skills of procurement management in different situations in order to improve managerial skills and the organization's performance. This course will improve students' cognitive skill, teamwork and communications besides enhancing their managerial capabilities.			
5. Pre-requirements for this course (if any): Principles of Supply Chain			
6. Co- requirements for this course (if any): None			
7. Course Main Objective(s) ▪ To provide students with the essential knowledge and skills of procurement management and show how it can contribute to the organization's business strategy and ultimate performance. ▪ To provide students with the methods used by organizations to acquire raw materials, components and facilities needed to operate with highlighting some applications of e-procurement. ▪ To equip students with the key procurement strategies and demonstrate their application within the supply chain. ▪ To develop the students' ability to take key purchasing decisions and selecting the best suppliers. ▪ To enable students to behave ethically when practicing procurement management functions, roles and responsibilities. ▪ To enable students to measure and evaluate procurement decisions as well as duties effectively by using performance measurement tools.			

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
45.	Traditional classroom	54	100 %
46.	E-learning		
47.	Hybrid • Traditional classroom • E-learning		
48.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
56.	Lectures	54
57.	Laboratory/Studio	
58.	Field	
59.	Tutorial	
60.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explain concepts, theories and strategies of procurement management within the supply chain system.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discuss the suitable strategies, practices and methods that used by procurement managers to effectively running their departments.	k.2		
1.3	• Interpret the importance of key procurement issues such as outsourcing, sourcing strategies, price and total cost of ownership and negotiations and their impact on business performance.	k.3		
1.4	• Illustrate how e-procurement systems and contract management affect business performance.	k.4		
2.0	Skills			
2.1	• Apply the procurement management concepts, theories and strategies in real life situations to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Use the key procurement management techniques and skills in real life situations.	S2		
2.3	• Evaluate procurement management strategies, decisions, policies and procedures in the light of organizations mission and SC strategy.	S3		
2.4	• Measure the effectiveness of procurement management functions by using effective performance indicators.	S4		
3.0	Values, autonomy, and responsibility			

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of procurement management.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Course introduction.	3 hours
2	Procurement scope and development.	3 hours
3	Strategic procurement and supply chain management.	6 hours
4	Outsourcing.	3 hours
5	Sourcing Strategies and relationships.	6 hours
6	Negotiations.	6 hours
7	Price and total cost of ownerships (TCO).	6 hours
8	Procurement of commodities.	6 hours
9	Service procurement.	3 hours
10	International and global sourcing.	3 hours
11	Retail Procurement and efficient consumer response (ECR).	3 hours
12	E-procurement systems.	3 hours
13	Contract management and performance measurement.	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• Baily, Peter. Farmer, D., Crocker, B., Jessop, D. and Jones, D. (2015). **Procurement Principles and Management**. 11th ed. Pearson. العلواني، عديلة (٢٠١٩). **إدارة الشراء والتخرين**، دار أسامة للنشر والتوزيع، عمان، الأردن.
Supportive References	• عبيدات، سليمان وآخرون (٢٠١٠). **إدارة الشراء والتخرين: مفهوم حديث في إدارة المواد**، ط٢، درا الفرقان للنشر والتوزيع، عمان، الأردن. • زويلف، مهدي، والعلاونة، علي (٢٠١٠). **إدارة الشراء والتخرين**، مكتبة المجتمع العربي للنشر والتوزيع، عمان، الأردن. • فنجان، غانم، وحسين، محمد (٢٠٠٨). **إدارة المشتريات**، دار اليازوري العلمية للنشر والتوزيع، عمان، الأردن. • Lysons, Kenneth (2016). **Procurement and Supply Chain Management**. 9th ed. Pearson. • Myerson, Paul (2019). **Lean Demand-Driven Procurement**: How to Apply Lean Thinking to your Supply Management Processes. Rutledge/Productivity Press.
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES

Assessment Areas/Issues	Assessor	Assessment Methods
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	Transportation Management
Course Code:	0673-317
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 9/ Third Year
Examines the theoretical, conceptual framework, essential concepts, theories, and practices of major topics in transportation management field and its main functions such as transportation strategies, transportation modes and infrastructures, transportation demand planification and execution, transportation costing and pricing, transportation regulation and policies, the use of IT in transportation, Insurance transportation, as well as dealing with cases of studies related to transportation making decisions. Formulating plans and strategies as well as applying the essential transportation knowledge and skills in different situations in order to improve managerial skills and the organization's performance. This requirement will improve students' cognitive skill, teamwork and communications besides enhancing their managerial competencies.		
5. Pre-requirements for this course (if any): • **Principle of supply chain**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) • To provide the theoretical, conceptual framework and essential knowledge of transportation management. • To equip students with the essential knowledge and skills in transportation field as well as its managerial activities, functions and practices. • To enable students to behave ethically when practicing transportation functions, roles and responsibilities. • To enable students to assess and evaluate transportation decisions as well as duties effectively by using different evaluation tools.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
49.	Traditional classroom	54	100 %
50.	E-learning		
51.	Hybrid • Traditional classroom • E-learning		
52.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
61.	Lectures	54

62.	Laboratory/Studio	
63.	Field	
64.	Tutorial	
65.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explaining the transportation's functions, concepts, strategies, theories as well as how transportation managers deal in different managerial situations..	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discussing the modern strategies, polices, practices and methods that used in transportation.	k.2		
1.3	• Interpreting the importance of the transportation functions and its impact on business performance	k.3		
1.4	• Illustrating how transportation functions and decisions like selecting modes, demand forecasting, etc affect business performance.	k.4		
2.0	Skills			
2.1	• Applying transportation theories and strategies in real life situations to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Using the transportation techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating transportation strategies, policies, procedures and plans in different areas like pricing, promotion, product, packing, and how they aligned with organizations mission.	S3		
2.4	• Measuring the effectiveness of transportation functions by using the modern research methods..	S4		
3.0	Values, autonomy, and responsibility			
3.1	• Conduct an internal analysis, external analysis and research to match the organizational environmental factors with transportation strategies.	V1	• Lecture, • practical work, • group work.	• Practical work. • Group project. • individual activity.

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
3.2	• Behaving ethically in different transportation roles and responsibilities.	V2	• Case studies	• Written exam, • individual work. • Practical report,

C. Course Content

No	List of Topics	Contact Hours
1	Role and importance of Transportation	3 hours
2	Transportation and the Economy	3 hours
3	Global Transportation Management	3 hours
4	Transportation Modes and Infrastructures	6 hours
5	Global Transportation Planning	6 hours
6	Global Transportation Execution	3 hours
7	Costing and Pricing for Transportation	6 hours
8	Transportation Regulation and Public Policy	6 hours
9	Transportation Risk Management	6 hours
10	Insurance Transportation	6 hours
11	Transportation Technology and Systems	6 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• Robert A. Novak, Brian Gibson, Yoshinori Suzuki, John J. Coyle (2019), Transportation: A Global Supply Chain Perspective. 9th Edition • هشام بوريش،٢٠١٨، إدارة الموانئ البحرية في ظل العولمة الاقتصادية، الطبعة الأولى، دار الإعصار العلمي للنشر والتوزيع

	• علي سالم الشواورة، ٢٠١٩، النقل وأهميته في التنمية الاجتماعية والاقتصادية في دول العالم المختلفة، الدار المنهجية للنشر و التوزيع
Supportive References	• BUTTON K.J. (2010), Transport Economics, 3rd edition, Edward Elgar • عصام الدين عمر، *تأمين النقل البحري والبري والجوي*، الإصدار الثاني، الاتحاد المصري للتامين، القاهرة ٢٠١١ • محمود حامد محمود عبد الرزاق، ٢٠١٣، اقتصاديات النقل الدولي: البري والبحري والجوي، الدار الجامعية للطباعة والنشر والتوزيع • محمد العباسي، إدارة عمليات النقل، الناشر: منشأة المعارف للنشر، ٢٠٠٠
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Distribution Management in Operations**
Course Code:	**0673-427**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 10/ Year 4
4. Course general Description This course aligns distribution management with a comprehensive overview of intermodal distribution management and covers the key concept of the field of distribution management and distribution operations planning. The Components Of Distribution Management will be viewed from managerial perspectives impacting physical distribution. In addition, this course will provide students with the necessary confidence and skill to undertake and successfully manage distribution Requirements Planning in any industry or organization. The students will gain the knowledge how to meet consumer demands through planning, control and implementation of effective movement of goods to the destination.		
5. Pre-requirements for this course (if any): **Transportation Management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) ▪ The purpose of this course is to provide detailed knowledge and understanding of distribution management and how to designing channel networks for goods movement. In addition, provide the key distribution concepts, theories, and gaining knowledge on issues affecting the movement of goods. Particular emphasis will be placed on freight movements, distribution operations planning, distribution operations execution, intermodal distribution, distribution policy and costing and pricing.		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
53.	Traditional classroom	54	100 %
54.	E-learning		
55.	Hybrid • Traditional classroom • E-learning		
56.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
66.	Lectures	54
67.	Laboratory/Studio	
68.	Field	
69.	Tutorial	

70.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Understanding the role of physical delivery of the goods or services	k.1	• Classroom teaching, visiting websites and utilizing related videos	Written exam, assignments, project and presentations
1.2	• Explain the various elements and processes in managing distribution operations and how they interact.	k.2		
1.3	• Determine principles and strategies for establishing effective, and efficient distribution operations.	k.3		
	•			
2.0	Skills			
2.1	• Develop the strategies that can be taken to find the best paths to deliver goods at multiple stops.	s.3	Classroom teaching Case studies , Visiting websites and utilizing related videos	• Written exam, assignments, project and oral presentations
2.2	• Enabling students to clarify the key role of technology in managing distribution operations and product flows.	s.3		
2.3	• Analyzing the performance of distribution operations in a scientific way to reduce distribution costs	s.2		
3.0	Values, autonomy, and responsibility			
3.1	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of Distribution Management in operations	V1	• Assignments , Report writing, Presentations, and group discussions	Evaluation of presentations, class discussions and project
3.2	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	Components of Distribution Management	**3**
2	The Distribution Management Environment	**6**
3	Distribution Operations Planning	**6**
4	Distribution Requirements Planning	**6**
5	SCM Strategies, Channel Structures, And Demand Management	**6**
7	Designing Channel Networks	**6**
7	Distribution Operations Execution	**6**
8	Replenishment In A Multi-Echelon Channel Environment	**6**
9	International Distribution And Distribution Information Technology	**6**
10	Revision	**3**
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• Ross, D. F. (2015). Distribution Planning and Control: Managing In The Era Of Supply Chain Management third Edition, Springer Science+Business Media New York 2015 علي فلاح الزغبي، ٢٠١٩ ، إدارة التوزيع: مدخل تطبيقي متكامل، دار المسيرة للنشر و التوزيع و الطباعة، الطبعة الثالثة
Supportive References	• محمد أحمد محمد حسان، ٢٠١٥، إدارة سلاسل الإمداد والتوزيع، الدار الجامعية للطباعة والنشر والتوزيع على فلاح الزغبى، زكريا أحمد عزام، ٢٠١٩، إدارة الاعمال اللوجستية: مدخل التوزيع و الامداد، دار المسيرة للنشر و التوزيع و الطباعة
Electronic Materials	• E-contents materials

	• KFU main library data sources and references. • Journal of distribution management
Other Learning Materials	• Microsoft Word, Excel, Power Point

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College maintains a very high standard of safety and security arrangements. Providing the students with healthy educational environment with all possible latest and essential educational equipment's and supplies. • Lecture room with 25 to 60 student's accommodation •
• Technology equipment • (projector, smart board, software)	• Each lecture room is equipped with data show and screens. • Computer labs are available for all students to use • Each faculty member is also provided with laptop • Learning is also heavily computer based and each faculty member maintains his own blackboard where students can access to carry out various learning activities.
• Other equipment • (depending on the nature of the specialty)	Internet connection available • Online library access

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Course objectives, content and learning outcomes.	• Curriculum committee	• Course review / course report
• Effectiveness of teaching.	• Faculty students	Class room observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Achievement of course learning outcomes.	• Course faculty	• Moderation (QMS Annex G, Annex H).
• Assessment.	• Course faculty	• Verification

Assessment Areas/Issues	Assessor	Assessment Methods
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Import & Export Management**
Course Code:	**0673-426**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 10/ Year 4
4. Course general Description ▪ The main objective of the course is to provide the needed knowledge and skills in import and export to the student. It provides knowledge and information on: International business practices and International Trade Barriers. ▪ Assess the value and potential of trade leads for exporting or importing your products.		
5. Pre-requirements for this course (if any): **Transportation Management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) ▪ To provide the students Export Management: Incoterms, Documentation ,Compliance, Operations, and Export Supply Chain Skill Sets ▪ To equip students Import Strategies in Maintaining a "Compliant and Secure" Inbound supply Chain ▪ To provide students Developing the skills The Import Supply Chain: Purchasing, Operations ,Documentation, and Compliance Management ▪ To provide the students Future Import Issues		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
57.	Traditional classroom	54	100 %
58.	E-learning		
59.	Hybrid • Traditional classroom • E-learning		
60.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
71.	Lectures	54
72.	Laboratory/Studio	
73.	Field	

74.	Tutorial	
75.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Understand the international sales environment from a strategic and operational point of view.	k.1	• Lecture • Lecture • Lecture, Case studies	• Written exams • written test
1.2	• Understand the basic principles of international trade and ways of interaction with a foreign client /supplier	k.2		
1.3	• Recognize critical challenges in import and export operations	k.3		
1.4	• Identify and explain the strategies for reducing risk and spend in global supply chains.	k.4		
2.0	Skills			
2.1	• Analyze and solve problems facing international Trade	s.3	Lecture, Case studies, practical work, group work	• Written exam, Practical report, group activity assessment. Project report, oral presentation
2.2	• Explain the mechanisms used in organizing the administration of exports, imports and international relations	s.3		
2.3	• interpret demanded international economic relations through international exchanges of goods and services	s.2		
2.4	Discover the effectiveness of organizations in international customs agreements to facilitate exchange traffic	s.1		
3.0	Values, autonomy, and responsibility			
3.1	• Enabling students with acting ethically and integrity, taking responsibility for self-learning.	V1	• Lectures, classroom discussions, group work, case studies.	Written exams, oral presentation, individual activity assessment, group activity assessment.
3.2	• Practicing self-evaluation, and making logical decisions when carrying out the functions, roles and responsibilities of Import & Export Management.	V2		

C. Course Content

No	List of Topics	Contact Hours

1	Introduction to exports and imports	3Hours
2	Purchasing Management Skill Sets in Foreign Markets	6Hours
3	Risk Management in International Business	6Hours
4	Export Management: Incoterms, Documentation ,Compliance, Operations, and Export Supply Chain Skill Sets	6Hours
5	Import Strategies in Maintaining a "Compliant and Secure" Inbound supply Chain	6Hours
6	Freight, Logistics, and Specialized Transportation Issues for Import/Export Managers	6Hours
7	The Import Supply Chain: Purchasing, Operations ,Documentation, and Compliance Management	6Hours
8	Getting on Top of the Regulatory Challenges of the Future	4.5Hours
9	Future Import Issues	4.5Hours
10	Bureau of Customs and Border Protection: Compliance and Security Expectations:	3Hours
11	Major Issues in Global Supply Chain Management Today	3Hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• مهدي مأمون الحسين، ٢٠١٨ ، الشحن والتخليص والجمارك، دار الإعصار العلمي للنشر والتوزيع Thomas A. Cook with Rennie Alson and Kelly Raia. *Mastering Import & Export Management. Publisher: AMACOM, 2nd Edition. (August 17, 2017) ISBN: 978081442026*
Supportive References	• محمد مدحت عزمي، ٢٠٠٢، الواردات والصادرات والتعريفة الجمركية مع دراسة للسوق العربية المشتركة، الطبعة الأولى، مكتبة ومطبعة الإشعاع الفنية
Electronic Materials	KFU main library data sources and references. Other materials provided by the book's author. • Journal of procurement and Supply Chain Management. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.

Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**Customer and supplier relationship management**
Course Code:	**0673-411**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University

Version:	V.01
Last Revision Date:	22 January 2023

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Course Identification		
1. Credit hours:	3	
2. Course type		
a.	University ☐ College ☐ Program☒	
b.	Required ☒ Elective☐	
3. Level/year at which this course is offered:		Level 11/ Year 4
4. Course general Description This course study the Customer and supplier relationship, classifies and evaluates its suppliers, defining which products or services are priorities for its business; based on this analysis, it plans strategies and actions to better manage procurement and relationships with all its suppliers. Supplier relationship management is a comprehensive approach to management and enterprise interaction with the organizations that supply the good and services it uses. The goal of supplier relationship management (SRM) is to streamline and make more effective the process between an enterprise and its suppliers.		
• 5. Pre-requirements for this course (if any): **Strategic management**		
6. Co- requirements for this course (if any): None		
7. Course Main Objective(s) ▪ To provide the students theoretical, conceptual framework and essential knowledge of Customer and supplier relationship management ▪ To equip students with the essential knowledge and skills in Customer and supplier relationship management & field as well as its managerial activities, functions and practices. ▪ To provide students Developing the skills and defining the organization's mission in building supplier relationship		

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
61.	Traditional classroom	54	100 %
62.	E-learning		
63.	Hybrid • Traditional classroom • E-learning		
64.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
76.	Lectures	54
77.	Laboratory/Studio	
78.	Field	

79.	Tutorial	
80.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Explain customer relationship marketing concepts, process and application, as well strategy and planning	K1	• Lecture.	Written exams/written test
1.2	• Interpreting customer relationship management concepts and frameworks, and how these are applied to form relationships with customers and other internal and external stakeholders.	K2		
1.3	• Discussing, analyze and synthesize information and issues, related to customer relationship management, from several perspectives.	K3		
1.4	• Discussing the modern strategies, polices, practices and methods that used by Entrepreneurs to effectively running their customer relationship marketing	K4		
2.0	Skills			
2.1	• Applying the Customer and supplier relationship management theories and strategies in real life situations to solve the managerial problems.	S1	Lecture, Practical work	• Written exam, Practical report, group activity assessment.
2.2	• Using the Customer and supplier relationship management techniques, strategies and skills in real life situations.	S2		
2.3	• Evaluating Customer and supplier relationship management strategies, policies, procedures and plans in different, and how they aligned with organizations mission.	S3		
2.4	Measuring the effectiveness of Customer and supplier relationship management .Focusing on Supply Chain Management new trends, in purchasing and distribution, what are the future Logistics features.	S4		
3.0	Values, autonomy, and responsibility			

3.1	• Conduct an internal analysis, external analysis and research to match the organizational environmental factors with Customer and supplier relationship management strategies.	V1	• Lecture, group work.	Practical report, individual activity
3.2	• Behaving ethically in different Entrepreneurs roles and responsibilities.	V2		
3.3	• Using IT technologies to communicate effectively.	V3		
	•			

C. Course Content

No	List of Topics	Contact Hours
1	Course Introduction	6Hours
2	Defining Supplier Relationship Management (SRM)	6Hours
3	Major components of SRM	6Hours
4	Building Customer Relationships	3Hours
5	develop understanding about customer relationship	3Hours
6	The power of suppliers, supplier management versus CRM	3Hours
7	Segmentation of the supplier base	3Hours
8	Developing the skills and defining the organization's mission in building supplier relationship	3Hours
9	Measurement approaches, improvement processes, reducing risk	3Hours
10	Developing and maintaining a supplier performance index	3Hours
11	Internal CRM strategies and the life of a supplier relationship	3Hours
12	Product Development and Supply Chain Management	3Hours
13	Supplier performance measurement system	3Hours
14	Contract Management	6Hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	Jonathan o,Brien.isbn •supplier relationship management: unlocking the hidden value in your supply base -13.publisher"koganpage,2014 محمد منصور ابو جليل، ادارة علاقات العملاء (المفاهيم-الاصول – التطبيقات)، دار الغاية للنشر. جامعة فيلادلفيا٢٠١٧
Supportive References	هاشم يوسف، يوسف الطائى، إدارة علاقات الزبون، الأردن، مؤسسة الوراق للنشر والتوزيع، 2009
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • Journal of Operations Management.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Course objectives, content and learning outcomes.	• Curriculum committee	• Course review / course report
• Effectiveness of teaching.	• Faculty students	• Class room observation (QMS Annex O and P)
• Achievement of course learning outcomes.	• Course faculty	• Course evaluation survey (QMS Annex B)

Assessment Areas/Issues	Assessor	Assessment Methods
• Assessment.	• Course faculty	• Moderation (QMS Annex G, Annex H).
• Learning resources and facilities.	• Students faculty	• Verification
• Students academic counselling and support.	• Program coordinator	• Course review / course report
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-104
2022

Course Specification

Course Title:	**E-Logistics**
Course Code:	**0673-410**
Program:	Bachelor in Supply Chain Management
Department:	Management
College:	School of Business
Institution:	King Faisal University
Version:	2022
Last Revision Date:	29 January 2023

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Course Identification			
1. Credit hours:	3		
2. Course type			
a.	University ☐	College ☐	Program☒
b.	Required ☒	Elective☐	
3. Level/year at which this course is offered:			Level 11 / Year 4

4. Course general Description

This course examines information and communication technologies and e-business on supply chain management and Logistics.

This course will provide students with the essential knowledge of logistics with basic skills to plan and implement e-supply chain in an organization

The course also works to make the student understand the Supporting ICT infrastructure for future logistics, Automating e-logistics, ICT in management, E-Commerce and fulfilment, The challenges of e- commerce in the future and Future outlook

5. Pre-requirements for this course (if any): Procurement Management

6. Co- requirements for this course (if any): None

7. Course Main Objective(s)

- Providing students with theoretical knowledge related to digital management in the field of SCM.
- enabling students to have skills dealing with digital management in the field of SCM.
- enabling students to develop digital management strategies in the field of SCM.
- providing students with the skills to deal with regional and international digital management in the field of SCM.

A. General information about the course:

1. Teaching mode (mark all that apply)

No	Mode of Instruction	Contact Hours	Percentage
65.	Traditional classroom	54	100 %
66.	E-learning		
67.	Hybrid • Traditional classroom • E-learning		
68.	Distance learning		

2. Contact Hours (based on the academic semester)

No	Activity	Contact Hours
81.	Lectures	54
82.	Laboratory/Studio	
83.	Field	

84.	Tutorial	
85.	Others (specify)	
	Total	54

B. Course Learning Outcomes (CLOs), Teaching Strategies and Assessment Methods

Code	Course Learning Outcomes	Code of CLOs aligned with program	Teaching Strategies	Assessment Methods
1.0	Knowledge and understanding			
1.1	• Describes the business and technology components needed to integrate the supply chain enterprises.	k.1	• Lecture. • Group discussion. • Homework's activities. • Prior preparation of lessons	• Written exams • written test
1.2	• Discuss the fundamentals of e-business and SCM.	k.2		
1.3	• Describes The impact of the Internet on the strategic elements of SCM.	k.3		
2.0	Skills			
2.1	• Apply the essential digital SCM polices, skills, practices and strategies to solve the managerial problems.	S1	• Lecture, • Case studies • practical work. • Blackboard activities. • Discussions	• Written exam, • Practical report, • Group activity assessment. • Project report, • oral presentation. • Practical report, • individual activity.
2.2	• Use the digital SCM technologies, techniques and skills.	S2		
2.3	• Evaluate digital SCM strategies, outcomes and plans and how they aligned with organizations mission.	S3		
3.0	Values, autonomy, and responsibility			
3.1	• Carry for responsibility in SCM work.	V1	• Lecture, • practical work, • group work. • Case studies	• Practical work. • Group project. • individual activity. • Written exam, • individual work. • Practical report,
3.2	• Work effectively within a team.	V2		

C. Course Content

No	List of Topics	Contact Hours
1	E-Logistics : an introduction	6 hours
2	Supporting ICT infrastructure for future logistics.	6 hours
3	E-logistics for transport modes and nodes	6 hours

4	Automating e-logistics.	6 hours
5	Automating a logistics service chain	6 hours
6	ICT in management	6 hours
7	E-Commerce and fulfilment	3 hours
8	The challenges of e- commerce in the future	6 hours
9	Future outlook	6 hours
10	Revision	3 hours
Total		54

D. Students Assessment Activities

No	Assessment Activities *	Assessment timing (in week no)	Percentage of Total Assessment Score
1	Activities, Case studies, project, Discussion…	During the weeks	30%
2	Mid-term exam	6th week	30%
3	Final exam	13th week	40%

*Assessment Activities (i.e., Written test, oral test, oral presentation, group project, essay, etc.)

E. Learning Resources and Facilities

1. References and Learning Resources

Essential References	• Jeffrey word, Simha R Mimha R.magal,(2015), تكامل عمليات الاعمال مع نظم تخطيط موارد المؤسسات ، ترجمة صالح بن محمد السليم وهمدان محمد الصبري، دار جامعة الملك سعود ، الرياض. • Deryn Graham, Ioannis Manikas, Dimitris Folinas,(2013)E -Logistics and E-Supply Chain Management: Applications for Evolving Business , Idea Group,U.S.
Supportive References	• Yingli Wang, Steve Pettit, (2016) ,Logistics: Managing Your Digital Supply Chains for Competitive Advantage, Kogan Page Ltd, London, United Kingdom. • محمد عبدالفتاح حافظ، (٢٠١٥)، الإدارة الالكترونية للمواد ، الطبعة الثانية، دارة الكتاب القانوني، مصر.
Electronic Materials	• KFU main library data sources and references. • Others materials provided by the book's author. • International Journal of HRM. • مصادر ومراجع بيانات المكتبة الرقمية لجامعة الملك فيصل.
Other Learning Materials	• Students' handout materials. • Materials on the blackboard.

2. Required Facilities and equipment

Items	Resources
• facilities • (Classrooms, laboratories, exhibition rooms, simulation rooms, etc.)	• College classrooms
• Technology equipment • (projector, smart board, software)	• Data show /Smart board.
• Other equipment • (depending on the nature of the specialty)	• Round chairs for the collective work and group activities.

F. Assessment of Course Quality

Assessment Areas/Issues	Assessor	Assessment Methods
• Effectiveness of teaching	• Faculty members/ Peer reviewer	• Classroom observation (QMS Annex O and P) • Course evaluation survey (QMS Annex B)
• Effectiveness of students assessment	• Faculty members & Coordinators/ Peer reviewer	• Verification/ CES/PES
• Quality of learning resources	• Faculty members/ students/ Graduates	• Course review / course reports/CES/PES/EES
• The extent to which CLOs have been achieved	• Faculty members & Coordinators	• Course evaluation results/CES
• Other	•	•

Assessor (Students, Faculty, Program Leaders, Peer Reviewer, Others (specify) **Assessment Methods** (Direct, Indirect)

G. Specification Approval Data

Council /Committee	Department Council
Reference No.	18th meeting, Second semester: 1443/1444
Date	17/01/2023

T-105
2022

Field Experience Specification

Pick Revision Date.

Course Title:	**Cooperative Training**
Course Code:	**0673-499**
Program:	**Bachelor of Supply Chain Management**
Department:	**Management**
College:	**School of Business**
Institution:	**King Faisal University**
Version:	1
Last Revision Date:	**30/05/2023**

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A. Field Experience Identification

1. Credit hours: 6
2. Level/year at which this course is offered: Year (4) Level (12)
3. Dates and times allocation of field experience activities. • Number of weeks: (16) weeks • Number of hours: (480) hours
4. Pre-requisites to join field experience (if any)**:** **Complete all the college and the department requirements. Students should study 120 hours at least.**

B. Learning Outcomes, and Training and Assessment Methods

1. Field Experience Learning Outcomes

	CLOs	Aligned-PLOs
1	**Knowledge and Understanding**	
1.1	Applying and integrating principles and theory learned in the classroom with workplace practice and clarifying academic goals.	K.1 K.2 K.3
1.2	Understanding workplace culture, gaining workplace competencies, benefiting from professional networking.	K.1 K.2 K.3
1.3	Understanding the work environment by understanding politics, and the different patterns in the work environment.	K.1 K.2 K.3
1.4	Applying and integrating principles and theory learned in the classroom with workplace practice and clarifying academic goals.	K.1 K.2 K.3
2	**Skills:**	
2.1	Evaluate workplace practices at the training company regarding the knowledge gained from the academic courses.	S.1 S.2 S.3
2.2	Suggest improvements area for the training company that may enhance the workplace culture.	S.3
2.3	Determining students' strengths and weaknesses, developing and enhancing interpersonal skills, and specifying career options in their selected academic area.	S.3
3	**Values:**	
3.1	Communicate effectively orally and written format.	V.2
3.2	Work effectively with team	V.2
3.3	Self-learning awareness.	V.1
4.3	Work ethics commitment.	V.3

2.Alignment of Learning Outcomes with Training Activities and Assessment Methods

Code	Learning Outcomes	Training Methods/Activities	Assessment Methods
1.0	**Knowledge and Understanding**		
1.1	Applying and integrating principles and theory learned in the classroom with	Explain the assigned work.	Monthly reports

Code	Learning Outcomes	Training Methods/Activities	Assessment Methods
	workplace practice and clarifying academic goals.		Academic advisor and training company
1.2	Understanding workplace culture, gaining workplace competencies, benefiting from professional networking.		
1.3	Understanding the work environment by understanding politics, and the different patterns in the work environment.		
2.0	**Skills**		
2.1	Evaluate workplace practices at the training company regarding the knowledge gained from the academic courses.	Reports, Presentation, communicate with colleagues and clients	Advisor at training company observations Academic Advisor evaluation
2.2	Suggest improvements area for the training company that may enhance the workplace culture.	Listen to the advisor and cooperation with colleagues, respecting others.	Advisor at training company observations
2.3	Determining students' strengths and weaknesses, developing and enhancing interpersonal skills, and specifying career options in their selected academic area.	Listen to the advisor and cooperation with colleagues, respecting others.	Advisor at training company observations
3.0	**Values**		
3.1	Communicate effectively orally and written format.	Participate in the social and work activities. Self-awareness and getting the most benefits from training and other learning resources. Commitment to the working hours and policies. Integrity and dignity.	Academic and training advisor
3.2	Work effectively with team	Listen to the advisor and cooperation with colleagues, respecting others.	Academic and training advisor
3.3	Self-learning awareness.	Listen to the advisor and cooperation with colleagues, respecting others.	Academic and training advisor
3.4	Work ethics commitment.		Academic and training advisor

3. Field Experience Learning Outcomes Assessment

a. Intern's Timetable

#	Internship Time Table*	Week	Contact Hours
1	Research methodology	10	2
2	Research result	14	1
3	Research evaluation and suggestions	16	2
4	Writing skills: Using academic language with correct spelling and grammar	2	5
5	Presentation skills: the ability to to present ideas and explain it correctly.	16	10
6	Be Confidence, using eye contacts and body language.	16	5
7	Final reports evaluation	16	50
8	Employer evaluation	16	25
9			
	TOTAL	**16**	

b. Assessment Responsibilities

م	Category	Assessment Responsibility
1	**Teaching Staff**	**Academic advisor evaluates the monthly reports and the research and visiting the training sites**
2	**Field Supervisor**	**Observation and evaluate the quality of the trainee work**
3	**Others** (specify)	

C. Field Experience Administration

1. Field Experience Locations

a. Field Experience Locations Requirements

Suggested Field Experience Locations	General Requirements*	Special Requirements**
Business or non- business organization	Good management system	safety standards and conducive environment

*Ex: provides information technology ،equipment ،laboratories ،halls ،housing ،learning sources ،clinics etc.

**Ex: Criteria of the training institution or related to the specialization, such as: safety standards, dealing with patients in medical specialties, etc.

b. Decision-making procedures for identifying appropriate locations for field experience

- Students select their training providers and provide data to the field experience office.
- The field experience committee study all applications.
- Approval or rejection is made.

2. Supervisory Staff

a. Selection of Supervisory Staff

Selection Items	Field Supervisor	Teaching Staff
Qualifications		
Selection Criteria		

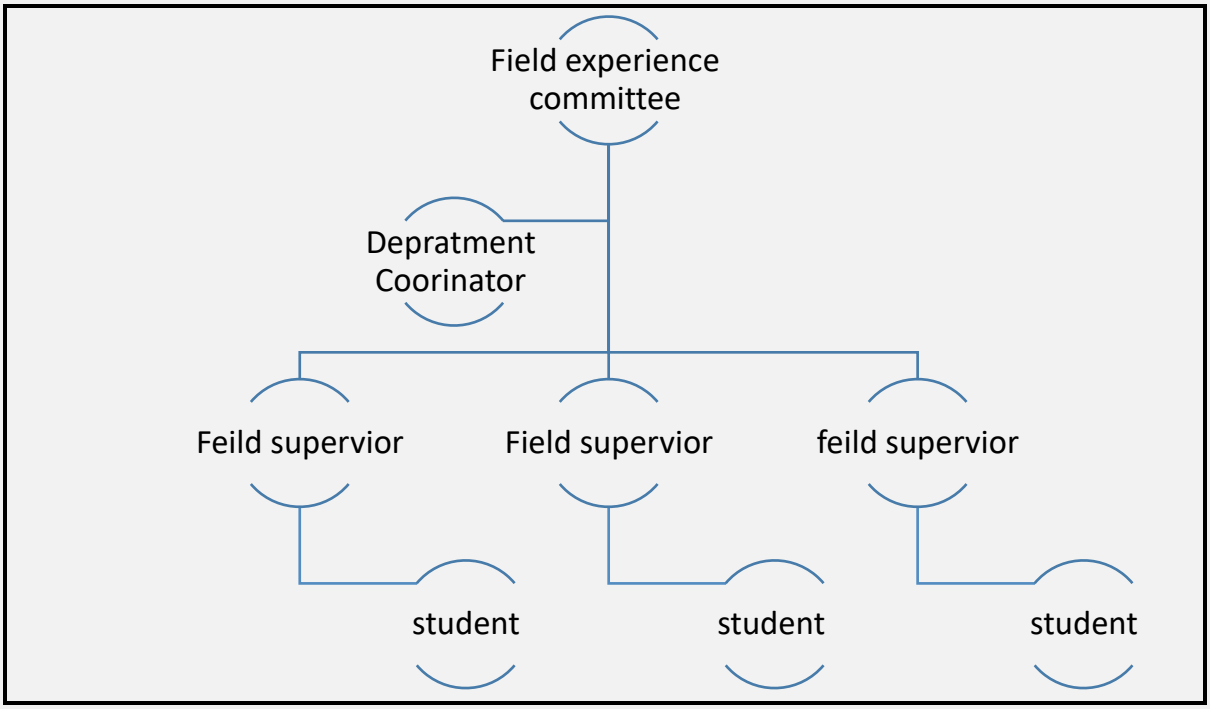
b. Qualification and Training of Supervisory Staff

(Including the procedures and activities used to qualify and train the supervisory staff on supervising operations, implementing training activities, the follow-up and evaluation of students, etc.)

3. Responsibilities

a. Field Experience Flowchart for Responsibility

including units, departments, and committees responsible for field experience, as evidenced by the relations between them.



b. Distribution of Responsibilities for Field Experience Activities

Activity	Department or College	Teaching Staff	Student	Training Organization	Field Supervisor
Selection of a field experience site					
Selection of supervisory staff					
Provision of the required equipment	■				
Provision of learning resources	■				
Ensuring the safety of the site				■	
Commuting to and from the field experience site		■	■		■
Provision of support and guidance		■			
Implementation of training activities (duties, reports, projects, ...)	■				
Follow up on student training activities		■			■
Adjusting attendance and leave		■			■
Assessment of learning outcomes		■			
Evaluating the quality of field experience		■			■
Others (specify) Facility evaluation, teaching staff evaluation and field supervisor evaluation					

4. Field Experience Implementation

a. Supervision and Follow-up Mechanism

Field supervisor and teaching staff will supervise and monitor students clinical learning schedules and duty.

- Four onsite visits.
- Three main report. One report for each month.
- Final report.
- Employer's feedback and evaluation

b. Student Support and Guidance Activities

Field supervisor will be the direct contact for any support and guidance.

- Contact through blackboard and university's email
- Office hours which are announced for students
- Academic Counseling Systems which allows direct contact and reports between students and their academic counsellor.

5. Safety and Risk Management

Potential Risks	Safety Actions	Risk Management Procedures
Work-related diseases	Following employers regulations of safety	As formulated by the employers

G. Training Quality Evaluation

Evaluation Areas/Issues	Evaluators	Evaluation Methods
Effectiveness of training.	Faculty/ students	Direct observation (QMS Annex O and P) Course evaluation survey (QMS Annex B)
Achievement of course learning outcomes.	Course faculty	Moderation (QMS Annex G, Annex H).
Assessment.	Course faculty	Verification
Learning resources and facilities.	Students/ faculty	General review / course report
Students' academic counselling and support.	Program coordinator	Course evaluation survey
Course quality management.		Course report review

Evaluation areas (e.g., Effectiveness of Training and assessment, Extent of achievement of course learning outcomes, Quality of learning resources, etc.)
Evaluators (Students, Supervisory Staff, Program Leaders, Peer Reviewer, Others (specify)
Assessment Methods (Direct, Indirect)

E. Specification Approval Data

Council / Committee	Department Council
Reference No.	4th meeting, First semester: 1441/1442
Date	30/9/2020-13/2/1442 Hijri