

Management Department

BLENDED LEARNING COURSE SPECIFICATIONS

courses		
No.	Course title	Code
1	Principles of Macroeconomics.	0605-102
2	Fundamentals of mathematics and statistics for Business.	0606-103
3	International Business Management.	0602-303
4	Financial Management (1)	0604-201
5	Principles of Microeconomics	0605-101
6	Management Information Systems	0607102
7	Principles of Law	2703111
8	Principles of Accounting (2)	0603102
9	E-Business	0607202
10	Human Resources Management	0602-102
11	Financial Management (2)	0604-202
12	Statistical Analysis	0606-104
13	Marketing Management	0602-201
14	Commercial Law	2703233
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16	Quantitative Methods for Business	0606-201
17	Principles of Management	0602 - 101
18	Money and Banking	0605-201
19	Management accounting	0603-302
20	Organizational Behaviour.	0602-207
21	Operation management	0602-202
22	Principles of Supply Chain	0602-302
23	Knowledge Management	0602-203
24	Strategic Management	0602-304
25	Quality Management	0602-310
26	Small Business Management	0602-305
27	Change management	0602-307
28	Business Research	0602-306
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31	Information Technology (1)	0607101
32	Information Technology (2)	0607201
33	Negotiation and Contracting	0602-308
34	Communication skills	0602-205
35	Public Administration	0602-206
36	Principles of Mathematics (1)	0606-101
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40	Theory of Organizations	0602-301
41	Integrated systems of enterprise management	0607-402
42	Fundamentals of Costs and Management Accounting	0603201
43	Course title and code: Principles of Accounting (1)	0603-101
44	Principles of mathematics	0606-105

Course Specifications

1. Course title and code: Principles of Macroeconomics 0605-102

Credit hours: 3 hours

3. What is the main purpose for this course?

The purpose of this course is to introduce students the main macroeconomic concepts and familiarize students with the application of these concepts to the modern economy. On successful completion of this course, students should be able to:

Define the basic economic concepts related to macroeconomics such as scarcity, choice, opportunity costs, and production possibilities curve and describe the economic problem., Define and measure the national income accounting, unemployment and inflation rates., Identify the causes and consequences of business cycles., Explain how aggregate demand and aggregate supply interact to drive a free market economy., Explain the roles of fiscal and monetary policy in fighting recessions, unemployment and inflation., Define what money is and its role and functions in the economy., Analyze the economic effects of the tariffs and quotas as an international trade barriers.

Pre-requisites for this course (if any): Principles of Microeconomics

Co-requisites for this course (if any): N/A

2. Course title and code: Fundamentals of mathematics and statistics for Business - QM. 0606-103

Credit hours: 3 hours

What is the main purpose for this course?

The main objective of this course is to introduce the basic mathematical tools for solving economics and business problems.

Course Objectives: At the end of this course, students will be able to:

Recognize how to apply matrices and determinants in business and economics problems., Define how to use sequences in commercial applications., Use applications of calculus in business., Formulate functions and equations to represent different business application.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any) N/A

3. Course title and code: International Business Management - 0602-303

Credit hours : 3 Hours

What is the main purpose for this course?

Enhancing student's knowledge in international business management.

Providing student with the basic tools and techniques that help him to make up his decisions in the area of international business management.

Pre-requisites for this course (if any): Principles of Management.

Co-requisites for this course (if any) N/A

4. Course title and code: Financial Management (1) - 0604-201

Credit hours: 3 Hours

What is the main purpose for this course?

This course aims to survey the field of finance and provide the foundation for more advanced finance coursework. Topics include sources of business and financial information, financial statement analysis, the time value of money, the nature and measurement of risk, financial institutions, investments and corporate finance.

Pre-requisites for this course (if any) - Accounting (1) - Accounting (2)

Co-requisites for this course (if any): N/A

5. Course title and code: Principles of Microeconomics - 0605-101

Credit hours : 3 hours

What is the main purpose for this course?

The main purpose of this course is to orient students about the significant impact of Microeconomics.

Course Objectives

At the end of this course, students will be able to:

Provide an introduction to the economic way of thinking and to the economist's view of the world., Attempts to develop a student's ability to think analytically about the economic forces at work in society., Students learn both a specific set of analytical tools and how to apply them to current policy issues.

Pre-requisites for this course (if any) : N/A

Co-requisites for this course (if any) : N/A

6. Course title and code: Management Information Systems - 0607102

Credit hours: 3 hours

What is the main purpose for this course?

The main purpose of this course is to orient students about the significant impact of Information Systems on organizations and the way business is conducted.

Course Objectives: At the end of this course, students will be able to:

Discuss the roles played by information technology in today's business and define various technology architectures on which information systems are built., Define and analyze typical functional information systems and identify how they meet the needs of the firm to deliver efficiency and competitive advantage., Identify the basic steps in systems development., Identify technological drivers of IT infrastructure evolution

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any) N/A

7. Course title and code: Principles of Law - 2703111

Credit hours : 3 hours

What is the main purpose for this course?

The main purpose of this course is to orient students about the significant impact of law.

Course Objectives: At the end of this course, students will be able to:

Recognize how to apply the legal knowledge in different work areas; Attempts to develop a student's ability to think analytically about the legal issues forces at work in society; Student learn both a specific set of legal analytical approach in order to solve complex legal case studies.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any) N/A

8. Course title and code: Principles of Accounting (2) – 0603102

Credit hours: 3 hours

What is the main purpose for this course?

The main purpose of this course is to orient students about the importance of Principles Of Accounting

At the end of the course the students will be able to:

Define the generally accepted accounting principles (GAAP)., Explain how to make financial adjustments for expenses and revenues, cash assets, current assets and fixed assets at the end of the financial period., Explain how to use the worksheet as a tool for the preparation of financial statements after making accounting adjustments., Define forms of companies and conduct the accounting treatment for configuration operations in individual companies and corporations.

Pre-requisites for this course (if any) : Principles of Accounting (1)

Co-requisites for this course (if any)N/A

9. Course title and code: E-Business - 0607202

Credit hour: 3hours

What is the main purpose for this course?

The main purpose of this course is to discuss the concepts of E-Business and its strategies with a balanced coverage of technical and managerial aspects of a successful E-Business implementation.

Course Objectives: At the end of the course the students will be able to:

Describe the current state of E-Business and its frameworks; Identify E-Business opportunities and describe the various business models for such opportunities; Describe the e-business strategies; Describe modern computing infrastructures from the perspective of the Internet and organizations.

Pre-requisites for this course (if any) Management Information Systems - 0607102

Co-requisites for this course (if any) N/A

10. Course title and code: Human Resources Management , 0602-102

Credit hours 03

What is the main purpose for this course?

The aims of this course is to introduce the students to the:

concept and objectives of human resources management; strategic role of human resources management in business organizations; the most important activities and functions of human resource management, and the nature of their complementary relationship; Human element within the business environment and the development of students' abilities to make decisions ; Development of the student's ability to provide creative solutions and taking into account the moral sense and the social dimension in the management of human resources business organizations.

Pre-requisites for this course (if any) Principles of management

Co-requisites for this course (if any) N/A

11. Course title and code: Financial Management (2) / 0604-202

Credit hours: 3 Hours

What is the main purpose for this course?

The main objective of learning outcomes is to provide a student with knowledge that is related with subjects, which constitute the core of firms' financing. These subjects are issues concerned with the inclusion of risk matters in capital investments decisions within investment portfolio approach. Further, strategic financial management decisions related to managing short and long-term financing are of great concern. To conclude with, issues like profitability planning, breakeven analysis, financial structure, and dividend policy are included.

Pre-requisites for this course (if any) Financial Management (1)

Co-requisites for this course (if any): N/A

12. Course title and code: Statistical Analysis-QM. 0606-104

Credit hours 3 hours

What is the main purpose for this course?

The main objective of this course is to familiarize students with the use of different statistical tools to describe data and make useful inferences from it. At the end of this course: students will be able to: Recognize the appropriateness of different methods of data collection, particularly ways of sampling from a population. Summarize statistical measures for both grouped and ungrouped data; Define the equations of correlation and regression; Recognize the theory of probabilities and its applications; Estimate unknown population parameters from a random sample; Use statistical packages in different applications.

Pre-requisites for this course (if any) Fundamentals of mathematics and statistics for Business

Co-requisites for this course (if any) N/A

13. Course title and code: Marketing Management: 0602-201

Credit hours 3hours

What is the main purpose for this course?

This course is designed to equip students for managerial positions requiring abroad understanding of marketing and its essential role within the organization. It is suitable for those who are working in a marketing area and other related areas and want to complement their practical knowledge with a sound theoretical base, or those contemplating a career in a marketing field. The course aims to enhance presentation skills as well as decision-making and problem solving skills. It provides students with the theoretical frameworks needed to interpret, and challenge, current business practices; to develop knowledge and understanding of business/management practices (applied knowledge and understanding) and management skills in marketing suitable for professional practice at middle management and higher levels of management.

Pre-requisites for this course (if any) Principles of Management

Co-requisites for this course (if any) N/A

14. Course title and code: Commercial Law / 2703233

Credit hours 03 Hours

What is the main purpose for this course?

The aims of this course to equip students for managerial positions requiring abroad understanding of commercial legal knowledge within the work environment organization. The course is designed to enhance student's knowledge of the merchant's obligations and the conditions that must be required; It provides students with the theoretical frameworks needed to interpret, and challenge, current business practices; applied knowledge and understanding in relation of commercial law practices.

Pre-requisites for this course (if any) Principles of Law

Co-requisites for this course (if any)

15. Course title and code: Fundamentals of Scientific Research

0602-222

Credit hours 01 Hour

What is the main purpose for this course?

The main objective of this course is to help students to Understanding the problem of scientific research; Formulate the subject of scientific research; Formulate problematic ; Formulate research questions ; Preparation of the research hypotheses ; Choose the method to determine the sample ; Choose the method of data collection ; Preparation search.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any) N/A

16. Course title and code: Quantitative Methods for Business - QM- 0606201

Credit hours 3 hours

What is the main purpose for this course?

The main purpose of this course is to familiarize students how to use quantitative methods to solve an array of business and organizational problems, as well as improve decision-making.

Course Objectives: At the end of the course the students will be able to:

Use quantitative methods and techniques for effective decision-making; Recognize how to formulate and solve linear programming models for business and economic problems; Define the methodologies and uses of transportation models, assignment models, network models and decision analysis; Write and apply computer code to problems, including mathematical linear programming techniques.

Pre-requisites for this course (if any) Statistical analysis -0606104

Co-requisites for this course (if any) N/A

17. Course title and code: Principles of Management , 0602 - 101

Credit hours 03 hours

What is the main purpose for this course?

This course introduces students to the functional areas, concepts, theories, and practices of management. It will focus on improving the student's understanding 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 discuss also business ethics issues relevant to management practices.

Pre-requisites for this course (if any) NA

Co-requisites for this course (if any) NA

18. Course title and code: Money and Banking - 0605-201

Credit hours : 3 hours

What is the main purpose for this course?

The purpose of this course is to help students learn the basic Money and Banking principles and issues so well that they can thereafter understand and participate intelligently in discussions of money and banking matters, including monetary history, monetary policy, banking regulation, interest rates, inflation and deflation.

At the end of this course, students will be able to:

Define money and recognize its historical aspect; describe the Monetary Policy and recognize Banking regulation; discuss the main types of risks faced by banks and use the main techniques employed by banks to manage their risks.

Pre-requisites for this course (if any) Principles of macroeconomics

Co-requisites for this course (if any) : N/A

19. Course title and code: Management accounting 0603-302

Credit hours 3 Hours

This course is aimed mainly to study aspects of management accounting, by presenting the concepts and tools that related to the management accounting. Student will use them to measure, deliver appropriate accounting information required by the management level in the areas of planning, control, and evaluate performance. As well, as highlight, the developments in different areas of management accounting.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

20. Course title and code: Organizational Behaviour. 0602-207

Credit hours : 3 Hours

What is the main purpose for this course?

Inform students with the importance of human behaviour inside organizations. Inform students with the factors that affect the individual behaviour like personality, recognition and values; Understand the factors that affect the collective behaviour in the organizations like groups' conflicts in the workplace; Identify how organization's culture and creativity affect human behaviour in the organizations environment; Develop the students ability to make up a decision according to the recognition of individual and collective behaviour; highlights the importance of ethics in organizational behaviour .

Pre-requisites for this course (if any): Human Resource Management.

Co-requisites for this course (if any) N/A

21. Course title and code: Operation management 0602-202

Credit hours 03 Hours

This course is designed to give the student a preliminary idea about the function of production and processes in the organization, as defined by some entrances theory, models and tools that help him understand the management of this function and qualify for in depth study later

Pre-requisites for this course (if any) Quantitative Methods in Management

Co-requisites for this course (if any) N/A

22. Course title and code: Principles of Supply Chain 0602-302

Credit hours: 3 Hours

What is the main purpose for this course?

The purpose of the course: identify the main and supportive activities for supply chain management. Understand the most important pillars of supply chain management such as the relationship amongst supply and customer service, supply in light of globalization and the value and cost for supply. Explore the relationship amongst the parts forming supply chain management. Identify the opportunities and threats that associated with supply chain management, and how to deal with them. Highlight the ways that used to measure and evaluate the inventory. Knowledge of the just in time applications, benefits and the barriers. Taking into account the economic models for inventory in the supply field.

Pre-requisites for this course (if any): Principles of Management

Co-requisites for this course (if any): N/A

23. Course title and code: Knowledge Management 0602-203

Credit hours 03 Hours

What is the main purpose for this course?

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.

Pre-requisites for this course (if any) Human Resource Management

Co-requisites for this course (if any) N/A

24. Course title and code: Strategic Management 0602-304

Credit hours 03Hours

What is the main purpose for this course?

The aims of this course is to introduce the students:

The concept and objectives of strategic management; the role of strategic analysis in business organizations; the most important tools and functions of the strategic analysis, and the nature of their complementary relationship; human element within the business environment and the development of students' abilities to make decisions. Develop the student's ability to make decision and provide creative solutions.

Pre-requisites for this course (if any) Marketing Management – Human resources Management

Co-requisites for this course (if any) N/A

25. Course title and code: Quality Management/ 0602-310

Credit hours: 3 Hours

What is the main purpose for this course?

The purpose of the course:

Identify the concepts and objectives for total quality management in organizations.

Provide student with the most important pillars of total quality management such as continuous improvement.

Highlights the most prominent organizations, and awards in the quality field particularly with suppliers, customers and employee empowerment and involvement.

Define the position of quality management within the organization, and its relationship with other departments.

Establish a quality culture for student to enhance his/her progress in practical life, and real-world application.

Pre-requisites for this course (if any): Operations Management

Co-requisites for this course (if any): N/A

26. Course title and code: Small Business Management/ 0602-305

Credit hours: 3 Hours

What is the main purpose for this course?

The purpose of the course:

Knowledge of the concepts, objectives and functions of small enterprises.

Scientific knowledge to the general principles of small business management.

The ability to analyze the concept of entrepreneurship and discover of entrepreneurial opportunities.

The ability to perform feasibility study of small enterprises.

Identify legal forms for companies, and dealing with risk and insurance.

Pre-requisites for this course (if any): Principles of Management

Co-requisites for this course (if any): N/A

27. Course title and code: Change management 0602-307

Credit hours 3 Hours

3. This course aims to provide the student with skills to deal with change. After introducing the basic concepts and classifications of change and related factors, causing fundamental areas affects organizations environment. This course identify the stages of management change process from Prep operations to manage resistance to change and strategies for investing to make the change to the post change. This course enable student' to deal especially with organizational change situations both in several strategic or operational dimension.

Pre-requisites for this course (if any): N/A

Co-requisites for this course (if any): N/A

28. Course title and code: Business Research

0602-306

Credit hours : 3 Hours

What is the main purpose for this course?

Enhancing student's knowledge in international business management.

Providing student with the basic tools and techniques that help him to make up his decisions in the area of international business management.

Pre-requisites for this course (if any): Statistical analysis

Co-requisites for this course (if any) N/A

29. Course title and code: Business Ethics 0602-402

Credit hours 03 Hours

What is the main purpose for this course?

Identify what they mean business ethics

Highlight the importance of ethics in the business environment and the organization.

Identify the most important elements of business ethics.

Define social responsibility concept in the business environment in the organization

Pre-requisites for this course (if any) Human Resource Management

Co-requisites for this course (if any)N/A

30. Course title and code: Projects Management 0602-401

Credit hours3 Hours

What is the main purpose for this course?

Identify the theories of project management, principles and concepts; Recognize the importance of project management in practice; Understand the main topics of projects management, such as project planning and scheduling, project leading, project team, project organizing, resources allocation, project controlling; Recognize the status of project management within the organization and its relationship with other departments; Recognize the stages of project implementation

Pre-requisites for this course (if any) Quantitative Methods for Business

Co-requisites for this course (if any): N/A

31. Course title and code: Information Technology (1) 0607101

Credit hours3 Hours

the purpose of this course :

Define the main concepts of information technology that includes computers systems and types of computers in different fields in our daily life; Define the parts of personal computers that includes central processing units, main frame computers ,personal computers, and input/ output devices; Define different types of memories , main memories , data presentation in computer and measurement units; Define different types of programming and applications also different development in the systems; Describe all computer uses in daily life and the important role of computers in organization, companies , educational institutes , health care centers and hospitals; Describe the human engineering and the side effects of using computer systems. Also the privacy and confidentiality of software; Describe information security and all crimes, viruses using computers, protection means and information technology ethics.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

32. Course title and code: Information Technology (2) 0607201

Credit hours3 Hours

the purpose of this course is:

Enable student to understand communication and different types of networks.

Memorize the type of communication networks, protocols and internet with all evolution levels.

Provide student with a training of Microsoft package (e.g. PowerPoint, excel).

Pre-requisites for this course (if any) Information Technology (1)

Co-requisites for this course (if any): N/A

33. Course title and code: Negotiation and Contracting 0602-308

Credit hours 3 Hours

This course aims to provide the student with the negotiation skills and its basics, which is one of the most training needs and skills in business management. In addition, this course reviewed a number of scientific strategies and tools used in the area of negotiation. It also focuses on the case studies of negotiating that student can faced and how he/she deal with such cases as magnify the gains of the Organization and ensures respect for the rules of business ethics.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

34. Course title and code: Communication skills 0602-205

Credit hours 3 Hours

The purpose of this course is to identify the concept of communication. Also, identify its skills that needed in the business organizations' environment. In addition, develop the student ability in oral and written communication skills and the principles of designing appropriate messages.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

35. Course title and code: Public Administration 0602-206

Credit hours 3 Hours

This course focuses on the basic concepts of management in the government sectors. The course covers the various applications of public administration in the areas of decision-making, management of human resources and financial resources. In addition, the changes introduced by the public administration in the governmental organizations and its impacts on economic feasibility and the transformation of staff into human resources, which are the backbone of the Organization's competitiveness and success. The course will also discuss e-government, which is today one of the features of successful government organizations.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

36. Course title and code: Principles of Mathematics (1) 0606-101

Credit hours 3 Hours

This course aims to study the basics of mathematics that students need during their study of administrative sciences. The importance of this course is to enable students to develop their analytical and intellectual skills through practical examples, issues and exercises that require intellectual and analytical skills. This course also helps the student to solve many economic and administrative problems such as determining the company's break-even point and determining the relationship between demand and supply, as well as learning how to estimate the variable costs and the total revenue of different products.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

37. Course title and code: Special topics in administration 0602-403

2. Credit hours 3 Hours

3. The course focuses on some special topics in the administration that the student was unable to address in the other courses. The course also deals with the discussion and analysis of some specialized topics in the administration and introducing the student some of the modern administrative trends and the most important issues of the business environment.

4. Pre-requisites for this course (if any) N/A

5. Co-requisites for this course (if any): N/A

38. Course title and code: Principles of Mathematics (2) 0606-102

Credit hours 3 Hours

The purpose of this course to provide the student of economics and administrative sciences some mathematical methods that need in his study of economic phenomena and analyze them quantitatively in order to reach a solution. This course aims to introduce student the fundamentals of differentiation and integration, and how to use them in solving economic and administrative problems. Student will be able to identify different types of functions and how to calculate the end of them and determine the maximum and minor values. In addition, to explore the limited and unlimited integration and the different methods of integration in economic applications.

Pre-requisites for this course (if any) Principles of Mathematics (1)

Co-requisites for this course (if any): N/A

39. Course title and code: Research and thinking skills 0602-204

Credit hours 2 Hours

This course aims to improve the student's ability to adapt and integrate into university life and to be able to choose his future directions. Also, enable the student to use a set of tools and strategies that help him/her to better understanding the knowledge, learning, thinking and research skills that he/she needs in his/her university and career life.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

40. Course title and code: Theory of Organizations 0602-301

Credit hours 3 Hours

The course defines the most important theories dealing with the organization and its role in economic activity such as the theory of the agency, the theory of transaction costs and the theory of property rights. In addition, provide student the concepts and basic principles for the preparation and design of the organizational structures of organizations. Moreover, highlighting a number of organizational forms adopted by organizations, especially the modern forms that arise because of the development of information technology such as virtual organizations.

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

41. Course title and code: Integrated systems of enterprise management 0607-402

Credit hours 3 Hours

This course aims to introduce students to the integrated systems architectures for enterprise management in addition to issues relating to the acquisition and implementation of these systems, their costs and benefits in addition to their impact on organizations. This decision examines in detail the business processes and their interaction with integrated management systems where the focus is on the enormous capacity for integrated systems in the process of integration of business processes across different functional areas. Includes scheduled several case studies where the focus is on evaluating business problems and formulate strategies to address

Pre-requisites for this course (if any) N/A

Co-requisites for this course (if any): N/A

42. Course title and code: Fundamentals of Costs and Management Accounting - 0603201

Credit hours: 3 hours

What is the main purpose for this course?

The main purpose of this course is to orient students about the importance of Costs and Management Accounting.

Course Objectives: At the end of this course, students will be able to:

Define the importance of cost and management accounting and the basics of cost concepts.

Explain how support department cost be allocated using the direct step down, and reciprocal methods.

Prepare cost and income statement under all costing methods.

Recognize the use of Cost-Volume-Profit (CVP) Analysis for decision-making.

Pre-requisites for this course (if any) Accounting (2)

Co-requisites for this course (if any) N/A

43. Course title and code: Principles of Accounting (1) - 0603101

Credit hours : 3 Hours

This course is designed for accounting and non-accounting student. This course is an introductory course dealing with concepts and principles of financial accounting. The focus of this course is to provide a complete vision for recording (using double entry system), classifying and summarizing all the financial transactions by extracting a trail balance in order to present financial statements. Therefore, this course covers the following topics: accounting principles, balance sheet equation, recording financial transactions in journal, posting entries to ledger, preparing trial balance and financial statements, and correcting accounting errors.

Pre-requisites for this course (if any): N/A

Co-requisites for this course (if any): N/A

44. Course title and code: Principles of mathematics – 0606-105

Credit hours : 3 Hours

This course aims to provide some mathematical instruments that used by economics and administrative sciences students as models to help them address the management problems facing them. In order to achieve that, students will identify a number of mathematical instruments such as manipulate equations, inequalities, matrices and determinants and sequences to solve many problems in the economic areas. In addition, student will study the use of commercial applications of calculus in many administrative areas.

Pre-requisites for this course (if any): N/A

Co-requisites for this course (if any): N/A