

Master in Business Administration

Course Descriptions

Programme Compulsory Courses

ACF 611 - Advanced Managerial Accounting (Prerequisite: None)

This course is an advanced introduction to a number of topics that distinguish between accounting information provided to interior parties (administration) and information provided to external parties for the purposes of decision-making.

The course tackles the analyses of the break-even point, preparing flexible and operational budgets, as well as the processes of decision-making in the Economic Unit. Also, the course covers advanced topics in the field of managerial accounting as capital budget, conversion rates, the analysis of deviations, performance measurement, normative costs and costs on the basis of activities.

BA 601 – Scientific Research and Statistical Analysis (Prerequisite: None)

Business research is crucial in building the graduate capabilities in conducting sound and reliable research. This course addresses selective topics such as research philosophies, problem definition identification, how to build research objectives, hypotheses in a sound research's proposal. Additionally, the course covers data collection tools i.e. how to design a questionnaire, how to conduct an interview and observation. Finally, analytical techniques are addressed appropriately i.e. univariate, bivariate, and multivariate analysis via statistical packages using SPSS.

BA 611 – Advanced Marketing Management (Prerequisite: None)

This MBA course provides an in depth examination of the marketing environment, key drivers and forces that are changing the marketing landscape. The course explores and analyzes how marketing activities impact on organizational operations in a competitive and complex setting. The course is concerned with the provision of marketing frameworks and in depth analysis of variety of concepts, theories, and models that are used to identify, analyze, and solve marketing problems. This course will emphasize strategic issues such as: How does a firm select the industry it should be in? What will be the firm marketing competitive advantage and how it will be sustained? How firm will diversify its products/services? And how marketing resources will be allocated? What marketing threats do firms face and what opportunities firms enjoy? What will be firm's marketing strategic alternatives?

BA 621 – Corporate Finance (Prerequisite: None)

The primary purpose is to provide a framework, concepts, and tools for analyzing financial decisions based on basic principles of contemporary financial theory. Topics covered include cash flow techniques; corporate capital budgeting and valuation; investment decisions under uncertainty; capital asset pricing; options; and market efficiency. The course will also examine corporate financial policy, together with capital structure, cost of capital, dividend policy, and related issues. Additional topics will differ, according to individual instructors

BA 631 – Human Resource Management (Prerequisite: None)

This MBA course provides an in depth examination of Human capital as a competitive value proposition critical to business and organizational success. In this course we will look at the development and implementation of human resource practices that align HR activities with the strategic objectives of the firm. Additionally, students will be acquainted with the critical role human resource management plays as a key component of the competitiveness and sustainability of any business organization. By focusing on both strategic and operational aspect of work force management, students will acquire critical knowledge of the complexity of managing people, organizational staffing, employees training and development, employees' appraisal and compensation.

BA 641 – Operations Management and Decisions (Prerequisite: None)

This MBA Operations Management course encompasses the methods and practices used to systematically plan, design and execute the processes necessary to deliver services or produce goods. This course focuses on a range of procedures and ancillary systems necessary to manufacture materials or deliver services. Topics covered operations management from manufacturing and service delivery perspectives.

BA 664 – Strategic Management (Prerequisite: None)

This MBA strategic management is a capstone course. It focuses on the strategic thinking, strategic analysis, decisions and actions in order to sustain corporate competitive advantage. Additionally, topics covered strategic leadership, competitive analysis, formulation and implementation of effective strategies in the multi-business firm.

MIS 611 - Management Information Systems (Prerequisite: None)

This course is designed to provide post graduate students with in-depth, hands-on understanding of the fundamentals of information systems. Presents problems faced by organizations in the business environment and how solutions can be found through the use of computer based systems. It focuses on information systems concepts and technologies, information systems evolution, the most effective ways to use information systems, and how to utilize appropriate ICT applications. Topics include: information systems types, resources, computers and applications, the competitive advantage of using ICT, integrating collaborating environments, database technology. It also emphasizes on: Information Technology, software and hardware components, e-commerce and e-business, Enterprise Resource Planning (ERP), Decision Support Systems (DSS), Expert Systems (ES), Artificial Intelligence (AI) and the ethical and societal issues involved in ICT.

BA 699 – Thesis (Prerequisite: 18 Credit Hours)

A research supervised work based on approved topic in business administration field. This course is considered a capstone in the MBA programme. It provides an opportunity to the students to conduct an independent learning and research work based on structured methodology. The dissertation focuses on senior level skills to be addressed in terms of progressive intellectual discourse including research problem identification, research methodology, literature review, data analysis, research conclusion and recommendations. The final production of manuscript is subject to public defense and evaluated based on written and oral presentation.

Programme Elective Courses

BA 645 – Total Quality Management (Prerequisite: None)

This course is designed to provide an in depth knowledge to Total Quality Management (TQM) aspects in terms of techniques and tools utilized to improve the quality of products and services. It focuses on the philosophies and methodologies of (TQM) used by firms to add values to their products/services and therefore achieve competitive distinction. Topics include quality management, employee involvement and team building for quality and quality circles. Additionally, the course covers Statistical Process Control (SPC) and Six Sigma that have long been recognized as an effective tool to diagnose, reduce, and eliminate potential causes of variation, and can assist in continuous improvement in terms of production planning, control, and decision-making.

BA 646 - Managerial Economics (Prerequisite: None)

Managerial Economics is an applied branch of economics. Managerial Economics welds together microeconomic theory and the insights of management science in a decision-making format. Topics include costs, demand, pricing, market structure, market equilibrium, and strategic interaction. The course focuses on: (i) profit maximization by firms; and (ii) market equilibrium in different competitive settings. The course should enhance understanding of how markets operate and develop capability in making economic predictions. It should also serve as a foundation for further MBA studies in management, accounting, finance, and marketing.

BA 652 – Organizational Design and Behavior (Prerequisite: None)

The course is designed to provide students with theoretical and practical overviews covering the behavior of individual and groups in organizations. This course examines how managers and their teams design and redesign their organizations. Additionally it improves student skills such as critical thinking, creative thinking in identifying

the influence of culture on shaping organizational values, attitudes and behaviors. The topics covered are organizational and natural culture, individual differences, developing and leading teams, managing conflict, negotiation and managing change and stress.

BA 653 – Business Ethics (Prerequisite: None)

This MBA course is designed to provide a comprehensive presentation of theories underlying the issues and problems related to business ethics. It gives insights to sources of ethics in business organization, ethical philosophies, ethical framework of decision making in business, ethical dilemmas, code of ethics, business ethics and its relation to culture, social responsibility, globalization and business ethics, and how to create an ethical organization. Additionally, the course addresses how can ethics be applied in day-to-day business?: good governance, corporate ethics, investors rights, privileges, problems and protection, handmaid of ethics, corporate social responsibility, the ethics of consumer protection, environmental ethics, role of various agencies in ensuring ethics in corporations.

BA 655 – Organizational Change (Prerequisite: None)

This MBA Organizational Change course is designed to provide an in depth examination of organizational change theories, concepts of change and its relation to the organizational development process, organization reengineering and empowerment. Additionally, the course addresses organizational change process and its relation to strategic management for change, causes, types, and implementation. It also addresses the techniques for overcoming the resistance to change, its sources, and the contexts of planning of the change process and related factors.

BA 662 – International Business (Prerequisite: None)

This course provides an in depth knowledge of international business in today's competitive global environment. The course focuses on the international business arena and its complexity based on the interplay of firms, nations and international institutions. This involves exposure of students to macro-perspectives issues where cultural, legal, political, financial and economic environments affecting international business are covered. On the other hand, micro-perspectives issues are enabling the student to identify, analyze, and execute strategies of firms that operate in the international business environment. Students of this course will develop a sound understanding of the phenomenon of globalization in relation to international business.

BA 663 – Innovation and Entrepreneurship (Prerequisite: None)

The course is designed to provide a comprehensive examination of how new business development is related to the entrepreneurial process in terms of innovation. The course includes analysis and practical problem solving related to both the entrepreneurial and the innovation sides. The course focuses on the models of management, decision making, design and the new venture innovative capacity. The topics covered are successful new venture development and technology, ideas and Wealth Creation, continuous innovation, radical innovation, open innovation, knowledge management, and business model innovation.

BA 691 – Special Topics in Management (Prerequisite: None)

This master course is designed to provide an in depth analysis and critical thinking of contemporary business problems and challenges. The course focuses on topics such as globalization, societal marketing, entrepreneurship, international human resource management. Innovative service management, .etc.