

College of Administrative Sciences

Master in Business Administration

Course Description

Programme Compulsory Courses

ACF611 - Advanced Managerial Accounting

This course covers a number of specialised concepts and contemporary techniques in management accounting that assist management in making decisions relevant to planning, controlling and evaluating the performance of the firm's operations and activities in a modern business environment, such as the sales mix, theory of constraints, target costing and pricing products and services, evaluating capital budgeting projects, responsibility accounting and performance evaluation, product life cycle costing, customer profitability analysis, quality costing, balanced scorecard, in addition to any emerging issues in the management accounting field.

(Prerequisite: None)

BA601 - Scientific Research and Statistical Analysis

Business research is crucial in building the graduate capabilities in conducting sound and reliable research. This course addresses research philosophies, problem definition identification, and establishing research objectives and hypotheses in a sound research proposal. Additionally, the course covers data collection tools, i.e. how to design a questionnaire and conduct an interview and observation. Finally, analytical techniques are addressed appropriately, i.e. simple regression and multiple regression via statistical packages using SPSS.

(Prerequisite: None)

BA611 – Advanced Marketing Management

This course provides in-depth study of the marketing environment, key drivers and forces that are changing the marketing landscape. The course explores and analyses how marketing activities impact organisational operations in a competitive and complex environment. The course is concerned with providing marketing frameworks and in-depth analysis of various concepts, theories, and models that are used to identify, analyse, and solve marketing problems. This

course will emphasise strategic issues such as how can a firm choose its industrial activity? What are the competitive marketing advantages of the firm, and how to sustain them? How can the firm distribute its products and services/ how will the company allocate marketing resources? What are the marketing threats facing companies, and what are the opportunities that firms enjoy? What are the strategic marketing alternatives?

(Prerequisite: None)

BA621 – Corporate Finance

The main purpose of this course is to provide a framework, concepts, and tools for analysing financial decisions based on fundamental principles of contemporary financial theory. Topics covered include cash flow techniques; corporate capital budgeting and valuation; investment decisions under uncertainty; capital asset pricing for companies, the financial structure, cost of capital, profit distribution policy and related issues, and any emerging issues in corporate finance.

(Prerequisite: None)

BA631 - Human Resource Management

The course provides an in-depth study of human capital as a critical source of competitive advantage to business and organisational success. This course will address developing and implementing human resource practices that align human resource activities with the organisation's strategic objectives. Furthermore, students will be acquainted with the critical role of human resource management, which plays a key component in the competitiveness and sustainability of a business organisation. By focusing on strategic and operational aspects of workforce management, students acquire critical knowledge of the complexity of managing individuals, organisational staffing, employee training and development, appraisal and compensation.

(Prerequisite: None)

BA641 - Operations Management & Decisions

This Operations Management course encompasses an in-depth study of methods and practices to systematically plan, design, and executes the processes necessary to deliver services or produce goods. This course focuses on various

procedures and ancillary systems required to manufacture materials or deliver services. The course covers the topics of operations management from manufacturing and service delivery perspectives.

(Prerequisite: None)

BA664 - Strategic Management

Strategic management course designed for MBA students. It aims to provide students with thinking skills, strategic analysis, industry, strategic decision-making and procedures to maintain and sustain the companies' competitive advantage. As well as covering the topics of strategic leadership, competitive analysis, effective strategy formulation and implementation in multi-business companies. (Prerequisite: None)

MIS611 - Management Information Systems

This course is designed to provide postgraduate students with an in-depth, hands-on understanding of Management Information Systems. It presents problems the business environment faces and how solutions can be found through computer-based systems. It also focuses on information systems concepts and technologies, information systems evolution, the most effective methods to use information systems, and how to utilise appropriate ICT applications. This course includes topics: information systems types, resources, computers and their applications, the competitive advantage of using ICT, integration and coordination between environments and database technologies. It also highlights 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 Modern ICT Technologies. (Prerequisite: None)

BA699 - Thesis

This course is supervised research work based on an approved topic in the business administration field. It provides an opportunity for the students to conduct independent learning and research work based on a structured methodology. The thesis focuses on senior-level skills to address progressive intellectual discourse, including research problem identification, research methodology, literature review, data analysis, research conclusion and recommendations. The final production of the manuscript is subject to public defence and evaluated based on written and oral presentations.

(Prerequisite: 24Credit Hours)

Programme Elective Courses

BA645 - Total Quality Management

This course is designed for MBA students to provide an in-depth study of the philosophies and methodologies of Total Quality Management (TQM) used in organisations to add value to their products and achieve competitive advantage. In addition, the course covers topics related to the historical development of TQM, the achievements of its most significant pioneers and scientists, and the organisation of TQM. It focuses on satisfying customer needs, effective leadership by the standards of TQM, quality strategies, continuous improvement and the application of TQM, tools, awards, systems and Six Sigma. (Prerequisite: None)

ECO601 - Managerial Economics

This course is designed to provide students with critical knowledge of specialised theories and fundamental concepts related to managerial economics. The course covers the costs, demand, pricing, market structure in economic systems, strategic planning, market equilibrium under different competition conditions, and analysis of economic forecasts.

(Prerequisite: None)

BA652 - Organizational Design and Behavior

The course is designed to provide students with theoretical and practical overviews covering the organisational design and behaviour of individuals and groups in organisations. The course addresses many topics related to processes and methods that enable managers and their teams to organisational design and structures, job stacking and design alternatives. Furthermore, it enhances the students' critical and creative thinking on topics of the influence of organisational culture on attitudes toward organisational values, attitudes and behaviours. The course deals with the organisational environment and adaptation, technology and strategy, size and life cycle of the organisation. In addition to motivation, trends, individual differences, leadership, team development, decision-making, conflict management, negotiation and stress.

(Prerequisite: None)

BA653 - Business Ethics

This course is designed for MBA students to provide a comprehensive presentation of theories underlying the issues and problems related to business ethics. It gives insights into sources of ethics in a business organisation, ethical philosophies of business practices, ethical framework of decision-making in business, ethical workplace dilemmas, code of ethical conduct, business ethics and its relation to culture, organisational social responsibility, the impact of globalization on business ethics, and how to create an ethical organisation. Additionally, the course addresses how can ethics be applied in day-to-day business, governance, business ethics, investors' rights, privileges, ethics of consumer protection, environmental ethics and the role of various agencies to ensure that ethical frameworks are activated within organisations.

BA655 - Organizational Change

This course is designed for MBA students to examine organisational change theories, concepts of change and its relation to the organisational development process, organisation reengineering and empowerment. Additionally, the course addresses the organisational 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 the planning of the change process and related factors.

(Prerequisite: None)

BA662 - International Business

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 enable the student to identify, analyse, 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 globalisation in relation to international business.

(Prerequisite: None)

BA663 - Innovation and Entrepreneurship

The course aims to provide an in-depth study of innovation and entrepreneurship through systematic understanding and critical knowledge of innovation and entrepreneurship and small and medium enterprises (SMEs) management. The course includes analysis and practical problem-solving related to entrepreneurship and innovation. The course focuses on management models, decision-making and the innovative design of the new project. The course also tackles success in developing new projects, technology, ideas, information and risks in entrepreneurship and small businesses.

(Prerequisite: None)

BA691 - Special Topics in Management (E)

This course is designed to provide in-depth analysis and critical thinking of current and emerging issues/ problems that affect business organisations. The course format and content will vary from semester to semester, permitting studying various topics and new business trends derived from the ever-changing business environment. Among the addressed issues, problems related to people management, human resource, culture, economy, technology, work process design and management practices will be tackled, conforming to the era of globalisation and changing firm boundaries.

(Prerequisite: None)