School	
Major	Master of Business Administration

Core Requirements			
Code	**Title**	**Credits**	**Description**
BACC525	Accounting for Managers	3	This course provides an understanding for the differences between financial and managerial accounting as well as their roles in an organization. Moreover, this course focuses on fundamental topics related to the analysis of financial statements, the cost concepts, the cost behavior patterns, the cost-volume-profit relationships, the costing systems, the budgeting procedures, and the decision-making process under various scenarios. Furthermore, this course stipulates the students with skills needed to properly exploit and analyze accounting data at work as well as allowing them to make proper managerial decisions.
BECO575	Economics for Managers	3	This course is designed to introduce students to the advanced topics in managerial economics. Its major objective is to provide the theory and the essential tools for the analysis of microeconomics problems that have significant economic consequences on the firm and on the society. The course presents the major economic goals of the firm and delivers the optimal decision-making methods. In addition to that, the course presents the major economic indicators that managers should be aware of while considering investment decisions.
BFIN525	Corporate Finance	3	This course focuses on the financial concepts, skills, and technological applications that are most critical for MBA students in today's workplace. It also focuses on the analysis and study of the significant areas of financial planning and control, working capital and fixed asset management, and the identification and acquisition of funds in the money and capital markets; employment of financial techniques as aids in decision- making relative to balancing the liquidity-profitability objectives of a business firm. This course is an in-depth study of the financial management problems of business in general and corporations in particular, as they relate to working capital needs, flow of funds, optimum allocation, and management of current operations. Problems of capital budgeting, debt management, acquisition or merger and other long-term financial problems in managing the capital structure are treated.
BHRM575	Managing Human Resources	3	This course allows the students to know what human resources management (HRM) is, how it relates to the management process, and how it is changing in response to trends in the workplace. It illustrates how all managers can use the human resources (HR) concepts and techniques, the role of HR in strategic planning and improved organizational performance, and the competencies required of HR managers. Moreover, human resources play a key role in helping companies meet the challenges of global competition. Strategic objectives to lower costs, improve productivity, and increase organizational effectiveness are changing the way every part of the organization, including the HR department, does business. Managers do not want to make personnel mistakes, such as hiring the wrong person, having their company taken to court because of discriminatory actions, or committing unfair labor practices. HRM can improve profits and performance by hiring the right people and motivating them appropriately.
BMGT525	Strategic Management & Corporate Governance	3	This course assists the student in developing the necessary analytical ability, attitudes, and decision-making skills that are required for the business manager in a changing environment. The student will gain experience in the application of various tools and disciplines in the solution of managerial problems in addition to the development of plans, policies, and programs to implement the chosen corporate strategy. Consequently, the students will acquire logical judgment with respect to when and how the various tools and analytical techniques should be applied.

BMIS575	Information Systems for Managers	3	This course focuses on how future managers are expected to understand the implications of information technology (IT), identify, and evaluate potential opportunities to employ IT, and take an active role in ensuring the successful use of IT within the organization. This course is also valuable for future IT managers who must understand how IT is viewed from the business perspective and how to work effectively with all members of the organization to achieve IT results.
BMKT525	Marketing Management	3	This course introduces the student to marketing management principles and lay the foundation for component marketing decision- making in the realms of product, pricing, promotion, and distribution. The advantage of this view is that it greatly economizes on the learning that is required. Thus, this course is divided into non-profit marketing, public-sector marketing, industrial marketing, consumer marketing, services marketing, etc. All of these applications are integrated into the course.
BRMM575	Business Research Methods	3	This course introduces the various methodologies and approaches relating to research in social sciences, including research design, literature review, quantitative and qualitative methods, data collection and analysis, statistical and interpretative analysis, and final report presentation. Furthermore, this course explains the requirements for academic research, considering aspects related to language, writing style and lay-out, referencing and citation style (Harvard). Finally, the students will learn how to select the appropriate methodology for use in the field of development research and will be able to write a comprehensive research proposal followed by a research project.
BSTA575	Statistics for Decision Making	3	This course provides an in-depth understanding to probability, decision theory, and statistical inference with emphasis on solutions to actual business problems. After developing a foundation in probability theory, this course will extend this foundation to a set of methodologies for the analysis of decision problems. Furthermore, this course examines structures for managerial decision making under conditions of partial information and uncertainty. The examination of the use of statistical techniques in managerial decision-making processes, including, confidence intervals, hypothesis testing, quality control, linear and multiple regression will be applied in realistic case situation. Moreover, this course intends to equip MBA students with the technical know-how using the SPSS software.