

Master's Degree Studying Plan in Business Administration (MBA)

Thesis Track

First: General Rules and condition

1. Master's degree studying plan should be within the general framework of the master's program.
2. specializations and Majors offered by this program include:
All specializations

Second: special Terms

None

Third: The Master's degree studying plan consists of (33) Cr. hrs

A) Obligatory courses (15 Cr.hrs)

Course No	Course Title	Cr. H	Weekly Hours		Pre-Req
			Lecture	Lab	
503069712	Organisation Theory	3	3	-	-
503069720	Managerial Accounting	3	3	-	-
503069704	Advanced Financial Management	3	3	-	-
503069703	Advanced Marketing Management	3	3	-	-
503069702	Research Method in Business	3	3	-	-

B) Elective courses : select (9 Cr. hrs) from the following:

Course No	Course Title	Cr. hrs	Weekly Hours		prerequisite
			Lecture	Lab	
503069790	Special Topic in Management	3	3	-	-
503069755	Strategic Management	3	3	-	-
503069722	Organisation Behaviour	3	3	-	-
503069718	International Business Management	3	3	-	-
503069715	Human Resource Management	3	3	-	-
503069719	Production Operation Management	3	3	-	-

C) Thesis (9 Cr.hrs) (503069799)

**Master's Degree Studying Plan in Business Administration
(MBA)
Comprehensive Track**

First: General Rules and condition

1. Master's degree studying plan should be within the general framework of the master's program.
2. specializations and Majors offered by this program include:
All specializations

Second: special Terms:None**Third:** The Master's degree studying plan consists of (33) Cr. hrs**A) Obligatory courses (21 Cr. H)**

Course No	Course Title	Cr. H	Weekly Hours		Pre-Req
			Lecture	Lab	
503069712	Organisation Theory	3	3	-	-
503069715	Human Resource Management	3	3	-	-
503069720	Managerial Accounting	3	3	-	-
503069716	Research Project	3	3	-	-
503069702	Research Method in Business	3	3	-	-
503069703	Advanced Marketing Management	3	3	-	-
503069704	Advanced Financial Management	3	3	-	-

B) Elective courses (12 Cr. H)

Course No	Course Title	Cr. hrs	Weekly Hours		prerequisite
			Lecture	Lab	
503069719	Production Operation Management	3	3	-	-
503069721	Management Information System	3	3	-	-
503069722	Organisation Behaviour	3	3	-	-
503069790	Special Topic in Management	3	3	-	-
503069718	International Business Management	3	3	-	-
503069755	Strategic Management	3	3	-	-
503069717	Project Management	3	3	-	-

C) Comprehensive Exam (503069798)

Master's Degree Studying Plan in Business Administration (MBA) Course Description

Research Method in Business

503069702

This course provides student with an opportunity to formulate a research question, design a study or studies, obtain and analyze data, and write a manuscript, as well as introduction to available resources, proper citation and a style formats, proper presentation formats and techniques, and research. An exposure to issues and techniques of questionnaire and survey development, instrument design and selection, psychometric, and qualitative methods in the context of research project, formulating hypotheses, methods of data collection, preparing, analyzing, and interpreting results with the use of SPSS. Students are required to prepare appropriately documented research paper, and will present their prepare to the class. This course must be taken as the first course in the MBA program.

Strategic Management

503069755

This course examines advanced themes and issues in the theory and practice of strategic management. Embedded in the critical examination of competitive advantage as derived from sources internal and external to the firm, this subject is designed to provide students with an appreciation of strategic management as a value-added approach to conceptualising the firm and its environment in pursuit of optimum rewards. Drawing on rich and varied theoretical traditions, contemporary research and case study analysis, students will progress through a variety of process, content and contextual considerations to secure an advanced perspective of the strategic management discipline. Broad topics include strategic change, strategy formation and implementation; business, corporate and network level strategies and examination of industry, organisational and international contexts. Within these broader topics such issues as innovation and dynamic capability theory will be investigated.

Advanced Marketing Management

503069703

This course introduces the basic concepts and theories of marketing. An understanding of the application of marketing theories, concepts, and practices as they relate to the management of the marketing function in a complex organization, emphasis will be on the managerial aspects of marketing plans, including analysis of the external environment. A KEY element of the course will include the relationship of the "marketing mix" to strategic planning. student will learn about competitive analysis, market segmentation, consumer behavior, and marketing research. Product, pricing promotion, distribution, and marketing strategies are covered. Material will cover both domestic and international aspects OF marketing Pricing, promotion, distribution, and marketing strategies are covered. Material will cover both domestic and international aspects of marketing Learned to develop decision making skills for marketing. Topic include, but are

not limited to modern marketing concepts and orientations, as well as management of marketing activity , decision-making, problem –solving and case studies, the practice of strategic marketing concepts and their adjustment to the business environment , current theoretical approaches in marketing consumer and organizational buying , consumer and planning in marketing environment segmentation, targeting and positioning ,market and product planning product development life cycle , and improvement designing pricing policies and distribution promotion systems and techniques, communications and advertising ,negations , bargaining , marketing research .managing the sales force and understanding ethics, and marketing information systems.

Organisation Behaviour

503069722

This course introduces the study of human behaviour in organisations, considering both the individual and contextual determinants of that behaviour. This course defines and deepens student understanding of the behaviour of individuals and groups within the organisation and behavioral patterns of these factors and subjective effects such as attitudes and motivation, etc. as well as the determinants of organizational behaviour such as work design, organizational structure, communications etc. Topics include but are not limited to: motivation; cognition; individual differences; leadership and teams; organizational structure; technology; and environment

Advanced Financial Management

503069704

The objective of the course is to provide the student with the tools required to understand modern finance. The student will be provide with an introduction to both theory and practical applications in financial decision – making .Topics include the time value of money , capital budgeting the trade-off between risk and return asset pricing, security valuation, capitol structure, dividend policy, put and call options, short-term, intermediate-term and long term financing, working capitol management, and corporate restructuring.

Managerial Accounting

503069720

This course focuses on the role of the accounting function external to organizations. It takes a broad view of financial accounting and reporting encompassing virtually any external information or incentive system. This course introduces students to various costing systems in the manufacturing and service sectors, the different types of cost behaviour and their uses for decision making and planning via cost-volume-profit analysis. It further considers relevant costing in relation to pricing decisions, joint cost and service department cost allocations, budgeting, variance analysis, responsibility accounting and use of accounting measures for evaluating managerial and divisional performance. The course also emphasises strategic importance of aligning accounting systems to firm technologies and goals course also emphasises strategic importance of aligning accounting systems to firm technologies and goals

Management Information System

503069721

This course will introduce the fundamental concepts of information systems and how they support management and operations in the modern business environment. The spectrum of information technology tools used in business will

be discussed, along with selected applications. The role of technology and e-Business across various business disciplines will be examined. Topics include, but are not limited to, strategic applications of technology, technology trends, management of information resources, integration of business processes through Enterprise Resource Planning systems, e-Business models and strategies, building and protecting information systems, and others. This course leads students to recognise the need for continuing professional development and imparts an understanding of professional, ethical, legal, security and social issues, and responsibilities in information technology

Project Management

503069717

This course provides students with a holistic, integrative view of the basics of project management that are generally recognised as good practices. This course aims at covering the planning, organising, staffing, leading and controlling functions for successful implementation of various projects. This course deals with identification and solution for major problem areas within these functions. Topics include, but are not limited to, how projects contribute to the strategic goals of the organisation, processes for selecting and identifying projects that best support the strategy for particular organisations. This can be supported by the technical and managerial processes made available by the organisation to bring projects to completion, role of a project in organisations, project management tools, techniques, and interpersonal skills necessary to orchestrate projects from start to finish

Human Resource Management

503069715

The course intends to develop the student capacity to understand and analyse challenges that organisations and human resource management currently face in a fast-changing global context and to explore options on how to deal with these. The course focuses on organising human resource functions in large companies in a globalised world. The approach is cross national, with the analysis of challenges related to multinational global activities and international developments. Topics include, but are not limited to, job analysis, planning, recruiting, selection, orientation, training and development, performance appraisal, compensation and benefits, dispute resolution, strategy and HRM; HR philosophy and policy; planning, recruitment and selection: training and development; reward management and performance appraisal; organisational change and HRM (e.g. towards a sustainable and/or responsible organisation); employment ethics and employee relations; and sustainable HRM (e.g. work-life balance, health), and legal frameworks for both the non union and union environments

International Business Management

503069718

This course analyses advanced theories and develops applications relevant to present day developments in international business, enabling students to apply analytical tools to inform global strategy formulation and execution, and to assess outcomes. In particular, the course addresses issues regarding international business theory, strategy and management concerns, the influences of economic, political, legal and cultural environments on international business operations and management. Such factors as religion, beliefs, language, legal and political factors

that influence management decision-making and strategies for dealing with them are discussed. Topics include but are not limited to: overview of international business theory; globalisation versus regionalisation; internationalisation process model; theories of multinational enterprise; international joint ventures; ethical concerns; and corporate social responsibility.

Production Operation Management

503069719

This course addresses a broad-spectrum of issues related to the design, planning, control and improvements of business operations for both manufacturing and service organisations. The focus is on providing a basic understanding of the operations management function. The coverage encompasses understanding the operations management function in different contexts, analysing typical decision problems in business operations, and enhancing linkages with other business functions. Topics covered include operations strategy, analysis and design of business processes, product and service design, process design, planning and control, project and quality planning, inventory control, quality control, materials requirement planning maintenance, just-in time system, forecasting, inventory and supply chain management, design of production lines, multi-stage production and distribution problems (including facilities location), models dealing with the effect of variability in the production environment, and decision tools for management including tools for understanding and managing uncertainty in business. A variety of tools are employed and key tactical and strategic imperatives that concern managers are emphasised throughout the course.

Research Project

503069716

Students work individually to undertake a project in one of the recent management issues. Students should submit a preliminary project title and scope of work to the instructor of the course to ensure that the topic is both appropriate and feasible within the time constraints of the course. The project should be submitted in a written report to the instructor at the end of the course.

Organisation Theory

503069712

Modern theories of organisation, organizational goals, organisation design, technology in organisation, power, authority, political behaviour and organisation; organizational conflict and innovation; change in organisation; management; organizational innovation and change; technological change and organizational restructuring; global competition; organizational culture; employee involvement, participative managements, and team systems; total quality management; and organizational control, communication and conflict. Particular attention will be devoted to the implications of information technology and management information systems for the structure and design of the 21st century organisation.

Special Topic in Management

503069790