

Business Management Course Description

ENGL103:

This is an introductory course that prepares the students to communicate in correct English for academic and professional purposes. Students enhance their reading, writing, listening as well as speaking skills through classroom activities and compose ideas in varied specified formats. This course will help the students to develop contextual analysis, team work, word processing, documentation and professional communication.

ENGL104:

This is a course that develops the interpretative skills related to listening, speaking, reading and writing tasks that constitute professional communication. This course covers a process-based approach namely brainstorming, drafting, developing, revising as well as editing in writing and speaking tasks, plus skimming as well as scanning for the interpretation of the text in reading and listening tasks systematically. This course helps the students describe events, make comparisons and express their preferences and recommendations.

ENGL202:

This is a course in English as a foreign Language that builds upon the critical, analytical and research skills to prepare students for future academic study. This covers compiling reviews, reports, notes, summaries, presentations as well as cite references. This course develops the students' academic reading strategies, ability to differentiate literal and inferential meanings plus competent speaking skills to defend their observations.

GS102:

This course is divided into three sections:

Section 1: An entry point for creative thinking, in this section the student learns about the intellectual background and theoretical aspects of creative thinking, namely:

1. Analysis of the concept of creative thinking.
2. A study of the components of creativity, and its constraints.

Section 2: Creative Thinking Skills, in this section the student recognizes the queens of intellectual creativity, in order to train them and learn to employ them in various aspects of life.

Section 3: Creative Thinking Tools, tools designed to facilitate creative thinking processes, including: Forced Fit Tool, Ratings List Tool, Ideas Processing Tool, All Factors Consideration Tool, Global and Inclusive tool, fragmentation and division tool, balancing power tool, abstraction ladder tool, brainstorming tool, scumper tool, morphological matrix tool, rolling stone tool, concept opposition tool, six-hat tool for thinking.

GS111:

Study the basics of Arabic language formulation and installation and the meaning and significance and fullness, and address its methods of reading and tasting da, and showing its aesthetic characteristics

Its semantic and expressive values are through texts dealing with literary races.

GS133:

The course deals with Bahrain's location and importance through the ages, also highlights Bahrain's geographical characteristics and focuses on the history of Bahrain.

Old, intermediate, modern and contemporary, highlights developments and political, economic, social and cultural transformations down to a statement

The importance and achievements of the contemporary state.

IT 102:

This is an introductory course focusing on fundamental concepts of computer hardware and software and familiarizes with a variety of computer applications, including word processing, spreadsheets, databases, and multimedia presentations. This course covers the internet-based applications, working with email and browsing the websites. This course helps the students to learn basic computer Application.

LAW106:

This course deals with basic human rights concepts in international law, global conventions, treaties and recommendations emanating from conferences.

International gatherings, as well as the study of fundamental rights and freedoms under international conventions and the protection of individuals under constitutions

The Universal Declaration of Human Rights.

ACCT 111:

This is an introductory course in accounting which focuses on basic accounting principles and concepts. This course covers the mechanics of accounting cycle, recording journal, ledger entries, trial balance, and balance sheet. This course helps the students to prepare financial statements in accordance with International Financial Reporting Standards.

ACCT 112:

This is an introductory course which is based on Financial Accounting- I. This course covers accounting for merchandising, inventories, cash, plant assets and current liabilities. This course will help the students to become familiar with the implications of international financial reporting standards (IFRS).

ACCT 216:

This is an introductory course which helps the students to understand the principles, concepts and practices of cost and management accounting. This course covers classification of manufacturing and non-manufacturing cost, cost accumulation and allocation, job order and process costing systems, activity-based costing, budgeting and variance analysis. This course will help the students to prepare cost statement for manufacturing and nonmanufacturing concerns, income statement and budgets.

ECON 101:

This is an introductory course on the basic economic concepts, principles, and analytical techniques necessary for understanding and evaluating the market economy. The course covers topics on the fundamental principles of microeconomics, demand and supply, theories of the firm and individual behaviour and models of market structure. This course will strengthen the students' microeconomic way of thinking in dealing with contemporary policy issues.

ECON 203:

This is an intermediary course in Economics which focuses on the aggregate behaviour of households, firms, government or the economy. The course covers topics on gross domestic product, national income, unemployment, inflation, CPI, economic growth, business cycle, monetary system, aggregate supply and demand, and macroeconomic policies. This course will help the students to develop fundamental knowledge on the economic analysis of macro-economic problems facing modern society.

FIN 210:

This is an introductory course in finance which deals with the scope and objectives of the financial management. This course covers the analysis of financial position, financial forecasting, capital budgeting decision, working capital management and leverage analysis. This course will help the students to analyze the financial statements and make financial decision.

FIN 323:

This is an intermediate course which focuses on the concepts and principles of Islamic finance and banking. This course covers musharaka, mudaraba, murabaha, istisna, salam, ijarah and takaful. This course helps the students to recognise the turbulence in conventional financial markets which has required a consideration of Islamic finance as an alternative financial system.

LAW 203:

This is an intermediate course which emphasizes on the needs for various branches of law, sources of business law, and commercial law. This course covers definition of law and its origin, Islamic commercial law and its significance. This course helps the students to understand MENA Laws, Middle East legal system and relevance of the Labour Market Regulatory Authority.

MATH 104:

This is an introductory course which focuses on the basic mathematical skills needed to understand, analyse, and solve mathematical problems related to business, finance, and investment decision-making. This course covers topics on simple and compound interest, bank discount, annuities, debt amortization, sinking funds and mathematics of buying. This course will help the students to take advance courses in Business Statistics and Quantitative Methods.

MGT 102:

This is an introductory course on management. This course covers the basic concept, functions different business formats, industry and organizational structure, vision and mission. This course will help the students to gain knowledge on contemporary business, its purpose, formation, organizational structure and its culture.

MGT 213:

This is an intermediate course, which focusing on important concepts and theories of entrepreneurship. This course covers evolution, roles, social responsibilities of entrepreneurs as well as entrepreneurial process, business plan and entrepreneurial marketing. This course helps the students to acquire entrepreneurial skills.

MGT 323:

This is an advanced course focusing on the ethical dimensions of business decisions. This course covers concepts and theories, ethics in various functional areas, ethical decision-making, corporate governance and social responsibility. This course helps the students to examine issues and conflicts, that have ethical implications that typically arise in business.

MGT 441:

This is an advanced course focusing on the objectives, corporate mission, goals and their place in the strategic operation of a company. This course covers cultural, ethical, political, and regulatory issues of business environment and the need for leadership for successful management of strategic change. This course helps the students to comprehend the role of the chief executive and the board in strategic planning.

MKT 201:

This is an introductory course focusing on marketing theories and methods. This course covers importance of marketing, interrelationship of different phases of marketing, differences between the marketing of goods and services. This course helps the students to understand the process of wholesaling, retailing, pricing strategies, analysis of markets, advertising and promotion, and distribution.

QM 203:

This is an intermediate course which focuses on the basic concepts of statistics. This course covers probability distribution, sampling distribution, methods of data collection and statistical procedures as applied in practical business and managerial decision-making problems. This course will prepare students to utilize analytical tools needed to make informed business decision using statistical data.

QM 204:

This is an advanced course which focusses on the concepts of quantitative approaches in business. This course covers linear programming, network analysis, queuing analysis, forecasting and decision analysis. This course will help the students to apply the quantitative methods to diverse business problems.

RES 302:

This is an intermediate course on business research. This course covers the areas such as business research process, development of research design and hypotheses, sampling techniques, data collection and preparation of research report. This course helps the students to identify and apply appropriate research methodologies to plan, conduct and evaluate basic research in the organization.

MGT319:

This course provides students with insight on key aspects and challenges of small and medium sized enterprises (SMEs). It emphasizes the opportunities and challenges of internationalization strategies of SMEs. It introduces the strategic evaluation tools for different entry-mode operations in domestic and foreign markets. It assesses the competitive positioning of SMEs in the country, region and global markets.

MGT 403:

This is an advanced course, which focuses on the evolution of key AI technologies for the Business Manager, and how AI technologies have developed and transformed industry and business from the managerial perspective. This course covers potential use of AI in organizations, Ethical and future presence of AI, Big Data and Analytics, Cloud Computing, M-Commerce and SMACS (social, mobile, analytics and cloud) Technologies for Business. This course helps the students to understand the importance of artificial intelligence and digital technology in organizations.

MGT 315:

This is an advanced course on project management. This course covers concepts, solutions that support the planning, scheduling, controlling, resource allocation for managing project. This course helps the students to learn project scope, time and cost management, quality management, human resource considerations, communications and performance measurement activities required for successful completion of a project.

MGT 202:

This course focuses on important concepts and theories of organizational behaviour. Organisational behaviour is explored at three basic levels –individual, group, and that of the organisation. Key theories are developed and considered from a psychological and a sociological perspective. An overarching theoretical framework is presented to promote understanding of associations amongst the various theoretical perspectives of behaviour in organisations.

MGT 301:

This is an intermediate course which deals with the management and analytical concepts and tools for the management of operations and the decision-making process. This course covers operations management framework, quality management, demand and supply planning, inventory deployment and control, and transportation networks optimization. This course helps the students to perform the quantitative analysis necessary to understand the management issues in order to make good operational decisions within the supply chain.

MGT 302:

This is an advanced course which provides a fundamental, yet comprehensive, coverage of total quality management. This course covers principles and practices, tools and techniques used to measure and ensure the overall picture of quality management in the production of goods and services. This course helps students to understand employee involvement, concepts of continuous improvement and total productive maintenance.

MGT 322:

This is an advance course which deals with the international business concepts, growth and theories of international trade. This course covers importance of international business, globalization, legal, technological, accounting, political and environmental impacts on international business and international business opportunities. This course helps the students to explore different modes of international business.

MGT 324:

This is an intermediate course which examines the responsibilities of human resources managers, the acceptance and integration of the human resources function. This course covers concepts of HRM, human resource planning, training and development, performance appraisal, employment benefits, separation process and other relevant current issues. This course helps the students to have an understanding of HR functions, human resource information system and employee appraisal process in an organization.

MGT 331:

This is an intermediate course, which focuses on the ways that enable people in business to make optimal decisions. This course covers decision making principles, procedures, techniques & frame work of ethical decision making. This course helps the students to implement business decision making.

MGT 419:

This is an advanced course on knowledge management. This course covers areas such as knowledge management paradigm, models, implementation, tools, applications and artificial intelligence. This course will help the students to identify knowledge workflows, practices and strategies of the organizations.

MGT 424:

This is an advanced course designed to provide analytical perspectives and knowledge about leadership. This course covers theories, strategic leadership, leadership behaviour, roles and functions in dynamic workplaces. This course helps the students to emphasize leadership as a force in addressing problems and issues in society.

MGT 487:

Industrial Training is a practical course; the students work in private/ public/ government companies. This course provides the motivation for students to comprehend and appreciate real-life working experiences. Students may realize their ambition and ascertain their career path from the experience gained during industrial training. The course provides students the opportunity to meet and network with people in the industry, and the opportunity to identify talents and potentiality of workers. Students may also get the opportunity to specialize in niche area.

MGT 499:

This undergraduate project course is designed to recognize and understand the business processes and problems. This course covers review of literature, formulation of research design, data collection, analysis and interpretation of the results in the area of business management and submission project report. This course helps the students to develop research and analytical skills.

MIS 313:

This is an intermediate course, which focuses on management information systems (MIS). This course covers fundamental concepts, types and applications of information system. This course helps the students to understand the importance of management information systems in organizations.

MKT 202:

This is an intermediary course which deals with the role of marketing management in the formulation of business strategy in an organization. The course covers marketing management strategies, customer value and loyalty, international marketing; and marketing environment. This course helps the students to enhance critical thinking, communication skills, and leadership skills

Elective Requirements:

MGT 435:

This is an advance course which deals with logistics and management of supply chains, from incoming raw materials to final product delivery. This course covers logistics distribution, transportation, international logistics, inventory control, sustainable logistics practices, key performance indicators, and an introduction to logistics technology that includes RFID and ERP systems. This course helps the students to perform on supply chain network design, facility planning, capacity planning, information technology, and global issues in supply chain management.

MGT 437:

This is an intermediate course focusing on current and significant issues in business. This course covers existing theories, practices, leadership management, organizational issues, leadership styles, and ethical principles. This course will help the students to identify current issues, problems, customer service, situational leadership, and working culture in teams.

MGT465:

This is an advance course on organizational change and development. This course covers the concepts tools, and techniques and their application with various organizational development. This course will help the students to analyse and develop recommendations for improving organizational performance.

MKT 403:

This is an advanced course focusing on the formulation of market research plan. This course covers marketing research process, data collection and research design. This course helps the students to apply communication approaches that enable explanation of how research applies to strategy, including its significance to marketing product design and development.

MKT437:

This is an advanced course which provides an overview of consumer behaviour, system of factors affecting consumer behaviour, market segmentation, target market, motives, and stimuli in relation to consumer's personality, perception and positioning. This course will help the students to analyze how behaviour is influenced by learning and experience; how the attitude of consumers might be changed and the family and individual influences on decision-making.

MKT 439:

This is an advanced course focusing on problems commonly encountered in marketing services and strategies specific to marketing of services. This course covers designing and managing services, pricing, revenue management, and positioning services. This course helps the students to have an understanding of the unique challenges inherent in managing and delivering quality services.

MKT 443:

This is an advanced course focusing on competence in researching trade laws and regulations in other markets. This course covers planning, organization, control of global marketing operations, global market entry strategies, export and import management. This course helps the students to develop the analytical ability to make marketing decisions.

ACCT 435:

This is an advance course in finance an accounting. This course covers securities basic income tax computation, property transactions, taxes and investment and financing decisions. This course will help the students to make financial decision considering the tax issues for taxpayers including individuals and businesses.

FIN 473:

This is an advanced course focusing on financing the new and innovative businesses and the use of venture capital as a source of finance. This course covers the Evaluating Entrepreneurial Opportunities, qualitative framework for evaluating an entrepreneurial firm; Quantitative Valuation, DCF, and the venture capital Model. Evaluating high growth startups, evaluating a spinoff opportunity. This course will help the students to understand the challenges facing entrepreneurs seeking early-stage funding, and how these challenges can be overcome.

MGT 477:

This course is an advanced course on Banking. This course covers the areas such as financial services, conventional and Islamic banking, customer relationship management, deposit and loan services, risk management and the management of technology. This course helps the students in demonstrating how management techniques are applied for effective customer relationships, credit management, risk management, investment management, FOREX, and management of technology in a globalised era.