



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

BADB2301	DATABASE FOR SMALL BUSINESS	3 Credit Hours
Prerequisites:	None	
Goal	To provide students with a knowledge of technical and managerial aspects of the widely used database applications in business.	
Objectives	Outcomes	
<p>The course should enable the student to:</p> <p>Understand the role of database systems in information systems.</p> <p>Through introducing the concepts and types of computer database examine theoretical and pragmatic ideas underlying relational database and discuss certain other aspects of the database systems –recovery, concurrency, security, and integrity.</p> <p>Identify the types of the problems for which database management system can supply solutions.</p>	<p>The students should be able to:</p> <ol style="list-style-type: none"> 1. Identify the types of the problems for which database management system can supply solutions. 2. Learn basic design principals in database. 3. Describe the principles of database design and apply them 4. Identify and describe strategies for data entry and integrity. 5. Determine the method for organizing and recording the data. 6. Aware of underlying concepts and skills of data analysis, data modeling, normalization and principles and theories of a relational database. 7. Identify primary and secondary keys and indexes. 8. Define the operational concerns; include security issues for database management. 9. Carry out logical and physical database design. 10. Discuss the capabilities and limitations of database management software particularly Microsoft access, Tally, SPSS etc. for implementing data management. 	



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BAEC 2204	Principles of Macroeconomics	3 Credit Hours
Prerequisites:	BAEC1203 Principles of Microeconomics	
Goal	The goal is to equip students with a basic understanding of microeconomic concepts which will help them to study the behavior of the individual economic decision units like households and firms. The course is also expected to familiarize the students with fundamental economic issues and problems in a real world scenario and develop application skills in the same.	
Objectives	Outcomes	
The course enables the student understand the key aspects and areas of Macroeconomics to be able to develop overall knowledge of large – scale economic phenomena.	<ol style="list-style-type: none"> 1. Introduction to macroeconomics 2. National income and related aggregates 3. Measurement of national income: <ol style="list-style-type: none"> a. Product method / added value b. Income method c. Aggregate expenditure method 4. Aggregate demand & aggregate supply, and equilibrium <ul style="list-style-type: none"> • AD=AS method , the unity of Saving = Investment method 5. Determination of income and employment 6. Consumption, saving function 7. Concept of multiplier 8. Excess and deficit demand <ul style="list-style-type: none"> • Inflationary gap, deflationary gap the macro problems resulting in each • Consumer price index and Inflation (to be taught by the teacher in the class) • Fiscal and monetary policies 9. Money meaning and functions 10. Banking system 11. Foreign exchange rate 	

BAFI 2210	Financial Institutions and Services	3 Credit Hours
Prerequisites:	BAFI 1209 Financial Management	
Goal	To introduce the students to the wider financial services sector and its component institutions. Also, it will equip students with knowledge of the wide range of financial institutions currently available and their main functions	
Objectives		Outcomes
<p>This course should enable the student to:</p> <ol style="list-style-type: none"> 1. Understand the role of financial institutions. 2. Understand interrelationship between providers of financial services. 3. Understand the characteristics of financial institutions. 4. Understand the operations of financial institutions. 5. Appreciates the role of intermediaries. 6. Understand the legal framework of financial institutions. 7. Understand the non-banking financial intermediaries. 		<p>The students should be able to:</p> <ol style="list-style-type: none"> 1. Recognize the terminology of finance and the financial matters. 2. Identify the role of non-bank and bank institutions in capital markets. 3. Identify the role of non-bank and bank institutions in money markets. 4. Analyze the financial markets with a framework of flow of funds. 5. Recognize the functions of the financial markets and their link with savings. 6. Identify the role of non-banking financial intermediaries and their functions. 7. Identify the modern method of financial services.



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BAHR2100	ORGANISATION BEHAVIOUR	3 Credit Hours
Prerequisites:	BAMG1207-PRINCIPLES OF MANAGEMENT	
Goal	To provide students with a basic knowledge of the management of organizations. The subject will explore the role of a manager, developing reasoned and practical insights into influence on the behavior of people and organizations.	
Objectives - This course should enable the student to:	Outcomes - A student who satisfactorily complete the course should be able to:	
<p>1. Learn about the key theories of organizations behavior, managerial skills & organization's politics.</p> <p>2. The course will also introduce the students to the high level applications of organization behavior.</p>	<p>The students should be able to:</p> <ol style="list-style-type: none"> 1. Define the role of a manager. 2. Appraise the politics of an organization in terms of motivation, communication & leadership styles. 3. Analyze applications and issues of organization behavior 4. Develop insights on factors that influence the behavior of people in organizations 5. Analyze the reasons of conflicts in organizations and suggest solutions. 6. Recognize the importance of group dynamics, interpersonal communications & individual power. 	



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BAHR2204	COMPENSATION AND BENEFITS	3 Credit Hours
Prerequisites:	BAHR2101-HRM	
Goal	To provide a solid understanding of the art of compensation practice and its role in promoting companies competitive advantages.	
Objectives This course should enable the student to:	Outcomes - A student who satisfactorily complete the course should be able to:	
1. Examine the context of compensation practice. 2. Understand the criteria used to compensate employees. 3. Understand the compensation system design issues. 4. Know the contemporary challenges that employers face in designing compensation systems.	1. Define basic compensation concepts and context of compensation practice. 2. Recognize the changing compensation environment. 3. Differentiate between strategic and tactical compensation 4. Identify factors that influence companies' compensation practices 5. Evaluate the effectiveness of compensation strategies 6. Identify the considerations of designing incentive pay. 7. Design the salary surveys 8. Recognize the market factors' impact on compensation practices 9. Design the compensation surveys	



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BAMG 2111	ENTREPRENEURSHIP	3 Credit Hours
Prerequisites:	None	
Goal	The course is design to prepare the diploma level students of various academic backgrounds for business venturing and entrepreneurial activity. Students will apply their own business ideas and assessing them using knowledge and skills acquired during the course.	
Objectives	Outcomes	
<p>This course should enable the student to:</p> <ol style="list-style-type: none"> 1. The student will be exposed to the theory as well as the practical experience associated with entrepreneurship. 2. The students will be able to develop clear and structured understanding of a business plan with support systems available to new business ventures. 	<p>A student who satisfactorily complete the course should be able to:</p> <ol style="list-style-type: none"> 1. Develop the basic concepts of entrepreneurship, its traits and types. 2. Develop clear identification of creativity and innovation in entrepreneurship and their impact on the Oman's economy 3. Explain small business and identify the industries in which smallest firms are established 4. Compare the advantages and disadvantages of small business. 5. Utilize Feasibility Plan as a tool to test a business model to ensure its viability 6. Articulate and develop a new business in a well-written venture plan 7. Explore the opportunities for entrepreneurship in Oman in Govt & Pvt. sectors 	



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PHIL3108	BUSINESS ETHICS	3 Credit Hours
Prerequisites:	None	
Goal	To equip student with the highest ethical standards that will guide him or her through real life dilemmas.	
Objectives	Outcomes	
<p>This course should enable the student to:</p> <ol style="list-style-type: none"> 1. Understand the concept of ethics & value 2. Understand Islamic and Omani values 3. Understand, appreciate and respect ethnic and cultural diversity 4. Gain the highest work ethics. 	<p>A student who satisfactorily complete the course should be able to:</p> <ol style="list-style-type: none"> 1. Define the concept of values 2. Define how values develop 3. Define the concept of ethnic and cultural diversity 4. Understand the importance of ethics, cultural diversity for society 5. Understand the effects of religion and society on values 6. Understand the effects of Islamic and Omani values on work ethics 7. Work with people from different ethnicities/cultures 8. Function in a moral and ethical manner in his/her life 	