



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

BAEB 2203	Ecommerce for Business	3 Credit Hours
Prerequisites:		
Goal	This course covers the technological concepts, and the activities of design and implementation of a typical e-commerce application.	
Objectives	Outcomes	
<p>The course should enable the student to:</p> <p>Gain hands-on experience in the design and implementation of an e-commerce, using a development platform such as Site Server.</p>	<p>A student who satisfactorily complete the course should be able to:</p> <ol style="list-style-type: none"> 1. Describe what electronic commerce is, how it is being conducted and managed, and what are the major opportunities, limitations, issues and risks. 2. Give a brief knowledge about Internet infrastructure, strategy formulation and implementation, technology concepts, public policy issues, and capital infrastructure in order to make effective business decisions. 3. Present a framework for the study and practice of e-commerce with business strategy at the core surrounded by four infrastructures: <ul style="list-style-type: none"> The technology infrastructure that underlies the Internet. The media infrastructure that provides the content for businesses. The public policy regulations that provide both opportunities and constraints, And the capital infrastructure that provides the money and capital to run the businesses. 4. Explore the core concepts of New Economy strategy and associated enablers enriched by a wide variety of examples, case studies, and explanations culled directly from practice. 5. Link-ups between different e-commerce sites. 	

- | | |
|--|--|
| | <ol style="list-style-type: none">6. Apply security and legal issues on doing business with e-commerce.7. Apply transaction integrity, electronic payment systems, internet marketing, retailing, corporate finance, intranets, supply chain management, and manufacturing.8. Study the models like B2B, B2C, G2C, P2P transaction, component based designs. |
|--|--|



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

BAHR 3106	Training and Development	3 Credit Hours
Prerequisites:	NONE	
Goal	To provide students with a comprehensive practical approach of training and development in order to acquire both skills and knowledge of this important function of HRM	
Objectives	Outcomes	
<p>The course should enable the student to:</p> <p>The course will enable students to understand the strategic and tactical role of HRM training and development function. Students will become familiar with modern methods and techniques of training and development.</p>	<p>A student who satisfactorily complete the course should be able to:</p> <ol style="list-style-type: none"> 1. Recognize the role of training and development function in any organization. 2. Experience and explore training activities 3. Identify the current trends and issues in training and development 4. Differentiate between training and development and address their functions in modern organizations 5. Recognize the training challenges and suggest ways to face them 6. Apply downsizing strategies 7. Evaluate the training programs 8. Design the training program 9. Work individually and in a team 	



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

BAFI3211	Banking Theory and Practice	3 Credit Hours
Prerequisites:	BAFI2210 – Financial Institutions And Services	
Goal	To introduce the students to the basic fundamentals of banking and to enable them to have knowledge of banking business and practices.	
Objectives	Outcomes	
This course should enable the student to: Develop an understanding of the banking concepts and operations.	A student who satisfactorily complete the course should be able to: 1. Recognize the common terminology used in banking sector and to have an understanding of the classifications of banks. 2. Recognize the role and functions of central bank 3. Analyse the features and functions of commercial banks 4. Understand the banker-customer relationship and security features of banks in relationship with its clients. 5. Differentiate between the different types of deposit accounts and understand its operation 6. Understand the features of various negotiable instruments in use. 7. Understand the different types of loans and advances made by a banker to his customers. 8. Develop the attributes of a professional banker.	

--	--



AL MUSANNA COLLEGE OF TECHNOLOGY
BUSINESS STUDIES DEPARTMENT

BAHR 3208	International Issues in HRM	3 Credit Hours
Prerequisites:		
Goal	To introduce students to international issues and practices of HRM as they experienced by multinational corporations.	
Objectives	Outcomes	
The course will enable students to understand HRM concepts and functions as they applied in international context. The course will prepare students to take an active role in cross-cultural management	The students should be able to: <ol style="list-style-type: none">1. Apply the knowledge of personnel practices in international context.1. Identify the sources of conflicts in cross-cultural management.2. Work in any HRM departments as they are well-knowledge about HRM functions,3. Define HRM functions (recruitment, selection, training, etc.) as they applied internationally.4. Recognize the labor relations, employment regulations, and overseas compensation as they experienced by multinational corporations.5. Compare the functions of HRM as they vary from a country to a country and how HR departments handle them.6. Recognize the modern developments in HRM practices and activities. Apply the knowledge of personnel practices in international context.	



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

ENGL 1208	Management of Diversity	3 Credit Hours
Prerequisites:	BAHR2101/Human Resource Management	
Goal	To equip students with a knowledge and skills of managing cross-culture differences in an organizations to enable them to perform effectively in any type of organization.	
Objectives	Outcomes	
<p>This course should enable the student to: The course will enable students to understand the theoretical and practical Significance influencing the management of cross-cultural organizations. Students Will be familiar with cultural factors effecting organizations and HRM.</p>	<p>A student who satisfactorily complete the course should be able to:</p> <ol style="list-style-type: none">1. Define the meaning of Management of Diversity.2. Recognize the cross-cultural communications and how to use this type of communication.3. Analyze issues and problems of management of diversity and suggest solutions.4. Identify the culture factors effecting organizations.5. Apply planning methods such as equal employment opportunity and affirmative action.6. Recognize the internationalization process.7. Recognize the design of organizational structures for global operation.	



AL MUSANNA COLLEGE OF TECHNOLOGY

DEPARTMENT OF BUSINESS STUDIES

Course code BAHR3102	Course name TOTAL QUALITY MANAGEMENT	3 of Credit Hours
Prerequisites:	BAMG 1207 : Principles of Management	
Goal	To create the general awareness in the mind of management professionals about the impact of total quality in management. Total Quality Management (TQM) is a management strategy aimed at embedding awareness of quality in all organizational processes. TQM has been widely used in manufacturing, education, government, and service industries, as well as NASA space and science programs.	
Objectives		Outcomes
<p>At the end of the semester, this course should enable the students to:</p> <ol style="list-style-type: none"> 1. To understand Total Quality Management, its applications and components. 2. They also will learn to apply all the concepts learned in this course to a TQM project directly applicable to real workplace situations. 		<p>At the end of the semester, the student who satisfactorily completes the course should be able to:</p> <ol style="list-style-type: none"> 1. Define and apply TQM Concepts and principles 2. Evaluate the requirements of TQM in an organization and form teams for implementations 3. Develop data gathering models 4. Conduct TQM presentations 5. Evaluate the use of TQM initiatives, tools, and 6. Recognize the concept of benchmarking 7. Define the meaning of ISO 9000 8. Recognize the methodologies of continuous

9. Define and apply TQM Concepts and principles

	<p>10. Evaluate the requirements of TQM in an organization and form teams for implementations</p>
--	---

11. Develop data gathering models

12. Conduct TQM presentations

	<p>13. Evaluate the use of TQM initiatives, tools, and techniques in an organization</p>
--	--

14. Recognize the concept of benchmarking

15. Define the meaning of ISO 9000

	<p>16. Recognize the methodologies of continuous improvements, quality assessments, and quality control</p>
--	---