

**Department Audit Degree
Academic Year: 2022 / 2023**

Study Level : Advanced Diploma

Total Major Requirement Credit hrs =	Total Department Requirement credit hrs	Total College Requirement credit hrs =
Total Major Elective Credit hrs = 0	Total Department Elective credit hrs = 0	Total College Elective credit hrs = 0

Total Credit Hrs :

Department Name: Business Studies

Section: Accounting

Specialization: Accounting

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSAC3103	Corporate Accounting II	Major Requirement	3	2	2
2	BSAC3104	Cost Accounting II	Major Requirement	3	2	2
3	BSAC3102	Intermediate Accounting II	Major Requirement	3	2	2
4	UNEN3104	PUBLIC SPEAKING (English III)	University Requirement	3	2	2
5	BSRS3101	Research Methodology	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSAC3210	Audit and Assurance I	Major Requirement	3	2	2
2	BSAC3206	Banking and Insurance Accounting	Major Requirement	3	2	2
3	BSAC3207	Contemporary Issues in Accounting	Major Requirement	3	2	2
4	BSAC3209	Financial Management II	Major Requirement	3	2	2
5	UNJT0011	On Job Training	University Requirement	3	2	2

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Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
6	BSAC3208	Project Appraisal	Major Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

**Section: Human Resource
Specialization: Human Resources Management**

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSHR3104	HR Counselling and Mentoring	Major Requirement	3	2	2
2	BSHR3102	Human Resource Information System	Major Requirement	3	2	2
3	BSHR3103	Management of Diversity	Major Requirement	3	2	2
4	UNEN3104	PUBLIC SPEAKING (English III)	University Requirement	3	2	2
5	BSRS3101	Research Methodology	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSHR3207	Employee Relation	Major Requirement	3	2	2
2	BSHR3208	International HRM	Major Requirement	3	2	2
3	BSHR3210	Managing and Coordinating Training	Major Requirement	3	2	2
4	UNJT0011	On Job Training	University Requirement	3	2	2
5	BSHR3206	Teamwork Management	Major Requirement	3	2	2
6	BSHR3209	Total Quality Management	Major Requirement	3	3	0

**Department Audit Degree
Academic Year: 2022 / 2023**

Section: MARKETING
Specialization: Digital Marketing and Branding

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK3103	Applied Marketing	Major Requirement	3	2	2
2	BSMK3102	Customer Insight	Major Requirement	3	2	2
3	BSDM3105	Managing Brands	Major Requirement	3	2	2
4	BSMK3104	Planning Campaign	Major Requirement	3	2	2
5	BSRS3101	Research Methodology	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSDM3210	Advertising Management	Major Requirement	3	2	2
2	BSDM3208	Digital Marketing Techniques	Major Requirement	3	2	2
3	BSMK3207	Marketing Research	Major Requirement	3	2	2
4	BSDM3209	New Products Development (Services and Experiences)	Major Requirement	3	2	2
5	UNEN3104	PUBLIC SPEAKING (English III)	University Requirement	3	2	2

Section: MARKETING
Specialization: Marketing

Semester 1

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Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK3103	Applied Marketing	Major Requirement	3	2	2
2	BSMK3102	Customer Insight	Major Requirement	3	2	2
3	BSDM3105	Managing Brands	Major Requirement	3	2	2
4	BSMK3104	Planning Campaign	Major Requirement	3	2	2
5	BSRS3101	Research Methodology	Department Requirement	3	2	2

Semester 2

Details of Elective courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNEN3104	PUBLIC SPEAKING (English III)	University Elective	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK3207	Marketing Research	Major Requirement	3	2	2

Section: MARKETING

Specialization: Sales and Retailing

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK3103	Applied Marketing	Major Requirement	3	2	2
2	UNAB4105	Arabic Language Skills	University Requirement	3	3	0
3	BSMK3102	Customer Insight	Major Requirement	3	2	2
4	BSRM4102	Customer Relationship Management (CRM)	Major Requirement	3	2	2

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Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
5	BSMK4105	GRADUATION PROJECT I	Major Requirement	3	0	6
6	BSMK4101	Marketing and Digital Strategy	Major Requirement	3	2	2
7	BSMK3104	Planning Campaign	Major Requirement	3	2	2
8	BSRM3105	Principles of Selling	Major Requirement	3	2	2
9	BSRS3101	Research Methodology	Department Requirement	3	2	2
10	BSRM4103	Sales Management	Major Requirement	3	2	2
11	BSSM4104	Strategic Management	Major Requirement	3	2	2

Semester 2

Details of Elective courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK4210	GRADUATION PROJECT II	Major Elective	3	0	6

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSBL4211	Business Law	Department Requirement	3	2	2
2	BSMK4207	Innovation in Marketing	Major Requirement	3	2	2
3	BSMK3207	Marketing Research	Major Requirement	3	2	2
4	UNJT0011	On Job Training	University Requirement	3	2	2
5	UNJT0011	On Job Training	University Requirement	3	2	2
6	UNEN3104	PUBLIC SPEAKING (English III)	University Requirement	3	2	2
7	BARM3210	Pricing Strategy	Major Requirement	3	2	2
8	BSRM3208	Principles of Retailing	Major Requirement	3	2	2
9	BSMK4208	Resource Management	Major Requirement	3	2	2
10	BSRM4209	Retail Management	Major Requirement	0	0	0
11	BSRM3209	Supply Chain Management	Major Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

Study Level : Bachelor

Total Major Requirement Credit hrs =	Total Department Requirement credit hrs	Total College Requirement credit hrs =
Total Major Elective Credit hrs = 9	Total Department Elective credit hrs = 0	Total College Elective credit hrs = 0

Total Credit Hrs :

Department Name: Business Studies

Section: Accounting

Specialization: Accounting

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNAB4105	Arabic Language Skills	University Requirement	3	3	0
2	BSAC4103	Audit and Assurance II	Major Requirement	3	2	2
3	BSAC4105	Graduation Project I	Major Requirement	3	0	6
4	BSAC4101	Management Accounting II	Major Requirement	3	2	2
5	BSSM4104	Strategic Management	Department Requirement	3	2	2
6	BSAC4102	Taxation Accounting	Major Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSBL4211	Business Law	Department Requirement	3	2	2
2	BSAC4208	Financial Analysis and Control	Major Requirement	3	2	2
3	BSAC4210	Graduation Project II	Major Requirement	3	2	2
4	BSAC4207	International Financial Reporting Standards	Major Requirement	3	2	2

**Department Audit Degree
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Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
5	UNJT0011	On Job Training	University Requirement	3	2	2
6	BSAC4209	Performance Management	Major Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

**Section: Human Resource
Specialization: Human Resources Management**

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNAB4105	Arabic Language Skills	University Requirement	3	3	0
2	BHR4105	Graduation Project I	Major Requirement	3	0	6
3	BHR4102	Human Resource Planning	Major Requirement	3	2	2
4	BHR4103	Performance Management	Major Requirement	3	2	2
5	BSSM4104	Strategic Management	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSBL4211	Business Law	Department Requirement	3	2	2
2	BHR4207	Career Management	Major Requirement	3	2	2
3	BHR4210	Graduation Project II	Major Requirement	3	0	6
4	BHR4209	HR Analytics	Major Requirement	3	2	2
5	UNJT0011	On Job Training	University Requirement	3	2	2
6	BHR4208	Talent Management	Major Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

Section: MARKETING
Specialization: Digital Marketing and Branding

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNAB4105	Arabic Language Skills	University Requirement	3	3	0
2	BSDM4102	Digital Customer Experience	Major Requirement	3	2	2
3	BSMK4105	GRADUATION PROJECT I	Major Requirement	3	0	6
4	BSDM4103	International Marketing	Major Requirement	3	2	2
5	BSMK4101	Marketing and Digital Strategy	Major Requirement	3	2	2
6	BSSM4104	Strategic Management	Major Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSBL4211	Business Law	Major Requirement	3	2	2
2	BSDM4209	Digital Optimization	Major Requirement	3	2	2
3	BSMK4210	GRADUATION PROJECT II	Major Requirement	3	0	6
4	BSMK4207	Innovation in Marketing	Major Requirement	3	2	2
5	BSMK4208	Resource Management	Major Requirement	3	2	2

Section: MARKETING
Specialization: Sales and Retailing

Semester 1

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Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNAB4105	Arabic Language Skills	University Requirement	3	3	0
2	BSRM4102	Customer Relationship Management (CRM)	Major Requirement	3	2	2
3	BSMK4105	GRADUATION PROJECT I	Major Requirement	3	0	6
4	BSMK4101	Marketing and Digital Strategy	Major Requirement	3	2	2
5	BSRM4103	Sales Management	Major Requirement	3	2	2
6	BSSM4104	Strategic Management	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSBL4211	Business Law	Department Requirement	3	2	2
2	BSMK4210	GRADUATION PROJECT II	Major Requirement	3	0	6
3	BSMK4207	Innovation in Marketing	Major Requirement	3	2	2
4	UNJT0011	On Job Training	Major Requirement	3	2	2
5	BSMK4208	Resource Management	Major Requirement	3	2	2
6	BSRM4209	Retail Management	Major Requirement	0	0	0

Study Level : Diploma First Year

Total Major Requirement Credit hrs =	Total Department Requirement credit hrs	Total College Requirement credit hrs =
Total Major Elective Credit hrs = 0	Total Department Elective credit hrs = 0	Total College Elective credit hrs = 3

Total Credit Hrs :

Department Name: Business Studies

Section:

Specialization:

**Department Audit Degree
Academic Year: 2022 / 2023**

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNEN1102	English for Academic Purpose (English I)	University Requirement	3	2	2
2	BSIB1101	Introduction to Business	Department Requirement	3	2	2
3	BSAC1104	Principles of Accounting	Department Requirement	3	2	2
4	BSEC1103	Principles of Economics	Department Requirement	3	2	2
5	BSMK1102	Principles of Marketing	Department Requirement	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSTH1207	Introduction to Tourism and Hospitality	Department Requirement	3	2	2
2	BSFI1206	Principles of Finance	Department Requirement	3	2	2
3	BSMG1209	Principles of Management	Department Requirement	3	2	2
4	BSSL1208	Principles of Supply Chain and Logistics Management	Department Requirement	3	2	2
5	UNEN1203	Technical Writing	University Requirement	3	1	4

Study Level : Diploma Second Year

Total Major Requirement Credit hrs =	Total Department Requirement credit hrs	Total College Requirement credit hrs =
Total Major Elective Credit hrs = 0	Total Department Elective credit hrs = 0	Total College Elective credit hrs = 12

Total Credit Hrs :

Department Name: Business Studies

Section: Accounting

**Department Audit Degree
Academic Year: 2022 / 2023**

Specialization: Accounting

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSAC2103	Cost Accounting I	Major Requirement	3	2	2
2	UNEP2109	ENTREPRENEURSHIP	University Requirement	3	2	2
3	BSAC2102	Financial Management I	Major Requirement	3	2	2
4	BSAC2101	Principles of Accounting II	Major Requirement	3	2	2
5	BSAC2104	Principles of Auditing	Major Requirement	3	2	2

Semester 2

Details of Elective courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNOC2207	Oman Civilization and Man	University Elective	3	3	0
2	UNWE2216	WORKING ETHICS	University Elective	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSAC2206	Corporate Accounting I	Major Requirement	3	2	2
2	BSAC2207	Intermediate Accounting I	Major Requirement	3	2	2
3	BSAC2208	Management Accounting I	Major Requirement	3	2	2
4	BSMS2209	Managerial Statistics	Department Requirement	3	2	2
5	UNJT0011	On Job Training	University Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

**Section: Human Resource
Specialization: Human Resources Management**

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNEP2109	ENTREPRENEURSHIP	University Requirement	3	2	2
2	BSHR2101	Fundamentals of Human Resource Management	Major Requirement	3	2	2
3	BSHR2103	Leadership Theory and Practices	Major Requirement	3	2	2
4	BSHR2102	Organizational Behavior	Major Requirement	3	2	2
5	BSHR2104	Workplace Psychology	Major Requirement	3	2	2

Semester 2

Details of Elective courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNOC2207	Oman Civilization and Man	University Elective	3	3	0
2	UNWE2216	WORKING ETHICS	University Elective	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSHR2207	Compensation and Benefits	Major Requirement	3	2	2
2	BSHR2208	HR Development and Retention (HRDR)	Major Requirement	3	2	2
3	BSMS2209	Managerial Statistics	Department Requirement	3	2	2
4	UNJT0011	On Job Training	University Requirement	3	2	2
5	BSHR2206	Recruitment and Selection	Major Requirement	3	2	2

**Department Audit Degree
Academic Year: 2022 / 2023**

**Section: MARKETING
Specialization: Marketing**

Semester 1

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK2103	Communication in Practice	Major Requirement	3	2	2
2	BSMK2101	Consumer Behavior	Major Requirement	3	2	2
3	BSMK2102	Digital Fundamental in Marketing	Major Requirement	3	2	2
4	UNEP2109	ENTREPRENEURSHIP	University Requirement	3	2	2
5	BSMK2104	Industrial Marketing	Major Requirement	3	2	2

Semester 2

Details of Elective courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	UNOC2207	Oman Civilization and Man	University Elective	3	3	0
2	UNWE2216	WORKING ETHICS	University Elective	3	2	2

Semester 2

Details of Requirement courses

Sno	Course No	Course Name	Course Type	Credit Hrs	Theory Hrs	Practical Hrs
1	BSMK2206	Advertising and Promotion	Major Requirement	3	2	2
2	BSMS2209	Managerial Statistics	Department Requirement	3	2	2
3	BSMK2207	Marketing for Public and NPOs	Major Requirement	3	2	2
4	UNJT0011	On Job Training	University Requirement	3	2	2
5	BSMK2205	Service Marketing	Major Requirement	3	2	2