Department of Business Studies

BAEB 2203	E- Commerce	3 Credit Hours
Prerequisites:	None	
Goal	This course covers the technological concepts, and the activities of design and implementation of a typical e-commerce application	

Objectives	**Outcomes**
Gain hands-on experience in the design and implementation of an e-commerce, using a development platform such a Site Server.	The students should be able to: 1. Describe what Electronic Commerce is, how it is being conducted and managed, and what is 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; 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. 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.

1

جامعة التقنية والعلوم التطبيقية بالمصنعة

University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAHR 3105	Human Resource Information System	3 Credit Hours
Prerequisites:	HRM (BAHR 2101)	
Goal	To provide students with good knowledge and skills in using modern computer applications of HRM in order to enable them to apply this knowledge in any business setting	

Objectives	Outcomes
The course will enable students to examine the role of human resource information systems in the effective management of organizations. Students will learn HRM functions by using software applications and will know the importance of using modern computer applications to foster hands on-experience	The students should be able to: 1. Define and examine the strategic role of HRIS. 2. Apply human resource functions by using computer applications. 3. Use software tools for needs analysis, criteria for selections and evaluations, and decision-making. 4. Analyze HRIS issues in Internet. 5. Examine issues of privacy, security, system integration, and expert systems. 6. Organize employee data bases

جامعة التقنية والعلوم التطبيقية بالمصنعة

University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAHR3101	Managing Troubled Employees	3 Credit Hours
Prerequisites:	BAHR2101	
Goal	To equip the students with both knowledge and skills of managing troubled employees on a macro and micro bases	

Objectives	Outcomes
The course will prepare students to understand, Identify and manage troubled employees. Students will learn how to address the causes and concerns of troubled employees	The students should be able to: 1. Identify the troubled employees. 2. Develop effective policies and procedures to address the causes and concerns of troubled employees. 3. Recognize the legal and ethical issues surrounding the troubled employees. 4. Develop employee assistance programs to help facing the problems of troubled employees. 5. Identify the sources of conflicts and suggest ways to overcome these conflicts. 6. Define the workplace trends related to sexual equality, discriminations, stress, mental illness and workplace violence

BAMA 3113	Research Methodology	3 Credit Hours
Prerequisites:	None	

Goal	• Enhance the students understanding and appreciation of the importance of research in business community. • Enhance the student's independent enquiry and exercise of judgment. • Strengthen student's interaction with the business community. • Enhance student's logical and critical abilities.

Objectives	Outcomes
The course should enable the student to: 1. Understand and appreciate the meaning of research techniques. 2. Learn the scientific methods for conducting research. 3. Learn how to present the results.	The students should be able to: 1. Apply the knowledge and understanding gained 2. Apply the principles of research techniques and methods. 3. Recognize types and sources of data required for conducting a research. 4. Conduct and prepare sampling surveys. 5. Apply scientific methods of data collection. 6. Present survey results in a readable way using tables and graphical methods. 7. Present findings in a properly formatted research reports. 8. Apply the basic principles of quantitative methods. 9. Identify the appropriate technique for each problem 10. Plan and conduct enquiries 11. Present, analyze, & interpret results for decision- making process 12. Explain and report the finding to the management.

BAHR 3106	Training and Development	3 Credit Hours
Prerequisites:	BAHR 2102 (HRM)	
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
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	The students should be able to: 1. Recognize the role of training and development function in any organization. 2. Experience and explore the 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 training programs 9. Work individually and in a team.

جامعة التقنية والعلوم التطبيقية بالمصنعة

University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAFI 3211	Banking Theory and Practice	3 Credit Hours
Prerequisites:	None	
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
The course will enable students to develop an understanding of the banking concepts and operations.	The students 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. Analyze 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.

جامعة التقنية والعلوم التطبيقية بالمصنعة

University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAHR 3208	**International Issues in HRM**	3 Credit Hours
Prerequisites:	BAHR 2101 (HRM)	
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: 1. Apply the knowledge of personnel practices in international context. 2. Identify the sources of conflicts in cross-cultural management. 3. Work in any HRM departments as they are well-knowledge about HRM functions, 4. Define HRM functions (recruitment, selection, training, etc.) as they applied internationally. 5. Recognize the labor relations, employment regulations, and overseas compensation as they experienced by multinational corporations. 6. Compare the functions of HRM as they vary from a country to a country and how HR departments handle them. 7. Recognize the modern developments in HRM practices and activities.

جامعة التقنية والعلوم التطبيقية بالمصنعة
University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAHR 3207	Management of Diversity	3 Credit Hours
Prerequisites:	BAHR 2101 (HRM)	
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 organizations	

Objectives	Outcomes
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	The students should be able to: 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 cultural 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 operations.

ENGL3100 - Public Speaking

ENGL3100	Public Speaking	3 Credit Hours
Prerequisites	None	
Goal	To introduce the student to the principles of public speaking to foster critical thinking and to equip him/her with the skills necessary for producing effective and credible presentations that are suitable for their audiences and purposes.	

Objectives	Outcomes
The course will enable the student to: 1. Understand the basic principles of public speaking 2. Acquire the skills for performing different types of presentations suited to different audiences and purposes 3. Understand the principles of informative speaking and persuasive speaking 4. Be acquainted with the analysis of speeches 5. Understand rhetorical sensitivity and critical thinking	The students should be able to: 1. Develop skills in speech development strategies and delivery techniques 2. Develop skills in rhetorical sensitivity and critical thinking 3. Observe, analyze, critique, and provide feedback on developing speech forms 4. Describe the basic principles of public speaking 5. Organize an informative and persuasive speech 6. Analyze audiences for the purpose of preparing speeches 7. Prepare visual aids proper to the purpose of the speech 8. Describe the different methods of persuasion 9. Perform an introductory speech, a demonstration speech, an informative speech, a persuasive speech, and a special occasion speech 10. Identify and define personal speaking styles to business, government, and industry functions

BAMG 4203	Total Quality Management	3 Credit Hours
Prerequisites:	(BAMG 1207) Principles of Management	
Goal	To introduce students to the methods used to apply principles of total quality management (TQM) in various organizational settings to improve quality and productivity.	

Objectives	Outcomes
The course will enable students to understand Total Quality Management, its applications and components. They also will learn to apply all the concepts learned in this course to a TQM project directly applicable to real workplace situations	The students should be able to: 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 techniques in an organization 6. Recognize the concept of benchmarking 7. Define the meaning of ISO 9000 8. Recognize the methodologies of continuous improvements, quality assessments, and quality control

Learning Outcomes

Course Code: BAPR 3311	Senior Project
	A student who satisfactorily complete the course should be able to: • Apply the relevant knowledge and skills gained from the different courses • Design a comprehensive research proposal • Search for information in the area of study. • Do proper literature review in the area of study and identifying gaps, problems, potential contribution, and objectives for the study • Design a comprehensive and robust research methodology with details on data collection methods (e.g. questionnaire, or interview or existing statistics) • Reflect a solid understanding of different methods for analysis of the data collected via questionnaire, or interview or existing statistics • Review relevant and contemporary empirical papers focusing on analysis, findings, and discussion parts then reflect on how the results/findings and discussion sections are addressed and argued. • Reflect how and what results are anticipated from the conducted project then discuss how it may contribute to the existing knowledge. • Demonstrate communication skills through oral presentations and written reports • Manage his/her time effectively to achieve a time constrained target • Work collaboratively to plan and execute project work or research within discipline of study • Work in a group of students and develop team work skills • Demonstrate a responsible, ethical and professional attitude

جامعة التقنية والعلوم التطبيقية بالمصنعة
University of Technology and Applied Sciences - AL Mussanah

Department of Business Studies

BAMG3312	Teamwork Management	3 Credit Hours
Prerequisites:	None	
Goal	To introduce students to the basic knowledge in Team Working, and hence provide an insight into essential teamwork skills.	

Objectives	Outcomes
The course will enable students to: 1.Comprehend the benefits of team work skills; 2. Gain an understanding of the team work principles; 3. Learn to identify key factors that influence team effectiveness; 4. Develop skills in diagnosing team strengths and weaknesses; 5. Learn to apply the principles of team working.	The students should be able to: 1. Recognize the importance of individual and individual differences in the work place; 2. Identify teams and groups and list the principles of the theories of group dynamics; 3. Recognize the group environment; and the social context of the group; 4. Demonstrate effective communication and leadership skills in working in a team; 5. Identify the barriers to communication, critique the styles of leadership, the principles of team working and produce a log book of entries of any four team work exercises; 6. Identify the principles of performance management and produce a report based on the measurement and review of performance.