



1. College Requirements

a. Compulsory Courses

11101 Arabic Language 1- (3) Credit Hours

This course aims at examining the diversity of syntactical issues through texts, which enable students to perfect their pronunciation and writing. It also intends to teach students the method of using classical and modern dictionaries and some aspects of spelling.

11103 The History of Oman- (3) Credit Hours

This course discusses the pre/post-Islamic history of Oman, highlighting its role during Islamic rule. It also explains the rise, development and characteristics of Omani civilization and culture. Prominent Omani scientists and their contributions will also be emphasized. In addition, aspects of cultural activity during Islamic rule and modern era shall be tackled.

11108 Entrepreneurship- (3) Credit Hours

This course is an introductory course in Entrepreneurship and Innovation. The course aims to expose undergraduate student of various academic backgrounds of business venturing and entrepreneurial activity. Students will apply themselves through developing their own business ideas and assessing them using knowledge and skills acquired during the course.

b. Elective Courses

11102 Arabic Language 2- (3) Credit Hours

Written language competence is reinforced through the study of grammar, related exercises, prose and unseen translation, with particular emphasis on developing mastery of syntax and widening active vocabulary. Oral competence is developed in conversation classes and by using audio material. It is reinforced through different drills in class.

11105 Contemporary Issues- (3) Credit Hours

This course deals with some contemporary social issues such as development, environment, development and cultural identity in order to highlight and understand their local, national, and international dimensions and implications.

11106 Arab Islamic Civilization- (3) Credit Hours

This course aims at identifying the emergency and progress of the Arab Islamic Civilization during the various historical epochs. It intends to demonstrate the impact of this civilization on the Arabs and Muslims in all walks of life and its contributions to other world civilizations.

11107 Man and Environment- (3) Credit Hours

The course defines environment as consisting of natural and human components. It also introduces components of ecosystem, biogeochemical cyclones spheres of the earth. Some environmental problems like pollution and ways of protection are examined. A model of environmental education in Jordan in 21st century will be discussed.



2. Department Requirements

a. Compulsory Courses

23101 Financial Accounting 1- (3) Credit Hours

In this course, students will be introduced to Financial Accounting by focusing on the importance of knowing and understanding accounting information, the recording process, which include journalizing, posting to the ledger accounts, computing balances, and preparing the trail balance. It also covers adjusting the accounts, completing the accounting cycle, closing books and preparing the financial statements.

23102 Financial Accounting 1 - (3) Credit Hours

This course covers the basic accounting for assets accounts, which include cash, receivable, short-term investments, inventories, plant assets (Tangible and intangible) in addition to the short-term liabilities.

24101 Principles of Microeconomics- (3) Credit Hours

This course emphasizes on the importance of economic science. The main issues of this course are economic concept, the demands and supply of products, product prices, the customer balance and organizational profits. Beside the above topics, the competition and monopoly take place as basic information can assets the students to deal with in the future.

24201 Principles of Macroeconomics - (3) Credit Hours

This course includes such topics that related to the government sectors. The basics issues are gross product, investment, international trading sector, government budget, financial policy for government sector the importance of money, and its functions. Beside the mentioned topics, the course includes some information about quantitative theory of money and financial markets.

24204 Financial Management 1 - (3) Credit Hours

This course aims to provide student with many useful subject in the field of financial management such as , - meaning of finance, financial statements, security markets, risk analysis, capital budgeting, time value of money and analyzing profitability.

24413 Feasibility Studies - (3) Credit Hours

This course provides a business analysis and feasibility overview of proposed company. It will discuss a descriptive of the purpose of company and the current business organizations and IT systems already in place, requirements and options for change to current business organizations and IT systems, recommended options, and associated expenditures, risk, issues and business benefits. Finally, the student need analysis the feasibility some kind of business.

25102 Principles of Management - (3) Credit Hours

This course provides the student with the concepts and principles of managerial process. It also emphasizes on the management thoughts that enable the managers to achieve their functions, which are planning, organizing, staffing, directing and controlling.

25103 Principles of Statistics1 - (3) Credit Hours

This course aims to provide the basic of statistical analysis and the main statistical tools or techniques such as central tendency techniques and deviations measurements.

25203 Principles of Marketing- (3) Credit Hours

This course provides the student with marketing principles that can be applied by today's business organization to attain the competitive advantages. The main topics in this course are marketing concepts, marketing strategies, and promotional strategies.



25205 Quantitative Methods in Decision Making- (3) Credit Hours

This course formulation of linear programs, geometry of linear programming problem, simplex method and duality, sensitivity analysis, transportation, networks and various geometric concepts, and game theory.

25301 Scientific Research Methods- (3) Credit Hours

This course introduces basic concept of research method and business research process, starting with exploration of business data in a firm, identification of business problem, formulation of the business problem, formulation of hypotheses, choice of analytical models, data gathering, data analysis, hypotheses testing drawing conclusions, recommendation, and policy implication. The course objectives are to (1) develop student research skills and (2) improve the ability to make business decision.

25302 Commercial Law - (3) Credit Hours

This course provides the student with main topics in Oman commercial law such as types of commercial companies, bonds, cheques and any other forms of financial obligations to deal with commercial exchange and facilitate the commercial credits.

3. Major Requirements

a. Compulsory Courses

24208 Commercial Banks Management- (3) Credit Hours

This course concerns with the importance of commercial banks to the economy. The main issues that can be taught are liquidity management debt and credits management, investment management and financial markets management and their importance to the economy and society.

24212 Financial Mathematics- (3) Credit Hours

This course introduces the basic mathematical concepts and techniques which are used in finance and business and includes topics from calculus, linear algebra and probability, emphasizing their inter-relationships and applications to the financial area. It introduces students to the use of computers in mathematics; develops problem-solving skills with a particular emphasis on financial and business applications, such as the different types of interest (simple interest, discount interest, compound interest), annuities, debt retirement methods, investing in stocks and bonds.

25202 Managerial Communication- (3) Credit Hours

This course provides some basic information about business correspondence from a communication point of view. Therefore, this course can be achieved through effective business communication, definition of communication, the benefits of effective communication, communicating in teams and mastering listening and nonverbal communication, improving your listening skills, types of listening, the listening process, the variety of nonverbal signals; planning business messages: understanding the three-steps writing process, writing business messages: adapting your messages to the needs and expectations of your audience; writing routine and positive messages: the three-step writing process to routine and positive message.

25206 Human Resource Management- (3) Credit Hours

This course aims to present the basic knowledge about human resources management, the main topics that can be taught to the students are HR planning, Job evaluation and design Training programs, Job analysis and performance appraisal.

25207 Production & Operations Management - (3) Credit Hours

This course provides the student with information necessary to apply in the work setting especially in the industrial organizations. The main topics included in this course are production management concept, development of production planning and design, and total quality management as a contemporary technique in achieving good quality of products.



25208 Computer Applications in Management - (3) Credit Hours

This course covers the application of management concepts and computing these information. The main topics that can be considered in this course are computer applications in solving managerial and financial problems, applications of computing in financial analysis, and plications of computing in organizational functions.

23301 Cost Accounting- (3) Credit Hours

This course covers the fundamentals of cost accounting and cost accounting systems and related topics such as include cost/volume/profit relationships and analysis; job order and process costing; spoilage & waste; budgeting and responsibility accounting; flexible budgets; standard costs; materials, labor, overhead; cost behavior; relevant costing and capital budgeting; direct and absorption costing.

25304 Materials Management - (3) Credit Hours

This course provides the student with issues related to the supply chain decision, cycle and process views, supply chain strategies: achieving strategic fit and scope; supply chain drivers and metrics: logistical drivers, cross – functional drivers; network design; planning supply and demand; supply chain coordination; managing economies of scale: cycle inventory, safety inventory; optimal level of product availability; Sourcing decisions; and pricing.

25305 Marketing Strategies Management- (3) Credit Hours

This course includes some topics about markets strategies starting with the function of marketing and the main strategies of marketing, such as focus strategy, cost leadership and differentiation strategy, beside this topic, the international marketing consider as an important issue.

25307 Organization Theory - (3) Credit Hours

This course emphasizes on the organization design and the types of structure, the characteristics of organization, and the variables affecting organization. These variables are environment, size, strategy and technology.

25308 Small Business Management- (3) Credit Hours

This course focuses on concepts and importance, characteristics of entrepreneurship and entrepreneurs, Small business firms: Classifications globally and in Oman; The entrepreneurship and small business: the entrepreneurs' mentality and innovation; Work plan for the small business entrepreneurship; Establishment; Finance; Procurement and inventory; marketing; risk and insurance.

25309 Contemporary Issues in Business Management- (3) Credit Hours

This course examines the way of thinking that is needed to address issues as they emerge. Contemporary issues have arisen as a result of past, and current, thinking and practices. Similarly, future issues will emerge as a result of current thinking and practices. One of the dominant themes in quality management literature is the degree of complexity that the contemporary manager must be able to take into account in making decisions that shape the response to current issues and the future of their organizations.

25310 Organization Behavior- (3) Credit Hours

This course focuses on the organizational processes and theoretical constructs related to organizational behavior. The roles of leaders, followers, and teams and their influence on the culture and performance of an organization are addressed through the analysis of key organizational behavior concepts and related cases. Topics will include: values, perception, attitudes, assumptions, learning, motivation, conflict, diversity, and change.

23403 Managerial Accounting- (3) Credit Hours

The course introduces a business-management approach to the development and use of accounting information. Major topics include cost behavior, cost analysis, profit planning and control measures. Accounting for decentralized operations, capital budgeting decisions, and ethical challenges in managerial accounting are also covered.



25401 Management Information Systems- (3) Credit Hours

The course provides a review of the use of information technology from managerial perspectives. To enhance the learning process, discussions of a variety of issues related to management practices in the area of information technology are directed into potential areas for implementing the technology. Topics include data management, application of information technology in business, and various current issues in management information systems.

25402 Strategic Management- (3) Credit Hours

This course presents the concepts and main approaches for studying strategy, thinking strategically, strategy formulation and (SWOT) analysis & using Benchmarking method Organizational Vision mission Objectives and Strategies, strategic Gap analysis, SBU portfolio analysis, strategy implementation, Strategy Evaluation, SIS and Rand in Organizational Strategic affairs.

25403 Production & Operations Management 2 - (3) Credit Hours

The most popular area of study that has been taken place in today's and contemporary organizations. The course covers some important issues such as types of change strategies and policies, steps of changes, the requirements of development and changes, the differences between each concept (development and change) and some other subjects about organizational change, characteristics and goal, principles and assumptions of organizational development; organizational development; organizational tools to interfere for development; reengineering operator BPR and organizational development; the role of manager in changing environment.

25404 Total Quality Management- (3) Credit Hours

This course focuses on total quality management (TQM) as one of the contemporary management techniques that are considered as a basic tool to achieve quality of products and services. It covers the concept of total quality management, the development of total quality management, and the strategies and approaches of quality improvement.

25405 International Business Management- (3) Credit Hours

International business has been growing rapidly in recent decades and executed in varied cultures. The importance of this subject reflected its academic importance as a course in such distinctive area. Comprehensive overlook of International business would educate our students in this field.

25407 Graduate Project- (3) Credit Hours

The students are provided with a reliable background in the theories of accounting/ business /economics. Graduates are expected to have the necessary research skills. So student need to have research experience before they enter the research work environment or for further study. All students are required to write research project. The topic of the project could be a case study in a company employing a pragmatic approach to methodologically approach of research. The student has to identify the research problem, major questions, hypothesis; designing the model of research that shows the relationship between the dependent and independent variables, determining the time and place limitations, the literature review the methodology used which include population and sample, the results, discussion and recommendations.

b. Elective Courses

24205 Money and Banking- (3) Credit Hours

The purpose of this course is to introduce students with the concept of money and its role in the economic activities, the function of banking, limitations of supply and demand, inflation, and the importance of banking and financial institution in the field of investment and financing.

24304 Financial Management 2 - (3) Credit Hours

This course covers the issues related to working capital; net working capital; the tradeoff between profitability and risk; cash management, the cash conversion cycle, cash budget; inventory management, inventory levels,



accounts receivables management, the criteria for selecting credit, credit terms ; management of receipts and disbursements management, spontaneous liabilities, managing accounts payable, accruals, secured and unsecured short-term loans.

24403 Financial Services Marketing- (3) Credit Hours

The purpose of this course is to introduce the student with the concept of marketing development stages of financial services, explains the components of marketing mix for financial services and the main strategies must be used in order to create a positive competition in the financial market services.

24411 Managerial Economics- (3) Credit Hours

The aims of this course are to give students knowledge's about the rationality of using the recourse in the work setting. The main topics of the course are fundamentals of economics analysis, decision-making theory and principles of applying decision theory, determining of costs and profits to evaluate the organization performance, and the objectives of R&D departments.

25210 Consumer Behavior- (3) Credit Hours

This course provides knowledge about external factors as well as internal factors that influence consumer behavior. Those factors are then to be used to develop marketing strategy, in addition to utilizing it as a basis for studying the complexity of consumer behavior. The course is aimed to increase students' abilities in identifying accurate market opportunity and the consumer behavior pattern in order to formulate an appropriate marketing strategy.

25212 Knowledge Management- (3) Credit Hours

Knowledge Management (KM) as an emerging discipline deals with concept of how organisations, groups, and individuals handle their knowledge in all forms, in order to improve organisational performance. This course examines the organisation of knowledge, the selection and use of suitable knowledge representation methods or tools, the access to stored knowledge through search and retrieval techniques.

25311 Marketing research- (3) Credit Hours

This course focuses on balanced coverage of marketing behavior by investigating many issues about modern marketing concepts and applications. The main issues can be considered are: marketing concept, marketing environment, the steps of marketing research, consumer behavior, contribution and promotion strategy and international marketing.

25314 Field Training- (3) Credit Hours

This course provides the student to chance to practice, what she has learned from different managerial topics, in real either in the management sections in different types of companies and industries in Oman. At the end of the training, the student has to write a report.

25312 Business Ethics- (3) Credit Hours

This course introduces Business ethics as the modern managerial approach to ethical questions in business environment. It gives not only understanding of main theoretical concepts, but also developing skills of identification, analysis and permission of ethical dilemmas on a workplace and managing ethics in organizations.

25406 E-Business Management- (3) Credit Hours

This course provides the student with how to conduct business online and manage the technical issues associated with constructing an e-commerce web site. You will learn about the similarities and differences between traditional and electronic commerce and you will explore e-commerce technologies at various levels of sophistication.

25408 Project Management- (3) Credit Hours

This course provides students with the main concepts and practical skills of how to manage projects in a changeable world. Topics to be covered: project phases (pre-project work, project development, and



operational use phase) with a concentration on the development phase and its stages, such as: initiation, planning, implementation, closure, and monitoring-controlling-auditing. Additional topics will be covered in this course, such as: time, cost, quality planning and controlling; stakeholders management; risk management; performance analysis; communication management; success and failure of projects. Different techniques will be applied throughout the course topics, such as: CPM, PERT, GERT, EVA/EVM, Risk matrix, Crash analysis and Trade-off analysis.

25410 Public Relations- (3) Credit Hours

This course provides the basic knowledge's about the role of public management in, the organization and society to build good relationships between both the customers and organizations in one hand and between the organization and the stakeholders in another hand.

25306 Sales Management - (3) Credit Hours

This course emphasizes on the role of sales managers. The main topics in this course are sale process, managing human resources to selling responsibility, sales planning performance evaluation of sales managers and people in sale departments.

4. Free Course

The student is free to select a course from other department majors' courses or other college department courses.

