
0500101	Microeconomics
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3 CH	Prereq:	None
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Microeconomics is concerned with the analysis of economic phenomena from the perspective of the individual. The course covers the basic concepts and tools needed to undertake the analysis of such problems that arise due to the law of scarcity. In addition, the functioning of competitive and noncompetitive product markets is studied, as is the performance of the markets for resources. The goal is a greater understanding of how and why consumers, firms, and markets in the economy function the way they do.

0500102	Macroeconomics
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3 CH	Prereq:	0500101
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This course introduces macroeconomic analysis. Topics include the flow of national income, economics of growth and fluctuation, the role of money and banking, and monetary and fiscal policies. It emphasizes the development of conceptual tools to analyze the economic problems facing modern society.

0500201	Business Research Methods
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3 CH	Prereq:	0903182
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This course complements the previous course of Research Process in Social Sciences. It provides students with the academic background and necessary skills required for collecting data, both quantitative and qualitative. Quantitative data collection methods utilize a number of techniques for the purpose of collecting quantitative data. Qualitative data collection methods utilize a number of techniques for the purpose of collecting qualitative data. Moreover, method of combining quantitative and qualitative data collection methods, such as triangulation and mixed methods will also be covered by this course.

0500301	International Economics
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3 CH	Prereq:	0500102
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This course focuses on international trade in goods, services, and capital. It is an introduction to international economic issues such as gains from trade and their distribution; analysis of protectionism; strategic trade barriers; the trade deficit; exchange rate determination; and government intervention in foreign exchange markets.

0501101	Principles of Accounting(1)	3 CH	Prereq: None
		3	0

This course is a study of the fundamental principles and procedures of accounting as applied to sole proprietorships, partnerships and corporations. Accounting affects people in their personal lives just as much as it affects very large businesses. Financial accounting is concerned with the provision of accounting information to owners, investors and other external users. The term accounting may refer to different activities, for example collecting, recording, processing and communicating financial data to produce useful accounting information.

0501112	Principles of Accounting (2)	3 CH	Prereq: 0501101
		3	0

This course is an extension of Principles of Accounting (1). It provides a complete picture of financial accounting. It includes: accounting for receivables, accounting problems relating to long-lived assets, short-term liabilities, payroll accounting, introduction to partnership accounting and corporate accounting.

0501211	Intermediate Accounting (1)	3 CH	Prereq: 0501112
		3	0

This course broadens students understanding about financial accounting. It includes issues related to: introduction to financial accounting theory, measurements of the elements of financial statements, the accounting information system, income statement and irregular items, the balance sheet, the cash flow statement, and accounting for assets applications using international accounting standards.

0501212	Intermediate Accounting (2)	3 CH	Prereq: 0501211
		3	0

This course provides an in-depth view of the following issues in financial accounting: short-term liabilities, stockholders equity, long term liabilities and bonds, correction of errors, disclosures of changes in accounting methods, revenue measurement and income determination, accounting for leases and pension, cash flow statement, and applications of international accounting standards.

0501231	Cost Accounting	3 CH	Prereq: 0501112
		3	0

Issues introduced in this course include: introduction to cost accounting, cost behavior, cost-volume-profit analysis, cost classification, cost accumulation, job order costing, process costing, cost allocation, joint and by-products, and income statements of manufacturing companies.

0501232	Financial Planning and Control	3 CH	Prereq: 0501101
		3	0

The course provides students with a sound understanding of what financial planning and control means and the methods and mechanisms used to achieve them in organisations. It also equips students with the financial skills needed to understand and apply financial planning and control. The course is only offered to Business Administration majors.

0501241	Accounting for Not-for-Profit Organizations	3 CH	Prereq: 0501112
		3	0

This course differs from other courses in accounting in the sense that it focuses on not-for-profit organizations. It examines the following: fund theory, government budget, the accounting systems, internal control, journal entries of governmental transactions, and control on revenues and expenses.

0501242	Financial Accounting and Reporting Using Computers	3 CH	Prereq: 0501112
		3	0

This course provides students with skills related to using computerized software in accounting. It includes issues related to: using computers in recording and classifying financial transactions, preparing the financial statements, and inventory control.

0501321	Financial Statement Analysis	3 CH	Prereq: 0501212
		3	0

This course provides students with the analytical skills to assess company performance. It sheds light on methods used to analyze financial information which could reveal the financial strength or weakness of any firm — analysis of balance sheet, analysis of income statement, and analysis of statement of cash flows. Methods of analysis include horizontal and vertical analysis and ratio analysis.

0501322	Contemporary Accounting Issues	3 CH	Prereq: 05011212
		3	0

This course deals with up-to-date issues in financial accounting. It is designed to shed some light on contemporary problems and issues in the accounting profession such as: accounting for inflation, foreign currency accounting, corporate social responsibility, the communication aspect of accounting, the interdisciplinary feature of accounting, and green accounting.

0501331	Managerial Accounting	3 CH	Prereq: 0501231
		3	0

This course covers the following: introduction to management accounting, cost-volume-profit relationship for multi-product firms, short-term decisions, the comprehensive budget, capital budgeting, divisional performance measurement and transfer pricing.

0501332	Auditing	3 CH	Prereq: 0501112
		3	0

This course is designed to provide introductory background about auditing. It includes: introduction to auditing, professional code of ethics, objectives and responsibilities of auditors, types of audit evidence and documentation, audit planning, estimating materiality and risk, study and evaluation of internal control system, auditing of sales and collection cycle, auditing report, and international auditing standards.

0501333	Forensic Accounting and Fraud Auditing	3 CH	Prereq: 0501332
		3	0

This course explores the legal issues associated with occupational fraud investigations with a primary emphasis on the proper preparation of a fraud report. Related topics addressed include analyzing relevant criminal and civil laws, the rights of the parties involved in an investigation, rules of evidence, and expert witnessing. Also, studied are case studies emphasizing elements of public practice, standards of professional conduct, fraud issues, systematic controls, auditing principles and standards and communication of findings.

0501334	Advanced Cost Accounting	3 CH	Prereq: 0501231
		3	0

This course discusses the following issues in cost accounting: standard cost accounting and deviation analysis, variable and absorption costing, cost behavior, regression analysis, cost estimation, advanced aspects of process costing, and contract costing.

0501341	Accounting for Financial Institutions	3 CH	Prereq: 0501112
		3	0

This course introduces accounting students to the fundamentals of accounting for financial institutions such as banks and insurance companies. More specifically topics include types of banks, the development of the banking profession and its importance to a national economy. Emphasis is placed on the accounting practices in the different divisions of a commercial bank and its financial statements. In addition, accounting for different types of insurance companies is covered.

0501342	Accounting Information Systems	3 CH	Prereq: 0501112
		3	0

This course creates a framework for accounting information systems by combining knowledge about business as it relates to information systems, information technology, and accounting. Students examine the REA enterprise ontology as it relates to databases that can be used to store and retrieve information for decision-making within an organization. Students learn that in the competitive organizations of today and tomorrow, accountants cannot simply prepare and report information; they must take a more active role in understanding and creating systems and processes that impact the organization's bottom line.

0501412	Advanced Financial Accounting	3 CH	Prereq: 0501212
		3	0

This course features an in-depth study of the accounting and reporting issues related to consolidated financial statements with an emphasis on consolidation theory, procedures for eliminating various intercompany transactions, and accounting for business combinations. Other topics include partnership accounting, international operations and corporate insolvency.

0501420	Financial Accounting Theory	3 CH	Prereq: 0501212
		3	0

This course provides the theoretical aspect of financial accounting. It includes: the role of accounting theory, accounting conventions, accounting principles, statements of fund and cash flow, interpreting and comparing of financial reports, financial accounting for holding companies, current cost accounting, and accounting for social responsibility.

0501421	International Accounting Standards	3 CH	Prereq: 0501212
		3	0

Through the International Accounting Standards course, students understand and, most importantly, apply IAS and IFRS in their respective organizations in light of these developments. This course is relevant for those students who will work for multi-national companies and that have subsidiaries in other locations or are considering entering the global marketplace. International accounting standards are applicable to a wide number of organizations including those listed on stock exchanges.

0501424	Accounting Ethics	3 CH	Prereq: 0501332
		3	0

This course is a general introduction to professional ethics in the accounting and business environments. It discusses the fundamental ethical issues of business and society, the roles and responsibilities of the accounting and auditing profession, ethical behavior by management, and legal and professional guidelines that address the ethical concerns of society.

0501425	International Accounting	3CH	Prereq: 0501112
		3	0

The course introduces accounting students to the basic concepts and principles of international accounting. The course covers the objectives and environment of international accounting, classification and development, comparative financial accounting practices, foreign currency translation, the process of preparing, using, and analyzing foreign financial statements.

0501431	International Auditing Standards	3 CH	Prereq: 0501332
		3	0

Further study of auditing and other assurance services emphasizing professional standards and ethics, legal liability of auditors, regulation of the public accounting profession, internal controls in information technology systems, the components of audit risk, tests of controls and substantive tests relating to selected transaction cycles, audit sampling applications, other services performed by auditors, and related reporting requirements.

0501433	Advanced Management Accounting	3 CH	Prereq: 0501331
		3	0

This course is an in-depth study of cost accounting focusing on its role in internal reporting and the resulting decision-making processes. Students evaluate the foundation, ethics and basic

costing systems employed in the management accounting profession; analyze budgeting, cost behavior, pricing and profitability concepts and principles; determine how cost allocations, product quality, and investment decisions are applied by management accountants; determine how current trends in various industries impact cost accounting; and demonstrate knowledge that is in accordance with the educational requirements for the Certified Management Accountant (CMA) exam.

0501434	E-Auditing	3 CH	Prereq:	0501332
		3	0	

The advent of the Internet and World Wide Web has had a profound effect on the ways that firms conduct business. Auditors must rethink how they generate understanding and to perform auditing on firms operating in the cyber world. This course helps students develop a broad understanding of the emerging forces that shape e-Auditing.

0501441	Tax Accounting	3 CH	Prereq:	0501112
		3	0	

This course is an introduction to the federal income tax structure with emphasis on the individual taxpayer, including employee, sole proprietor and investor. This course also provides exposure to basic concepts that apply equally, or with slight modification, to taxpayers other than individuals. Major topics include filing status, exemptions, excludable and includable income, business and non-business deductions, disallowances, technical tax research, and computer problem applications.

0501442	Management Control Systems and Auditing	3 CH	Prereq:	0501332
		3	0	

The course expands upon the concepts and techniques taught in the first and second level management accounting courses and practices applying those concepts and techniques in real-life case situations. The cases offer an opportunity for students to define problems and apply management accounting knowledge. Topics include responsibility accounting, performance management and strategy analysis control system design (including governance and audit).

0501443	Advanced Accounting Information Systems	3 CH	Prereq:	0501342
		3	0	

This course highlights current issues in information systems with an emphasis on practical application. Also, other issues are covered such as: design and operation of accounting systems and relevance of data processing and statistical methods to the system of financial information and control.

3 CH	Prereq:	Completion of 90 CH
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0501491	Practical Training	3	0
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This course develops student skills in recognizing accounting problems and isolating relevant issues: generating documentary support and arguments for an acceptable solution to complex accounting problems; effectively organizing and communicating, in written and oral form, proposed solutions to accounting problems; and familiarizing students with contemporary accounting practice by field training.

3 CH	Prereq:	Department approval
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0501499	Graduation Project	3	0
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This course builds upon previous research assignments in all upper level accounting modules and provides a capstone experience for accounting majors by challenging them to identify accounting issues, locate and research appropriate accounting concepts, standards, statements, pronouncements or tax authorities, and then provide a thorough analysis for determination of an appropriate conclusion for the decision-making process. Communication of such research and analysis requires students to prepare organized/structured written papers. The instructor follows up student's graduation project step by step during the module period.

0502101	Principles of Management	3 CH	Prereq: None
		3	0

This course discusses the evolution of management by studying various management schools, as well as the functions of the management process, including: planning, organizing, leading/directing, and controlling. It also provides an overview of the various functional departments within an organization, including: production, marketing, finance, and human resource management.

0502141	Public Relation Management	3 CH	Prereq: 0502101
		3	0

The course offers a survey of the fundamental principles, tools and practices of the public relations profession in addition to the issues involved in designing and evaluating public relations programs to solve specific internal and external communication problems.

0502212	Organizational Behavior	3 CH	Prereq: 0502101
		0	3

This course focuses on introducing Behavioral Science concepts as applied to business and industry. Focus is on examining factors influencing the behavior of organizational members, the individual dimension — perception and personality, the group dimension — formal and informal groups and the organizational dimension — organizational structure, technology, and leadership. Finally, environmental issues are examined.

0502221	Operation Research	3 CH	Prereq: 0903103
		3	0

The course covers the definition of OR, its historical development, importance, and areas of application. Also covered are decision theory, decision matrix, decision tree, linear programming (LP), graphical method, simplex method, sensitivity theory, special cases in LP, transportation method, assignment method, network models, critical path method (CPM), and program evaluation and review technical (PERT).

0502230	Management Information System (MIS)	3 CH	Prereq: None
		3	0

This course introduces the essentials of Management Information Systems, providing an overview of information systems and their applications in business organizations, managing the information resource in organizations, the use of information systems, and technical issues related to management in general.

0502241	Financial Management	3 CH	Prereq: 0503101
		3	0

This course provides an understanding of financial statements and the analytical tools available for use in properly managing and adding value to an organization. It focuses on analysis of financial and accounting information and its impact on financial decision-making and profit planning. The course offers a detailed coverage of financial institutions and strategies involved in their effective management.

0502311	Human Resource Management	3 CH	Prereq:	0502101
		3	0	

This course focuses on presenting and discussing the various principles and concepts of Human Resources Management. It stresses the policies, programs and methods that have been developed and implemented successfully in the field. This course includes the discussion of the various functional activities of Human Resource Management such as planning, recruitment, selection, job analysis, performance appraisal, training and development, compensation, career planning and promotion, safety and health, and labor relations.

0502312	Business Communication Skills	3 CH	Prereq:	None
		0	3	

The course includes the following subjects: communication concepts, grammar review, mechanics of writing, fundamentals of business writing, development of messages and nonverbal and oral communication.

0502313	Organizational Theory	3 CH	Prereq:	0502101
		0	3	

The course exposes students to the evolution of organization theory and the contribution of different schools of thought to the development of classical and contemporary theoretical perspectives. The topics of bureaucracy, power and politics, organizational structures and technology, and emerging design options are extensively examined. The course also looks at the issues of information and control, organizational renewal and learning, techno-structural change and adaptive capacity of organizations. Case studies and actual examples from a range of firms are used to investigate the application of organization theory to management issues.

0502314	Business Law	3 CH	Prereq:	None
		3	0	

This course reviews basic legal principles and sources of contract law and the background of law and legal theory. The following topics are covered in detail: formation of contracts, modifications, terminations, remedies, award law, pricing, patent, business organizations, company law, sales of goods, and transfer of ownership rights, employment and health and safety laws.

0502321	Production and Operational Management	3 CH	Prereq:	0502221
		3	0	

This course contains the following subjects: introduction to production and operations management; operations analysis and decision making; forecasting, strategies and plans for operations; capacity planning for manufacturing and service companies; facility location planning; layout planning; production and process design; just-in-time systems; and job design, production operations standards, and work measurements.

0502324	Quantitative Methods in Management	3 CH	Prereq:	None
		3	0	

This course reviews basic quantitative methods used in business decision-making. The major focus of the course is on decision-making under uncertainty and certainty. This course provides the fundamental quantitative knowledge necessary for managers to use the results of analyses to enhance the decision-making process. This course enhances students' ability to perform the quantitative analyses necessary, understand the usefulness and limitations of the methods, recognize situations where the methods can be applied beneficially and issues involved when utilizing the results of analyses.

0502331	System Analysis and Design	3 CH	Prereq:	None
		3	0	

This course is an overview of systems development methodologies, modification, decision process and choices in business, and process development and reengineering methodology. Students are exposed to concepts in project management and information gathering techniques. The course emphasizes integration with users and user systems. It covers interpersonal skill development, operations and maintenance of the system, quality and decision theory, information theory, and practice.

0502332	E-Business	3 CH	Prereq:	None
		0	3	

The course introduces e-business technology infrastructure. Topics include the Internet and World Wide Web, developing client-side and server-side web applications, web authoring tools, multimedia, transaction processing, search engines, and data mining. The basics of XHTML, XML, and scripting languages are discussed along with new technologies such as M-commerce and mobile agents.

0502334	Business Computer Applications	3 CH	Prereq:	None
		3	0	

This course introduces the use of the computer in a business setting. Office applications, the use of the Internet, and searching online databases are introduced and discussed. Applications include word processing, spreadsheet, database and graphics programs. Students learn to use the applications to analyze and solve basic business problems.

0502335	Information Systems for Business	3 CH	Prereq:	None
		3	0	

This course examines business information systems theory and business applications. Topics include components of life cycle, business information analysis, design and implementation.

0502336	Office Automation	3 CH	0	3	Prereq: None
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The course covers the following: the concept of office management, the nature of office management, importance of office organizing, office layout, physical office environment, written communication in the office, office automation, office forms, and office secretarial works in contemporary office.

0502348	Small Business Management	3 CH	3	0	Prereq: 0502101
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The course includes the following: definition of small-business enterprise, its nature and importance; its characteristics; different approaches to studying it; services offered to support a small-business enterprise; government policy towards it; setting a plan of action and its routines; business incubators and their advantages and disadvantages; family small-business enterprises; and strategic planning for small-business enterprises.

0502411	Organizational Change and Social Development	3 CH	0	3	Prereq: 0502101
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The course familiarizes the student with the principles, importance, and the main approaches to change management. It provides a review of the internal and external forces that call for organization change, and the contemporary challenges facing today's business managers. It also provides students with the necessary knowledge and skills to deal successfully with all forces and challenges that may face organization in their environments through individual and group discussion of real case studies.

0502412	Knowledge Management	3 CH	3	0	Prereq: None
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This course introduces the basic conceptualization of knowledge management, technologies for knowledge management, knowledge management systems, knowledge applications system, and the future of knowledge management.

0502413	Business Ethics and Social Responsibility	3 CH	0	3	Prereq: None
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This course sheds light on one of the most important contemporary topics in the field of business organizations management — the impact as well as the implications of the different strategies and decisions taken by business organizations managers on the various stakeholders of the organization, in addition to the general environmental factors, in terms of political, economic, social, as well as technological factors.

0502414	International Business Management	3 CH	0	3	Prereq: 0502101
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The course analyzes the international business environment, discusses the strategies and operations of multinational firms, international trade concepts, and the management of the various functional activities of the multinational firm.

0502415	Strategic Management	3 CH	3	0	Prereq: 0502101
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This course focuses on how to deal with the organization in a comprehensive manner to develop its strategies. It includes the recognition and analysis of external and internal environments. It also includes a comprehensive case analysis to train the student on strategic analysis and strategic decision making.

0502416	Total Quality Management	3 CH	0	3	Prereq: 0502101
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This course introduces the nature of total quality management, its formwork and historical evolution the course include the basic element of TQM such as leadership, customer satisfaction, employee involvement, continuous process improvement, supplies partnership and performance measures. The course also introduces the tools and technique total quality management.

0502422	Purchasing and Materials Management	3 CH	3	0	Prereq: 0502321
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This course offers a survey of the principles and techniques used in purchasing and materials management. It examines the following topics: recognition of materials needs, the acquisition process and the overall supply management issues and policies. Within these broader topics the course looks at techniques used in materials requirement planning, stock and inventory control, transportation, stores management, quality and quality assurance, JIT and TQM. The course also examines the purchasing and supply management processes and methods used by governments, non-profit and service organizations.

0502441	Hospitality Management	3 CH	0	3	Prereq: 0502101
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This course includes many subject such as organizing hotel services, food and beverages management, procurement, hotel and restaurant management, reservations and receptions, food and shelter, functional activities of management of hotels and motels, in addition to the various factors that affect the demand on these services at the micro and macro levels such as entertainment, and historical sites in any particular country.

0502442	Contemporary Management Issues	3 CH	0	3	Prereq: 0502101
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This is an advanced course in management. It offers a more thorough examination of selected topics. The course instructor selects topics keeping in view students' interests and the availability of teaching materials and resources. In general, an attempt is made to include topics that have

received little attention in other management courses or topics in new areas that are not covered in the prescribed syllabus. The choice of topics is expected to vary from semester to semester.

0502443	Project Management	3 CH	Prereq	0502101
		3	0	

The course develops an understanding of the way companies handle and manage their projects. In particular, the course discusses the importance of deriving clear concepts of the project definition and project scope. Other topics discussed are the importance of the project management team, planning and implementing the practical tools and techniques required for the project, managing finances and resources and quality control.

0502491	Practical Training	3 CH	Prereq	Completion of 90 Cr. Hrs.
		3	0	

Practical training enables students to practice learned theories and concepts within a business organization. Students from any business discipline undergo a training that is closely monitored by an instructor and the management/supervisor of the organization to ensure that the student cultivates the sound professional attitudes and ethics needed in the workplace.

0502492	Graduation Project	3 CH	Prereq:	Department Approval
		3	0	

This course involves a dissertation carried out by graduating students in partial fulfillment of the BSc in Management, Accounting, Marketing, Risk Management, and Banking and Finance programs. The course is designed to train students to undertake scientific research and bridge the gap between theory and practice in management, accounting, marketing, risk management, and finance. Students choose an appropriate research project, justify it, develop it, develop their research methodology and analyze, synthesize and evaluate information, then communicate significant knowledge and understanding. The research should be related to the program. An academic advisor is assigned to advise the students at various stages of the project.

0503101	Principles of Finance (1)	3	CH	Prereq:	0501101
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This course provides a broad understanding of basic finance principles. It introduces techniques for effective financial decision-making and assessing the impact of these decisions on the company's value. The course provides a working knowledge of concepts, tools, and applications appropriate for financial decision-making as it operates within the framework of maximizing shareholders' wealth. Specifically the course is designed to provide a basic understanding of financial concepts as they are applied to the business world by covering the following areas: cash flow analysis and its application to valuation of bonds, stocks, and corporate capital assets, bond and stock markets; pricing mechanisms in those markets; relationship between risk and return and financial statement analysis.

0503211	Principles of Finance (2)	3	0	Prereq:	0503101
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This course is an in-depth analysis of financial considerations related to maximizing the value of a corporation. It examines the setting of financial and corporate goals in terms of maximizing shareholders' equity, optimal financing policy and relationships among dividend policy, debt levels, capital costs, return on investments, and growth. Specific topics include present value calculations, valuation of stocks and bonds, investment criteria and capital budgeting, risk and return, capital structure, raising capital, dividend policy and working capital management.

0503212	Corporate Financial Management	3	0	Prereq:	0503101
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This course is designed for students interested in corporate financial management. Its principal goals are to provide the concepts and techniques required to make long-term investment and financing decisions within the firm. At the end of the course, students can make real asset investment decisions by valuing a proposed investment project or acquisition. Students can qualitatively and quantitatively assess the appropriateness of a firm's financing policy. Topics covered include alternative valuation methods, estimating cost of capital, real options, capital structure, and corporate payout policy.

0503220	Money and Banking	3	0	Prereq:	0500101
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This course provides a framework for studying the role of money in the economy and the institutional characteristics of the banking system and financial markets. Topics include: the theory and evidence on demand for money, control of money supply and goals and tools of monetary policy, interest rate determination and term structure of interest rates, bank management and operation of the banking system, financial innovation, bank regulation and deregulation, and the linkage between money and economic activity.

0503240	Risk Management and Insurance	3 CH	Prereq: 0903103
		3	0

This course explores the principles of risk management and insurance. The course provides an understanding of the foundations, applications and selection of insurance. Fundamentals of life and health insurance as well as property and liability insurance are included. Enterprise risk management for corporations, financial risk management, overview of employee benefits, and strategic policies to mitigate risk are also covered.

0503241	Financial Mathematics	3 CH	Prereq: 0903103
		3	0

Financial Mathematics is a building block to learners in the field of finance. The topics expose the student to fundamental concepts such as cash flows, present value, future value, yield and probability that form the basis for further advanced learning.

0503242	Insurance Management	3 CH	Prereq: 0503240
		0	3

This course provides students with a fundamental knowledge of insurance, including the economic theory of insurance, insurance classification schemes, the insurance environment within the context of life, property and liability insurance, and the function of insurance in risk management.

0503310	Financial Analysis and Reporting	3 CH	Prereq: 0503101
		3	0

This course provides managers facility with the fundamental methods used in financial analysis. The set of methods include: time value of money, stock and bond pricing, net present value, risk measurements, risk and return, the capital asset pricing model, and basic capital budgeting.

0503311	Microfinance	3 CH	Prereq: 0503101
		3	0

This course covers the application of the theories and concepts of financial issues within the framework of small business and entrepreneurship. Topics covered include financial analysis and forecasting, valuations, investment and growth strategies.

0503312	Financial Strategies and Policies	3 CH	Prereq: 0503212
		0	3

With the quickening rate of technological, demographic, institutional, and political change and globalization, managers, consultants, and investment bankers face increasingly turbulent and complex business environments. This course investigates the use of financial instruments and strategies to achieve a sustainable competitive advantage and create value. The course explores the relationships among corporate strategy, corporate finance, and financial innovation, and should be of interest to managers who aspire to use financial strategy and tools to support their strategic choices and to those who advise corporations on how to achieve their financial goals.

0503320	Bank Management	3 CH	Prereq: 0503101
		3	0

This course covers the topic of financial management of commercial banks and other financial intermediaries. It involves the examination of the banking structure and current regulatory environment taking into consideration specific techniques of evaluating risks, liability management, and determining asset composition.

0503321	Money and Capital Markets	3 CH	Prereq: 0503101
		3	0

This course focuses on money, financial markets, institutions and instruments. It examines the development of modern financial markets, with emphasis on the factors that determine interest rates; institutional characteristics and pricing mechanisms of various interest-sensitive securities.

0503322	Islamic Banking and Finance	3 CH	Prereq: 0500101
		3	0

This course enables the student to deeply understand the Islamic banking operating system and the concepts of Islamic finance through participation in class discussions and activities. Market participant candidates are well-equipped with an excellent background about Islamic finance and its innovative products. An introductory background on the related Islamic concepts is offered linking them to the emerging banking and financial issues.

0503330	Investment and Portfolio Management	3 CH	Prereq: 0503211
		3	0

This course describes the investment environment, the various developments in investment theory, and the principles and practices of valuation. The analyses of fixed-income securities, equity securities, derivative securities, together with other securities such as unit trusts, are discussed. The theories, principles, and techniques of portfolio management are presented. The topics include the portfolio investment process, asset allocation, portfolio construction, and portfolio performance evaluation. Throughout the course, a global perspective is emphasized.

0503331	Financial Engineering	3 CH	Prereq: 0503330
		3	0

This course introduces students to the use of various mathematical tools in order to create new investment strategies. The new products created can serve as solutions to problems or as ways to maximize returns from potential investment opportunities. This course involves an analysis of advanced derivative pricing models aiming at reviewing the main models and modeling techniques used in practical applications, understanding their applicability and limitations, and at building an integrated framework.

0503332	Financial Contracts Theory	3 CH	Prereq: 0503310
		0	3

The theory of financial contracting analyzes situations in which capital markets are imperfect and financial decisions influence the cash flow, hence the value of firms, i.e. the Fisher separation does not hold. This is the case when information is asymmetric or contracts are incomplete. It explains the features of financial arrangements, such as debt and equity, the

allocation of control rights etc. which are taken for granted in more traditional finance theory. It offers reasons why firms worry about their capital structure and dividend policy, which would be irrelevant in perfect capital markets and explains the role of financial intermediaries such as banks.

0503340	Financial Risk Management	3 CH	0	3	Prereq: 0503101
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This course examines modern techniques for managing financial risks. Financial risks are generally classified into market risks, credit risks, liquidity risks, and operational risks. The course will cover measurement techniques for different types of financial risks (equity, fixed income, currency, commodity) and instruments. It will cover tools such as duration, portfolio beta, factor sensitivities, portfolio distribution analysis, and value at risk (VAR). It will also discuss how risk measurement tools can be used for active management of the risk/return profile of financial institutions.

0503410	International Financial Management	3 CH	3	0	Prereq: 0500101
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This course introduces the student to the environment of international finance and its management. The topics covered include the foreign exchange market; foreign exchange risk management; international parity conditions; currency forecasting; international financing; international financial markets; multinational working capital management, international investment management; political and country risk analysis; multinational capital budgeting; currency futures and options; and financial innovations.

0503411	Financial Information Systems	3 CH	0	3	Prereq: 0503211
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This course highlights current issues in information systems with an emphasis on practical application. Also, other issues are covered such as: design and operation of accounting systems; relevance of data processing and statistical methods to the system of financial information and control.

0503422	Leasing	3 CH	0	3	Prereq: 0503212
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This course concentrates on leasing decisions, either operating or financing leasing from lessor's view and lessee's view and the treatments of the sale types leases and the effects of the time value of money to compute the annual leases payments. How to capitalize the leasing of the economic resources in order to enhance future benefits of the organizations is discussed.

0503430	Real Estate Finance	3 CH	3	0	Prereq: 0503212
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This course encompasses the exploration of the real estate market, including investments in residential and commercial real estate by individuals, partnerships, and trusts. Emphasis is on the valuation and cash flow analysis of these projects and an understanding of financing alternatives.

0503431	Behavioral Finance	3 CH	Prereq: 0503331
		0	3

Behavioral Finance is one of the most important emerging topics in finance. This course provides an understanding of the behavioral biases that individuals exhibit and the effects of these biases on financial markets. Standard finance theory assumes that individuals such as investors or financial managers are rational expected utility maximizers. Behavioral finance argues that some financial phenomena can be better understood admitting that some investors are not fully rational and arbitrageurs have limits to how aggressively they can trade. A number of stock market anomalies are presented and analyzed.

0503432	Mergers and Acquisitions	3 CH	Prereq: 0503212
		0	3

The course provides an in-depth assessment of all major features of public and private merger and acquisition transactions including defining the acquisition target, the process of the acquisition acquiring turnaround candidate, structuring and financing the acquisition.

0503441	Financial Securities	3 CH	Prereq: 0503101
		3	0

This course presents and analyses financial securities, such as various types of stock and bonds as well as forwards, futures, swaps, and options. These instruments have become extremely popular investment tools over the past 30 years, as they allow one to tailor the amount and kind of return and risk one takes, be it risk associated with changes in interest rates, exchange rates, stock prices, commodity prices, inflation, etc. They are used by institutions as well as investors, sometimes to hedge (reduce) unwanted risks, sometimes to take on additional risk motivated by views regarding future market movements.

0503491	Practical Training	3 CH	Prereq: Completion of 90 Cr. Hrs.
		3	0

Practical training enables students to practice learned theories and concepts within a business organization. Students from any business discipline undergo a training that is closely monitored by an instructor and the management/supervisor of the organization to ensure that the student cultivates the sound professional attitudes and ethics needed in the workplace.

0503492	Graduation Project	3 CH	Prereq: Department Approval
		3	0

This course involves a dissertation carried out by graduating students in partial fulfillment of the BSc in Management, Accounting, Marketing, Risk Management, and Banking and Finance programs. The course trains students to undertake scientific research and bridge the gap between theory and practice in management, accounting, marketing, risk management, and finance. Students choose an appropriate research project, justify it, develop it, develop their research methodology and analyze, synthesize and evaluate information, then communicate significant knowledge and understanding. The research should be related to the program. An academic advisor is assigned to advise the students at various stages of the project.

0504101	Principles of Marketing	3 CH	Prereq: None
		3	0

The major emphasis of this course is on key concepts and issues underlying the modern practice of marketing. The role of marketing in the organization and in society is examined and analyzed. This course focuses on application of current theories and concepts in effectively marketing goods and services to define target customers from a domestic and global perspective. The course content includes marketing in a macro and micro context, the marketing concept, buyer behavior, and marketing organization, market research, identifying target customers, developing product offers, branding, pricing, marketing communications, and distribution channels. Marketing is critically examined from the perspective of the consumer, economy, technology, legal/political issues, and ethical/social responsibility.

0504212	Consumer Behavior	3 CH	Prereq: 0504101
		3	0

This course focuses on application of the behavioral sciences to help understand consumer behavior and the major influences on the consumption process. Emphasis is placed on understanding the essentials underlying consumer behavior, and developing an ability to relate such understanding to important issues faced by marketing practitioners. Course topics include perception, memory, affect, learning, persuasion, motivation, behavioral decision theory, and environmental (e.g., social and cultural) influences. Emphasis is on practitioner-oriented managerial implications of marketing tool applications, including the impact of market promotion, marketing communications, research techniques, consumer motivation, and perception.

0504213	Marketing Communications	3 CH	Prereq: 0504101
		3	0

The emphasis in this course is on the role of advertising and other promotional mix elements in the integrated marketing communications (IMC) program of an organization. The course focuses on communications theory as well as the various IMC tools used in contemporary marketing including: advertising, direct marketing, Internet and interactive marketing, sales promotion, publicity and public relations, and personal selling. This course examines the process by which integrated marketing communications programs are planned, developed and executed as well as the various factors and considerations that influence this process. Ethical, legal and social issues are also discussed during the course.

0504214	Marketing Channels and Logistics	3 CH	Prereq: 0504101
		3	0

Marketing channels and logistics are analyzed as systems of interrelated and interdependent organizations engaged in making goods and services available for consumption by industrial, logistics, institutional and final consumers. This course emphasizes the means by which effective and efficient distribution channels, logistics and networks (comprising manufacturers, wholesalers, retailers, transportation firms and other actors in the distribution process) can be constructed. Particular attention is given to examining the behavioral dimensions of channel relations, the roles of channel members, their use of power, the conflicts that arise among them

and their communication procedures. Logistics is examined as a major part of distribution channels management by which an organization may achieve a sustainable competitive advantage in today's private and public sectors organizations.

0504215	Sales Management	3 CH	Prereq: 0504101
		3	0

This course examines the elements of an effective sales force as a key component of the organization's total marketing effort. The course extends students' understanding of marketing's reach and the strategic role of sales management in achieving businesses goals. The course helps to understand the sales process, the relationship between sales and marketing, sales force structure, customer relationship management (CRM), use of technology to improve sales force effectiveness, and issues in recruiting, selecting, training, motivating, compensating and retaining salespeople. The focus of this course is on business-to-customer sales management as well as on business-to-business (B2B) sales management.

0504216	Price Management	3 CH	Prereq: 0504101
		3	0

This course teaches the issues and considerations (monetary and nonmonetary) in the management of pricing of products and the role of pricing and product management in achieving strategic business goals. The course provides marketing students the link between pricing and product management within the context of the marketing mix and the marketing management process. It develops an understanding of and competence in dealing with problems relating to management of pricing of new product decisions, brand management strategies and pricing policies.

0504226	Marketing Management	3 CH	Prereq: 0504101
		3	0

Marketing management takes an analytical approach to the study of marketing problems of business firms and other types of organizations. Attention focuses on the influence of the marketplace and the marketing environment on marketing decision making; the determination of the organization's products, prices, channels and communication strategies; and the organization's system for planning and controlling its marketing effort. This course is also concerned with practicing the various functions of management science in managing the marketing activities to achieve the organization's strategic objectives.

0504231	Personal Selling	3 CH	Prereq: 0504101
		3	0

This course focuses on the sales process, buyer/seller interaction, sales proposal writing and presentation, and sales as a career. The course gives marketing students a greater appreciation, understanding, and respect for sales, especially the interpersonal communication process. The student also gains a better understanding of how sales fits into the overall marketing function and the organization as a whole. Further, the course shows marketing students how marketing and personal selling should be integrated in one process to achieve organizational objectives. Ethics and social aspects are also discussed during the course.

0504321	Marketing Research	3 CH	Prereq:	0504226
		3	0	

This course is designed to provide marketing students the full process, knowledge and skills of the field of marketing research. This course helps to understand the role of marketing research in today's business and marketing strategies to achieve intended performance levels. This includes designing research projects, designing methodologies, developing experimental designs, and designing and developing several quantitative and qualitative research primary data collection methods and instruments such as questionnaires and interviews. This course explores quantitative and qualitative techniques for analyzing data, implementing research projects, and communicating and interpreting research results and implications. Moreover, this course is concerned with the application of scientific methods to the solution of marketing problems in order to increase the ability of management to make relevant marketing decisions based on sound marketing information.

0504322	Marketing Strategy	3 CH	Prereq:	0504226
		3	0	

This course provides marketing students with a solid foundation in understanding marketing strategies and processes that determine competitiveness in dynamic consumer and organizational markets. Particular areas of emphasis include industry analyses, dynamics of competition, segmentation strategies, target marketing, positioning strategies, marketing strategy formulation, selection and evaluation of marketing programs and effectiveness. Strategic thinking and in-depth analytical skills are developed through the application of marketing tools and models. Practical application of marketing concepts and skills are covered through case analyses, class discussions, and applied projects.

0504323	Supply Chain Management	3 CH	Prereq:	0504214
		3	0	

Supply Chain Management discusses the key drivers of good supply chain management and helps students understand what creates a competitive advantage. This course brings together the key elements of purchasing, manufacturing, operations, and logistics in principles of supply chain management. Key theories, such as the relationship of marketing and networks, are important to understand the theory of supply chain management. The key aspect of “From the Firm to the Fork (FFF)” is the key practical philosophy of this.

0504324	Marketing Information Systems	3 CH	Prereq:	0504101
		3	0	

The course utilizes the recent technological advancements in the capacity to collect, store, process and transmit information that have resulted in ever increasing demands on managers to effectively utilize more data for making better decisions in customer selection and for formulating strategies to manage customer relationships. Database marketing (DBM) enables managers to develop, test, implement, measure and adopt customized marketing programs and strategies. Information sharing is also an important issue to understand in marketing. Thus the course covers mechanisms to manage data (such as data base technology), techniques for converting data to information (such as ways to interpret and summarize data), tools to analyze

data (statistical as well as other data mining techniques), and frameworks to develop customer-focused strategies (CRM) for boosting profitability.

		3 CH	Prereq:	0504101
0504325	Brand Management	3	0	

This course improves marketing skills and understanding of specific marketing topics, as well as “big picture” issues of how various aspects of marketing “fit together,” all from a brand equity perspective. Accordingly, this course is organized around key product and brand management decisions. The course helps students build, measure, and manage brand equity. The course approach uses lectures, discussions, presentations, and case analyses in an interactive format.

		3 CH	Prereq:	0504101
0504332	Management of Trade Fairs	3	0	

Management of trade fairs is a course that consists of various management processes and marketing tools in trade fairs locally and internationally. Trade fairs play an important role in marketing. Local or international exhibitors view trade fairs as an opportunity for transactional selling and buying, thus building business relationships between sellers and buyers. This course focuses on the types, processes, advantages, and future of trade fairs from the marketing perspective.

		3 CH	Prereq:	0504432
0504333	Customer Relationship Management	3	0	

This course is a comprehensive set of processes and technologies for managing the relationships with potential and current customers and business partners across marketing, sales, and service areas regardless of the channel of distribution. This course focuses on the development and implementation of relationship marketing strategies via the use of CRM initiatives. Topics covered in the course include: relationship marketing; operational analytical and collaborative CRM; reasons for CRM implementation failure; and the role of CRM in marketing management.

		3 CH	Prereq:	0504213
0504335	Marketing in the Digital Age	3	0	

This course examines the marketing functions and activities using unprecedented technological advancements, e.g., information technology. This course examines marketing issues from a balanced perspective of theory and practice. The theoretical foundation of e-marketing and the digital age will be explored through understating the recent developments in e-marketing. The practical foundation will be addressed using real-world cases and practices that systematically enhance the principles and theories introduced. Modern businesses need to get these issues right if they are to be successful with their e-marketing applications. The major goal is to understand the dynamism of marketing concepts and their applications on the traditional marketing 4Ps/7Ps context.

0504343	Marketing for Not-for-Profit Organizations	3	CH	Prereq: 0504101
		3	0	

This course gives an understanding of the strategic marketing process in nonprofit and public organizations, from research and planning through execution and evaluation. This course teaches marketing students how to research and analyze a market, conduct a marketing audit, develop positioning and branding strategies, determine the various elements of the marketing mix, create an implementation plan and assess the results for specifically nonprofit organizations. The students are exposed to a different marketing audience in terms of needs, funding, assessment and objectives and goals.

0504346	Industrial Marketing	3	CH	Prereq: 0504226
		3	0	

The industrial marketing course provides an understanding of industrial products for local and international markets. The link between marketing and supply chain management is a must in this course and how they complement each other for better performance. This course consists of planning and studies for industrial products and their marketing activities, and it provides all the requirements to provide a competitive advantage for the industrial products and their services. The course also provides understanding of the smart-marketing process for product factories.

0504347	Services Marketing	3	CH	Prereq: 0504226
		3	0	

This course focuses on the vital importance of service industries such as banking and finance, healthcare, automobile services and the role they play in today's economy. The course supplements and builds on the basic marketing course by focusing on the strategies and problems of service businesses. It introduces a new focus within the marketing mix, emphasizing the implications of customer expectations and perceptions, including services marketing three Ps: People, Physical Evidence, and Process; the GAPS model of service quality; the impact of services failure and recovery; consumer-based pricing and value-pricing strategies; and integrated services marketing communications.

0504421	International Marketing	3	CH	Prereq: 0504101
		3	0	

The course discusses the marketing activities in international market contexts. The course provides a thorough understanding of the marketing mix beyond national boundaries. The course discusses the diversity of cultural settings and their impact on effective marketing strategies/decisions in international market contexts. Exploring the challenges and opportunities of each level of involvement in international marketing settings with a particular focus on global strategies for gaining and maintaining a competitive edge is an essential part of this course. Knowledge obtained from previous marketing courses enables students to perform a comprehensive analysis of international marketing opportunities in foreign markets.

		3 CH	Prereq: 0504101
0504432	Relationship Marketing	3	0

This course builds an understanding of relationship marketing and its different theoretical and practical domains. It explores relationship marketing concepts and dimensions and the various aspects of relationship marketing development. Finally, students are able to understand and differentiate between the contexts in which relationship marketing is formed such as b2b and b2c. Relationship marketing theory is explained fully. Key dimensions such as trust, commitment, communication and information sharing are explored in this course.

		3 CH	Prereq: 0504101
0504433	Contemporary Issues in Marketing	3	0

This course teaches marketing students how to conceptualize and formulate strategic uses of contemporary marketing practices. The course examines the key issues and challenges facing the marketer in contemporary marketing. It explains how contemporary marketing practice is emerging, being managed, its major opportunities, limitations, issues and risks. Finally, the course provides students with modern applications of the special topics and new trends in the marketing theory and practice such as internal marketing and e-service quality. Overall, the course is about the latest thinking issues in marketing.

		3 CH	Prereq: 0504347
0504441	Sport Marketing	3	0

This course gives an understanding of the theoretical foundations and practical applications of marketing strategies to professional sport, special events, international sport, broadcasting, facility management, and sporting industry. The course gives marketing students an opportunity to apply key marketing concepts and strategies within various settings in order to gain a better understanding of both participant and spectator markets. Hence, it exposes students to the various aspects and unique characteristics of the field of sports marketing as well as to comprehend the application of marketing concepts within the context of the sports industry. Students will handle real life cases and problems within the scope of sports industry.

		3 CH	Prereq: 0504346
0504442	Pharmaceutical Marketing	3	0

This course helps marketing students understand the crucial aspects of drug development, marketing, utilization, and evaluative science. It aims to improve prescribing practices and the outcomes of the pharmaceutical business through making health professionals aware of pharmaceutical industry marketing practices and assisting them in developing the knowledge and skills to evaluate those marketing techniques. The course provides cases and strategies for evaluating existing sources of drug information and for accessing unbiased sources of information about drugs. This course applies marketing functions in the pharmaceutical business at large with a focus on ethical issues.

0504443	Tourism and Hospitality Marketing	3	3	CH	Prereq: 0504347
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This course applies the concepts of marketing to the tourism and hospitality industry — one of the main service industries in today's economy. The course provides a foundation for the students specializing in marketing these services. Marketing research, consumer behavior, targeting and positioning are covered in depth. The 7Ps, service quality, internal marketing and hospitality issues are covered thoroughly. Contemporary tourism marketing issues (e.g., internal service quality) are covered to comprehensively increase the effective role of marketing management.

0504444	Agricultural Marketing	3	3	CH	Prereq: 0504346
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Agricultural marketing is an interesting case that focuses on important issues in our life and our food. This course provides an understanding of the concept of agribusiness and marketing for agricultural products and services. It includes an in-depth understanding of both local and export markets. Marketing mix, agricultural marketing planning, marketing research, information system, local and international distribution markets, quality standards and requirements, controlling and evaluating marketing operations, and problems of agricultural marketing are discussed in this course.

0504445	Bank Marketing	3	3	CH	Prereq: 0504347
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This course is gives an understanding of the marketing strategy development for the banking sector and its customers. Topics such as the role of the marketing department, customer relationship management, financial risks, organizational behavior, segmentation, marketing mix development, ethical issues, e-marketing and culture are addressed. Analysis and studies of banks from the marketing perspective are explained in this course.

0504491	Practical Training	3	3	CH	Prereq: Completion of 90 Cr. Hrs.
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After all other requirements for the degree have been met, students engage in practical training. However, practical training must be requested prior to the completion of all course requirements for the degree or prior to the completion of the course of study. The training must be directly related to the student's field of study and commensurate with the student's educational level. A student must complete all practical training within a 16-week period during the last year of study. Practical training plays an important role in technical and vocational education. It expands learning environment for students from school to work place, and provide them with opportunities to gain practical experience as preparation and exploration for future employment.

3 CH	Prereq:	Department Approval
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0504492	Graduation Project	3	0
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The Graduation Project verifies that marketing students have acquired the skills, knowledge and concepts necessary to perform well in their professions. Each student will use educational tools to broaden his/her knowledge about a particular, self-selected topic. The topic should be complex and comprehensive enough to challenge the student intellectually and creatively. The topic should be viewed as one that requires cumulative knowledge. Each student will demonstrate mastery of his/her topic through the following components: research based paper, portfolio, and oral presentation.

0505101	Principles of Risk Management	3 CH	Prereq:	None
		3	0	

This course provides students with a sound understanding of risk concepts, enterprise risk, and the risk management process. It enables students to identify, evaluate, and analyze risk, as well as utilizing efficient and cost effective risk treatment techniques and strategies. It also draws on the principles of ISO 31000.

0505210	Probability Theory and Decision Making	3 CH	Prereq:	0903182
		0	3	

This course introduces students to the fundamentals of probability theory and decision making and how probability theory is utilized in the decision making process. The course starts by discussing basic probability axioms and then moves to illustrate discrete and continuous random variables and distributions. Central limit theorem and law of large numbers will also be discussed. The class concludes with the integration of probability theory concepts in the decision making process.

0505222	Risk in Islamic Banks	3 CH	Prereq:	0505101
		3	0	

This course provides students with a comprehensive knowledge and background relating to the Islamic banking industry, as well as the risks facing Islamic banks, internally and within the wider context of the external business environment.

0505231	Business Continuity Management	3 CH	Prereq:	0505101 0502101
		3	0	

This course introduces students to the Business Continuity Management process. In view of today's risky global environment, organizations require comprehensive frameworks for counteracting impacts of major disruptions. Business Continuity Management is the process by which organizations assure continuous running of operations and effective recovery. It draws on the most up-to-date processes required to run business normally under all circumstances. The course is built on the principles of ISO 22301.

0505232	Crisis Communications	3 CH	Prereq:	0505101
		3	0	

This course provides students with an understanding of the basics of corporate communications as well as crisis communications. This includes developing a crisis communications plan, strategies, and actions to be used in crisis situations. It also describes the role of the various business units, management levels, and individuals before, during, and after crisis situations. The course has a particular focus on the role of technology and media in the communications process.

		3 CH	Prereq:	None
0505241	Principles of Insurance (1)	3	0	

This course provides students with a comprehensive understanding of the concepts of insurance, including the definitions and views of insurance, types of insurance, sources of insurance, the insurance process, and insurance techniques.

		3 CH	Prereq:	0903103
0505242	Principles of Actuarial Studies (1)	3	0	

This course enables students to understand the concept of “time value of money”, apply relevant actuarial notation to analysis of cash flows, know the basic concepts of probability, and to understand the term structure of interest rates. This course covers a broad range of topics representing the different areas of actuarial science including compound interest calculations, demographic theory and techniques, and the pricing and operation of simple life assurance contracts. This course provides numerous case studies, illustrating the principles described in the text, and exercises with full solutions to establish confidence in using the techniques.

		3 CH	Prereq:	0503101
0505311	Financial Markets and Institutions	3	0	

This course provides students with an understanding of the working mechanisms of various financial markets. It develops a critical awareness of the theoretical and practical problems associated with regulating financial markets. The course investigates how market structures potentially cause and mitigate financial risk to market participants and end users. Financial scandals and crises are reviewed. At the end of the course, students are familiar with major financial institutions such as banks, stock exchanges, and brokers.

		3 CH	Prereq:	0503101
0505312	Financial Analysis	3	0	

This course addresses the importance of conducting a financial analysis using specific ratios to measure financial performance. Performance areas covered include liquidity, asset management, profitability, leverage, market value ratios, and comparative analysis. The course provides students with ratios that can be useful in measuring and monitoring financial performance in conjunction with a set of financial statements.

		3 CH	Prereq:	0505101 0502101
0505321	Corporate Environmental Management	3	0	

Organizations play a major role in creating and controlling environmental risks. They are also exposed to a variety of external pressures. Stakeholders expect companies to behave in a socially and environmentally responsible manner. Consequently, an increasing number of companies have taken steps to assess, monitor, and report on their environmental performance with respect to risk. This course helps students identify and develop advanced environmental management practices based on the most contemporary internationally recognized standards; the ISO14001.

0505322	Project Risk Management	3 CH	Prereq:	0505101
		3	0	

This course discusses risk related to business projects and the process of project management. It emphasizes issues related to project vulnerability and the cumulative effect of the chances of uncertain occurrences to adversely affect project objectives.

0505331	Risk Cases in International Banking	3 CH	Prereq:	0505101 0503101
		3	0	

This course aims to provide students with a fundamental knowledge and background of international banking industry basics, as well as the risks facing international banks, internally and within the wider context of external business environment. A particular focus is on the global banking activities and interconnectedness.

0505332	Disaster and Emergency Management	3 CH	Prereq:	0505231
		3	0	

This course provides students with an in-depth understanding of the dimensions of Major Incident Management at all phases (i.e. life cycle) of a disaster. This includes procedures for managing disasters and crises before, during, and after they occur using the most contemporary frameworks and techniques, such as the HYOGO framework for disaster risk reduction. It also draws on disaster and emergency management systems and types of major incidents facing modern societies and organizations, such as terrorism, cyber space attacks, and reputation risks.

0505333	Corporate Governance	3 CH	Prereq:	None
		3	0	

This course provides students with a sound understanding of the rules, processes, and laws by which organizations are operated, controlled, and regulated. It focuses mainly on internal factors defined by officers, stakeholders, and the constitution (charter) of the organization, as well as external factors, such as customers, clients, and state regulations that influence the organization. It provides a structure that benefits each individual within the firm by adopting accepted ethical standard and best practice.

0505341	Principles of Actuarial Studies (2)	3 CH	Prereq:	0505242
		3	0	

This course expands on the course of Actuarial Studies (I). It develops the use of judgment and problem solving skills, reasoning, well-rounded business skills and the ability to communicate complex ideas in both simple and advanced terms. This course develops further problem-solving, business analyses, consultation, and risk assessment skills and applies it to the fields of insurance, pensions, healthcare, banking, business management. This course improves students' skills to help businesses evaluate long-term financial implications of the decisions they make.

0505342	Principles of Insurance (2)	3 CH	Prereq:	0505241
		3	0	

This course introduces students to life insurance and other types of insurance including: annuities, individual retirement, social insurance, group insurance, homeowners insurance, auto insurance, commercial property insurance, and other property and liability insurance coverage. It also provides numerous insurance contract examples and illustrates the benefits of different insurances, too.

0505344	Reinsurance	3 CH	Prereq:	0505342
		3	0	

This course provides a rigorous overview of the reinsurance process and industry. It helps students develop a detailed understanding of how the global reinsurance industry operates, reasons why it is critical to the functioning of the global economy, and how it is likely to develop in future.

0505413	Financial Derivatives	3 CH	Prereq:	0503101
		3	0	

This course provides a solid foundation in the principles of financial derivatives. It strikes a balance between institutional details, theoretical foundations, and practical applications. Subjects include mechanics of futures and forward markets, hedging strategies using futures, determination of forward and futures prices, swaps, securitization and the credit crisis of 2007, mechanics of options markets, properties of stock options, introduction to binomial trees, valuing stock options using the Black-Scholes-Merton model.

0505421	Portfolio Management	3 CH	Prereq:	0503101
		3	0	

This course views the investment process by explaining its concept, objectives and later moves to examine the procedures adopted for financial securities, as in stocks and bonds. Students are introduced to the concept of risk and return, portfolio formation and finally, performance evaluation.

0505422	Risk Management for Financial Institutions	3 CH	Prereq:	0503101 0505101
		3	0	

The operational and financial risks faced by firms and the study of various methods of handling these risks, including loss prevention, risk retention, self-insurance, corporate insurance programs, and capital markets are the principal subjects of this course.

0505423	Risk Management for Small Business	3 CH	Prereq:	0505101
		3	0	

This course examines why risk management in SMEs is vital to their survival and will highlight the techniques such businesses use to reduce their financial losses from risk exposure by having

proper risk management tools in place. Managing risk to minimize loss exposures is a critical issue for every small enterprise. SMEs are exposed to many risks in their ordinary course of the business cycle, such as interest rate risk, foreign exchange risk, and liquidity risk, that could minimize their profit by increasing their financial loss.

0505424	Risk in Commercial and Investment Banking	3 CH		Prereq:	0505101
		3	0		

This course provides students with a background to the basics of commercial and investment banking industry, as well as the risks facing these banks, internally and within the wider context of the external business environment. A particular focus on the Basel Accords I, II and III is made.

0505431	Computer Applications of Risk Management	3 CH		Prereq:	0505101
		1	4		

The course helps students apply computer applications to risk management in finance related businesses. In this course, students are equipped with the necessary tools to calculate required capital for different types of risk, how to create portfolios, and how to deal with stocks. The course is real world oriented and is useful training for a variety of jobs in banking and finance.

0505491	Practical Training	3 CH		Prereq:	Completion of 90 Cr. Hrs
		3	0		

This course enables students to practice learned theories and concepts within a business organization. Students from any business discipline undergo a training that is closely monitored by an instructor and the management/supervisor of the organization to ensure that the student cultivates the sound professional attitudes and ethics needed in the workplace.

0505492	Graduation Project	3 CH		Prereq:	Department Approval
		3	0		

Graduation Project uses a dissertation carried out by graduating students in partial fulfillment of the BSc. Degree in Risk Management. The course enables students to undertake scientific research and bridge the gap between theory and practice in risk management. Students prepare a research proposal as a first step relating to their research projects. Second, they develop an appropriate research methodology. Third, they synthesize and evaluate information, and lastly, present the findings of their research. The research should be related to the program. An academic advisor is assigned to advise the students at various stages of the project.