

Course Descriptions

FBA 103

Algebra

Prerequisite: None

This course covers complex numbers; matrices and basic matrix operations; vectors; linear equations; determinants; eigenvalues and eigenvectors; linear dependence and independence and orthogonality.

FBA 104

Calculus

Prerequisite: FBA 103

This course covers limits and continuity of functions of one variable, derivatives and applications to business, rate of change, techniques of differentiation, graph and derivative, integrals and definite integrals, fundamental theorem of calculus, application of integration to business.

FAS 100

Creative Thinking

Prerequisite: None

This course aims to help develop student's ability in analysis, synthesis, prescription, and application of problem solving, creative thinking and decision making within the work environment. Topics covered include: the nature of creative thinking, problem and solution analysis techniques and skills in creative thinking, deduction and induction, definition, justification of judgments, blocks to problem solving, and textural analysis. The course includes practical application of creative thinking which allows students to apply various skills and techniques to identify and solve organizational problems and provide strategic direction.

FAS 101

Communication Skills (English)

Prerequisite: None

This course aims at developing academic reading, writing and vocabulary skills in English. It covers listening and speaking, reading, writing, and grammar in an integrated manner. Intensive writing practice is undertaken incorporating topic sentences, introductions, body text and conclusions. Applications of note-taking from different sources, writing essays, presentation, reports and summaries will be emphasized.

FAS 102

Communication Skills (Arabic)

Prerequisite: None

This course aims at developing students' skills and competencies in the Arabic language. It covers procedural techniques of the functional text structure in standard Arabic. Emphasis is placed on expression and writing skills, avoiding common errors, and editing various kinds of written Arabic texts in different forms such as research articles, broadcast speech, dialogue, technical reports, minutes of meetings and summaries. Techniques of oral presentation in Arabic will be also addressed.

FAS 103

Islamic Culture

Prerequisite: None

This course aims to cover certain areas of Islamic thoughts and concepts related to different aspects of life. It emphasizes the Islamic creed as shown in the Holy Quran and the Hadith of the Prophet Mohamad (PBUH). It deals with aspects of existence of the God, Unity, the fundamentals of faith and its effects in life. It deals also with issues related to orientalism, recent global challenges facing Islam, the economy in Islam and family rights and duties in Islam.

FAS 105**Scientific Miraculousness of the Quran**

Prerequisite: None

This course is designed to introduce the scientific miraculousness of The Holy Quran as one of its several miraculous aspects. Fourteen centuries ago, The Qur'an spoke of the universe, of plants, animals, mountains, astronomy, geology, oceans, earth, insects, stars, planets etc. It contains definite scientific information that is huge in quantity and is spread all over the different fields of scientific research and human scientific activity. Almost all of this knowledge was not discovered by science until many centuries later. This course will discuss some of these facts. Selected topics include the origin, the expansion and the fate of the universe, human development, the water cycle and the seas, the earth's atmosphere and the clouds, light and movement and health related issues.

FAS 130**Introduction to Sociology**

Prerequisite: None

This course examines major theoretical issues in the field of Sociology from the perspective of an emerging global society and the debates surrounding its social, cultural, political and economic structuring. The focus is on such topics as the changing world of work, global inequalities involving gender, race and class, population and migration, global tourism, global crime, the mass media and consumer culture and social movements such as feminist and green movements.

FAS 230**Introduction to Psychology**

Prerequisite: None

This course is an introductory survey of the methods and findings of modern scientific psychology, including history and methodology, biological psychology, sensation and perception, learning and motivation, verbal and cognitive processes, development psychology, social psychology, individual differences (intelligence and personality), and clinical psychology.

FAS 300**Industrial Psychology**

Prerequisite: FAS 230

This course covers the theories, methods, findings and applications of industrial and organizational psychology including: personnel recruitment and selection; employee training and development; performance appraisal, work attitudes and motivation; leadership and group processes; organizational design.

FAS 310**Human Behavior in Cross Cultural Context**

Prerequisite: FAS 230

A study of the differing values, ethics and attitudes with specific reference to cultural practices and prohibitions in business relationships. Topics include cultural identity and biases; verbal and nonverbal intercultural communication; code usage; and developing cross-cultural competence in interpersonal relationships.

FAS 320**Sociology of Work**

Prerequisite: FAS 130

This course examines recent developments in the theory and practice of work, including domestic work, globalization, gender, resistance, child labour and labour relations. The theoretical approaches incorporate theories of time, technology, identity, change, and discipline. Case studies of individual nations highlight the international differences in sociological approaches to workplace issues.

FES 150 Natural Sciences (3: 3 - 0)

Prerequisite: None

This course aims at providing students with fundamentals of chemistry, physics and biology, and widening their appreciation and conceptual understanding of the application of sciences and technologies for the development of modern life. Topics covered include: physical laws, depleting and renewable sources of energy, earth and the atmosphere, environmental pollution and its sources and consequences; concepts of chemical reactions, chemical compounds and their uses in our life, basics of heredity and gene expression, and the concept of biotechnology and its applications in contemporary life.

ACT 201

Financial Accounting (3:3-0)

Prerequisite: MGT 101

This course attempts to introduce students to the elements of financial accounting and reporting, considerations pertaining to the preparation of accounting records and reports, analysis of financial reports, and the limitations of financial reports. An in depth examination of the development of financial statements, and the assessment of their uses and limitations will be covered. Particular attention is given to accounting problems and practices involving merchandising, inventories, and cash.

ACT 202

Business Analysis and Management Accounting (3:3-0)

Prerequisite: ACT 201

A continuation of BUS 200, this course examines such issues in management accounting as the treatment of receivables; assets; liabilities; shareholder's equity; investments, cash flows, and financial analysis.

ACT 301

Management Accounting I (3:3-0)

Prerequisite: ACT 201

Management and cost accounting are considered important especially to support the decision-making process in both profit and not-for-profit organizations. Topics covered include costs; job-order costing; process costing; and cost behaviour

ACT 302

Management Accounting II (3:3-0)

Prerequisite: ACT 301

A continuation of BUS 320, this course addresses cost-volume-profit relationships, variable versus absorption costing, activity-based costing; budgeting; standards costs; flexible budgets; segment reporting; capital budgeting; and financial statement analysis.

FIN 201

Principles of Finance (3:3-0)

Prerequisite: ACT 201

This course is an introduction to the role of financial management including financial markets and analysis, working capital management, capital budgeting and long-term financing.

FIN 451

Portfolio Theory & Invest Analysis (3:3-0)

Prerequisite: FIN 201

The course provides a detailed examination of financial securities, markets and institutions. The course deals with important aspects of financial markets such as index models, optimal portfolio choice, portfolio performance evaluation, portfolio diversification, arbitrage and option pricing, security analysis, interest rate theory and bond pricing and efficient market hypothesis.

FIN 452

International Finance (3:3-0)

Prerequisite: MGT 303

This course provides a thorough discussion of macroeconomic topics relevant to an open economy such as the foreign exchange market, balance of payments accounting, macroeconomic models, intervention policy, and exchange rate regimes

ECN 101

Introduction to Microeconomics (3:3-0)

Prerequisite: None

This course covers an in-depth analysis of economic concepts and application involving mainly partial equilibrium analysis of demand, production, supply and the structures of markets. Market efficiency and market failure are discussed in the context of social welfare

ECN 102

Introduction to Macroeconomics (3:3-0)

Prerequisite: None

This course attempts to provide an in-depth analysis of economic issues relating to stabilization and growth of output, income, employment and wellbeing of economies. Key issues include the role of monetary and fiscal policies in income stabilization, inflation and unemployment as they relate to the national and international scenario.

ECN 201

Intermediate Microeconomic Theory (3:3-0)

Prerequisite: ECN 101

This course provides a more in-depth theoretical approach to the concepts of microeconomics introduced in ECN 100, this course studies the behaviour of consumers and firms relative to such topics as supply and demand analysis, inputs and production, costs, competitive markets, monopoly and monopsony, market structure, and game theory.

ECN 202

Intermediate Macroeconomic Theory (3:3-0)

Prerequisite: ECN 102

This course provides a more in-depth theoretical approach to the concepts of macroeconomics introduced in ECN 101, this course studies theories of national income accounts; price indexes; theories of aggregate demand and aggregate supply; rational expectations; determination of real income; employment; wages; interest rates and the price level

ECN 451

Third World Economic Development (3:3-0)

Prerequisite: ECN 101, ECN 102

This course provides a review of the economic problems of the third world and the nature of the process of economic development. Topics covered include the structure of developing countries' economies; theories of economic growth and development; development and human welfare; planning and markets; human resources in development; savings and the financing of capital formation in the development process; the role of international trade and capital flows; natural resources and agriculture in economic development.

ECN 452

Monetary Theory (3:3-0)

Prerequisite: ECN 101, ECN 102

This course provides an examination of intermediary monetary theory, including flow of funds; a detailed analysis of the demand for money; behaviour of financial institutions and issues in monetary policy.

ECN 453

Public Finance (3:3-0)

Prerequisite: ECN 101, ECN 102

This course is an elective course in the Bachelor in Business Administration. This course is designed to be taken in conjunction with ECN 300, 301, 303, 304, 305, and 306 by students wishing to complete a specialization in "International Economics" within their Business Administration program.

ECN 454

International Trade (3:3-0)

Prerequisite: ECN 101, ECN 102

This course is an analysis of commodity trade and foreign investment among nations. The welfare effects associated with international trade and the effects of government interference with free trade receive special attention. Various economic models of foreign trade are considered, along with international factor movements, the political economy of trade policy, and trade policy in developing countries.

ECN 455

Comparative Economic Systems (3:3-0)

Prerequisite: ECN 101, ECN 102

This course examines how alternative economic systems resolve economic problems. It provides a comparison between theory and practice in different forms of economic organization found in the capitalist and (formerly) socialist world. Topics include: forms of ownership, pricing and valuation, incentives, planning versus markets, and the reform or transition of socialist economies.

MIS 100

Information Technology Applications in Business (3:3-0)

Prerequisite: None

This course is an introduction to the basics of computers and commonly used computer applications. In this course we will discuss various components in understanding how computers work and how we can make them work for us. These components include history of computers, computer mechanics, word processing, databases, spreadsheets, data presentations and internet applications. Course work will include some computer application projects.

MIS 406

Intro to E-Commerce (3:3-0)

Prerequisite: MIS 100, MKT 201

The digital economy and its impact on commerce is examined. Content includes theoretical and practical knowledge necessary to manage in the E-Commerce world; a survey of current trends in the digital economy; and a framework and methodology for analysing commercial opportunities and threats in a rapidly changing digital world.

MKT 201

Principles of Marketing (3:3-0)

Prerequisite: MGT 101

This course is designed to introduce students to the fundamental concepts and issues underlying marketing today. Emphasis will be placed on marketing in the context of the firm and society. The course content includes a study of the relationship between marketing and society, nature and functions of marketing, marketing management processes, marketing tools, the markets, and the consumers.

MKT 451

Global Marketing Management (3:3-0)

Prerequisite: MGT 303

This course takes an interdisciplinary approach to managing the marketing function on a global basis. Topics include understanding the global cultural, political and legal environment; global market research, segmentation and strategies; product design, pricing, logistics and distribution for global markets.

MGT 101

Introduction to Business Management (3:3-0)

Prerequisite: None

This course represents an early exposure to the concepts of business and management. It will focus mainly on topics like business trends, business ownerships and business management, among others. This enables the students to comprehend the higher level business courses which will be offered in the subsequent semesters

MGT 102

Management Communications (3:3-0)

Prerequisite: FAS 101

This course is designed to sharpen students' academic competency in English and to prepare them for academic success. A key element in this course is to develop students' critical thinking abilities in relation to the material they encounter.

MGT 201

Organizational Behavior (3:3-0)

Prerequisite: MGT 101

This course provides a multi-disciplinary approach to the study of human behaviour in organizations from the individual, group and organizational levels of explanation. Topics include personality and learning, workplace behaviours, motivation, teamwork, leadership, communication, decision making, conflict, and organizational change and structures.

MGT 301

Business Law (3:3-0)

Prerequisite: MGT 101

An introduction to the field of business (commercial) law with emphasis on the law of torts, the law of contract, and the special contractual relationships involving commercial transactions, the employment relationship, business organizations, and property.

MGT 302

Business Ethics (3:3-0)

Prerequisite: MGT 101

This course addresses the role of ethics in business decision making. Topics include ethical codes in business; business accountability and responsibility; acceptable risk; the employer/employee relationship; discrimination in the workplace. Special attention is given to the issues surrounding international business ethics.

MGT 303

International Business (3:3-0)

Prerequisite: FIN 201, MKT 201

This course analyses the needs and means of moving from a domestic base to international operations, and understanding how established global firms develop and implement strategy in an international setting. The emphasis is three-fold: the development of strategy in multinational corporations; the organizational capabilities required to deliver the strategic imperatives; and the management challenges of operating a successful multinational corporation.

MGT 304

Human Resource Management (3:3-0)

Prerequisite: MGT 201

This course provides an overview of the theory and practice of the human resources management (HRM). HRM is examined from the perspectives of various stakeholders, including management (supervisors and managers), employees, employers (the organization), as well as human resource practitioners and HR departments. The thematic focus is the structures and processes of effective human resources management within the organization, including staffing, performance management, training and development, human resource planning and strategy, compensation and financial rewards.

MGT 401

Strategic Management (3:3-0)

Prerequisite: FIN 201, MKT 201

This “capstone” course in the Bachelor in Business Administration challenges students to integrate much of the foundational knowledge they have acquired in other business courses, both required and elective. The course emphasizes the underlying principle of strategic management, namely, that a firm’s mission can be best achieved through a systematic and comprehensive assessment of both its internal capabilities and its external environment. As an integrative approach to policy making and administration, this course examines strategies for identifying and analyzing problems and strengths in the organizational environment. The two-fold emphasis is upon strategy formulation and strategy implementation, addressing such themes as the external environment, strategic analysis and choice, and strategic control

MGT 451

Entrepreneurship (3:3-0)

Prerequisite: FIN 201, MKT 201

This course covers an interdisciplinary examination of the entrepreneurial process and opportunity recognition on a global level. The course investigates how the fields of psychology, sociology, economics, organization theory, finance, strategy, technology management, and public policy all contribute to the creation of a conceptual framework for entrepreneurship.

MGT 452

Supply Chain Management (3:3-0)

Prerequisite: QNT 401

This course is an exploration of inter organizational networks from an operational perspective. Supply chain management is a system approach to managing the entire flow of information, materials and services from raw materials suppliers through factories and warehouses to the end consumer. Topics include supply chain management and the role of marketing, sales, research and development, purchasing, logistics, and information systems.

MGT 453

Global Strategic Management (3:3-0)

Prerequisite: MGT 303, MGT 401

This course analyses the needs and means of moving from a domestic base to international operations, and understanding how established global firms develop and implement strategy in an international setting. The emphasis is three-fold: the development of strategy in multinational corporations; the organizational capabilities required to deliver the strategic imperatives; and the management challenges of operating a successful multinational corporation.

MGT 454

Comparative International Business (3:3-0)

Prerequisite: MGT 303

This course provides an examination of business practices around the world as well as the market structures found in countries in the major trading blocs (Europe, North America, Japan, Asia, Latin America). Topics include country risk; financial aspects; the history of global economic institutions since World War II and their relevance for international commerce.

MGT 499

Industrial Training & Internship (12 Weeks: 6)

Prerequisite: Senior Standing

The main aim of Bachelor of Business Administration is to develop potential business leaders and managers who will rise in their careers in a competitive and changing global economy. In this century, the business environment is becoming more dynamic as compared to the past. Not only that the economy is facing with the challenges of globalization and liberalization, but also the business operation is becoming more sophisticated with the advent of information and communication technology. Employers expect fresh graduates to be able to assimilate into the working environment and able to perform upon the inception of their employment. Hence, the business internship or practical training program will provide students with work-related experience and at the same time give them an edge over other job applicants when it comes to job opportunities.

QNT 201

Statistics I (3:3-0)

Prerequisite: FBA 103 or FBA 104

In combination with QNT 301, this course is an introduction to the nature of statistics, topics include descriptive statistics and graphs; random variables; sampling; hypothesis testing; and analysis of variance.

QNT 301

Statistics II (3:3-0)

Prerequisite: QNT 201

This course is a continuation of the introduction to statistics covered in QNT 201, topics include simple and multiple regression, model building nonparametric and robust statistics, and forecasting and times series.

QNT 401

Operations Management (3:3-0)

Prerequisite: FIN 201, MKT 201, QNT 301

Operations Management is the study of transforming inputs into finished goods and services. This constitutes the primary activity of virtually every organization, private or public. Therefore acquiring skills in operations management contributes to an overall understanding of the cross-functional perspective of any organization, and as such is an essential subject for every manager, whether or not they opt for a career in operations management specifically. In this course students will learn to analyze the principles, theories and practices critical to managing an

organization, including an overview of analytical models and approaches to improving operating systems, involving both service and manufacturing operations.

QNT 402

Research Methodology (3:3-0)

Prerequisite: QNT 301

This course covers the process of doing proper research that follows appropriate method, and is acceptable and able to withstand the test of validity, reliability and timely. The course is useful for executives and managers not only in business organizations but also in non-profit and governmental organizations where decisions are made based on information/data collected.

ACT 203

Corporate Financial Reporting (3:3-0)

Prerequisite: ACT 201

This course provides an intensive examination of the concepts, principles, and practices of identifying and evaluating assets and disclosing the information in financial statements prepared for third parties. In addition, students will learn to recognize, measure, and report on issues regarding liabilities, owners' equity and related revenues and expenses. Topics include the economic and institutional setting for reporting, accrual accounting and the application of principles in the preparation and reporting of information on short and long-lived assets, liabilities, income.

ACT 303

Corporate Accounts (3:3-0)

Prerequisite: ACT 203

This course provides an intensive examination of the concepts, principles, and practices that accountants utilize to prepare corporate accounts and consolidated financial statements for organizations. Topics include issue of shares and debentures, redemption of preference shares and debentures, financial statements, business combinations, company reconstruction, consolidated accounts, preparation of consolidated balance sheet, treatment of income from subsidiary in the consolidated balance sheet; and the consolidated profit and loss.

ACT 401

Business Information and Accounting Systems (3:3-0)

Prerequisite: MIS 100 & ACT 201

The course explores the role of the accounting information system in the management of businesses. You will study the major considerations involved in the design and installation of accounting systems. A significant portion of the course is devoted to explain systems review and analysis as they relate to internal control evaluation, forms design, and flow charting. Topics include data flow diagrams, systems design, information relevance and reliability, flow charts, control structure, and control procedures. Manual, mechanical and electronic data processing techniques are investigated in relation to their use in accounting systems. Case studies will be used throughout the course.

ACT 402

Auditing (3:3-0)

Prerequisite: ACT 303

This course explains the theory of auditing and teaches the techniques utilized by the auditor in the application of the auditing concepts and principles. Topics include the macro and micro audit theories, evidence and materiality, internal control, planning and analytics, audit planning including the design of tests of controls and substantive audit programs. In addition, the course teaches the practical steps of auditing selected internal cycles, assets, liabilities, and income statement accounts and discusses the completion of the audit and reporting. The ethical and professional responsibilities of auditors are emphasized throughout the course.

ACT 403

Taxation (3:3-0)

Prerequisite: ACT 303

This course teaches students how taxes affect business and personal decisions and how to evaluate tax-planning opportunities and strategies. It emphasizes the managerial and decision-making implications of taxation. Topics include the implications of taxation on financial and investment decisions, compensation planning, choice of the organizational form, corporate reorganizations, and international tax planning. Reference will be made to the fundamental aspects of the Canadian, United States, British, and/or other tax regimes to emphasize that tax laws vary from one country to another but the economic consequences of taxation are common to all regimes.

ACT 499

Industrial Training & Internship (12 Weeks: 6)

Prerequisite: Senior Standing

The main aim of ALHOSN University's undergraduate degree program is to develop students and professionals to be leaders who will rise in their careers in a competitive and changing global environment. In this era, not only that the socio-economic condition is facing the challenges of globalization and liberalization, the workplace environment is also becoming more dynamic as compared to the past where organizations are becoming more complex and sophisticated with the new, emerging technology. Employers expect fresh graduates to be able to assimilate into the working environment and able to perform upon the inception of their employment. Hence, the Internship or Industrial Practical Training program should be able to provide students with work-related experience and at the same time give them an edge over other job applicants when it comes to job opportunities.

FIN 301

Corporate Finance (3:3-0)

Prerequisite: FIN 201

This course builds on the concepts introduced in FIN 201. It explains the theory of corporate finance and teaches students the analytical techniques to apply theory in practical situations. It considers the impact of risk on the cost of capital and investment decisions and proceeds to discuss advanced topics in corporate finance. Topics include project analysis, risk and expected return, the cost of capital, financial leverage, capital structure policy, dividend policy, options and corporate finance, derivative securities and risk management, mergers and acquisitions, and leasing.