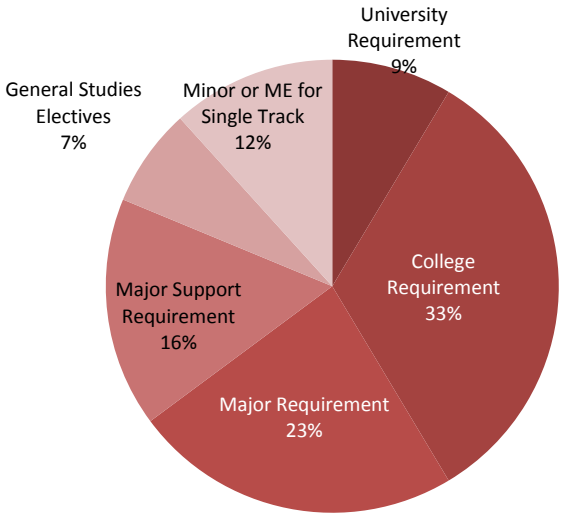
B.Sc. In Banking and Finance 2019

Program Components

Course Type	CRD
University Requirement (UR)	11
College Requirement (CR) (Including Business Electives[1])	42
Major Requirement (MR)	30
Major Support Requirement (MSR)	21
General Studies Electives (GSE) [2]	9
Minor Requirements (Minor) [3] or Single Track (ME)	15
Total Credit (CRD)	128
MR- Training (Yes)	3



[1] Business Elective Courses
Any course offered by the College of Business Administration in 300 or 400 levels, which is not included in the BSc Curriculum.

[2] General Studies Electives
Any three courses at 100, 200, 300, or 400 levels may be taken as General-Studies Elective. This excludes courses offered by the College of Business Administration. The following courses are also excluded: Stat 105, ITBIS 105, ENGL 101, 102, 125, 126, 154, 155, 191, 192, 219 and 242.

[3] A Student can register in Minor courses after completing 84 Credit.

Teaching Language: English

Detailed Study Plan

Year 1 - Semester 1

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
ACC 112	Financial Accounting I	3-0-3	CR	------	No
ECON 140	Microeconomics	3-0-3	CR	------	No
ENGL 145	English for Business I	3-0-3	MSR	------	No
MATHS 103	Mathematics for Business Management I	3-0-3	MSR	------	No
HRLC 107	Human Rights	2-0-2	UR	------	No

Year 1 - Semester 2

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
ACC 113	Financial Accounting II	3-0-3	CR	ACC 112	No
ARAB 110	Arabic Language Skills	3-0-3	UR	------	No
ECON 141	Macroeconomics	3-0-3	CR	ECON 140	No
ENGL 146	English for Business II	3-0-3	MSR	ENGL 145	No
MGT 230	Organization and Management	3-0-3	CR	------	No
MATHS 104	Mathematics for Business Management II	3-0-3	MSR	MATHS 103	No

Year 2 - Semester 3

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
BIS 202	Computers and Business Information Systems	3-2-3	MSR	------	No
HIST 122	Modern History of Bahrain and Citizenship	3-0-3	UR	------	No
FIN 220	Financial Management I	3-0-3	CR	ACC 113	Yes
MGT 233	Organizational Behavior	3-0-3	CR	MGT 230	No
MKT 261	Marketing Management	3-0-3	CR	------	No
QM 250	Introduction to Statistics	3-0-3	CR	MATHS 104	No

Year 2 - Semester 4

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
ISLM 101	Islamic Culture	3-0-3	UR	------	No
FIN 221	Financial Markets and Institutions	3-0-3	CR	ECON 141 & FIN 220	Yes
FIN 222	Risk Management and Insurance	3-0-3	MR	FIN220	Yes
LAW 238	Commercial Law	3-0-3	MSR	------	No
MKT 264	Intermediate Marketing	3-0-3	CR	MKT 261	No

Year 3 - Semester 5

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
ENGL 341	Report Writing for Business	3-0-3	MSR	ENGL146	No
FIN 320	Financial Management II	3-0-3	MR	FIN 220	Yes
QM 350	Operations Research	3-0-3	CR	QM 250	No
BANK 248	Money and Banking	3-0-3	MR	ECON 141	Yes
GSE XXX	General Studies Elective [2]	3-0-3	GSE	------	No

Year 3 - Semester 6

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
BANK 323	Commercial Banking	3-0-3	MR	FIN 221	Yes
MGT 437	Business Ethics	3-0-3	CR	MGT 233	No
BANK 331	Financial Analysis and Credit Evaluation	3-0-3	MR	FIN 320	Yes
FIN 424	Investment Management	3-0-3	MR	FIN 320	Yes
BUS 3/4xx	Business Elective[1]	3-0-3	CR	------	No
GSE XXX	General Studies Elective [2]	3-0-3	GSE	------	No

Year 4 - Semester 7

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
BANK 411	Islamic Financial Institutions	3-0-3	MR	FIN 221	Yes
FIN 425	Corporate Finance	3-0-3	MR	FIN 320	Yes
FIN 435	Portfolio Management and International Investment	3-0-3	MR	FIN 424	Yes
Single Track or Minor	Major Elective or Minor	3-0-3	ME Minor	As per list A /Completion of 84 Credits	Yes No
GSE XXX	General Studies Elective [2]	3-0-3	GSE	------	No

Year 4 - Semester 8

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
FIN 498	Internship and Graduation Project	3-0-3	MR	Completion of 111 credits	Yes
Single Track or Minor	Major Elective or Minor	3-0-3	ME Minor	As per list A /Completion of 84 Credits	Yes No
Single Track or Minor	Major Elective or Minor	3-0-3	ME Minor	As per list A /Completion of 84 Credits	Yes No
Single Track or Minor	Major Elective or Minor	3-0-3	ME Minor	As per list A /Completion of 84 Credits	Yes No
Single Track or Minor	Major Elective or Minor	3-0-3	ME Minor	As per list A /Completion of 84 Credits	Yes No

List A - Finance Major Elective Courses

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
BANK 312	Bank Management	3-0-3	ME	FIN 221	Yes
FIN 313	Trust Operations	3-0-3	ME	FIN 221	Yes
FIN 329	Real Estate Finance	3-0-3	ME	FIN 320	Yes
BANK 410	Electronic Banking	3-0-3	ME	BIS 202	Yes
BANK 412	Global Banking and Finance	3-0-3	ME	FIN 221	Yes
FIN 421	Capital Budgeting	3-0-3	ME	FIN 320	Yes
FIN 422	Personal Finance	3-0-3	ME	FIN 320	Yes
FIN 423	Financial Derivatives	3-0-3	ME	FIN 424	Yes
FIN 426	International Financial Management	3-0-3	ME	FIN 221	Yes
FIN 427	Seminar in Finance	3-0-3	ME	FIN 320	Yes
FIN 428	Public Finance	3-0-3	ME	ECON 141 & FIN 221	Yes
FIN 429	Working Capital Management	3-0-3	ME	FIN 320	Yes
FIN 433	Security Trading and Market Making	3-0-3	ME	FIN 424	Yes
FIN 434	Financial Risk Management	3-0-3	ME	FIN 222	Yes
FIN 460	Current Issues in Finance	3-0-3	ME	FIN 320	Yes
FIN 480	Financial modeling and Forecasting	3-0-3	ME	ECON 441	Yes

List B – Business Electives 3 / 4 XXX for BSc in Banking and Finance

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Major GPA
ACC 402	International Accounting Issues	3-0-3	CR	ACC 113	No
ACC 310	Intermediate Accounting	3-0-3	CR	ACC 211	No
ACC 332	Auditing	3-0-3	CR	ACC 231	No
ACC 341	Governmental Accounting	3-0-3	CR	ACC 211	No
ACC 410	International Accounting	3-0-3	CR	ACC 211	No
ECON 340	Managerial Economics	3-0-3	CR	ECON 140 & QM 250	No
ECON 341	Monetary Economics	3-0-3	CR	ECON 141 & MATH 104	No
ECON 427	Seminar in Economics	3-0-3	CR	ECON 141 & FIN 221	No
ECON 440	International Economics	3-0-3	CR	ECON 141 & FIN 221	No
ECON 441	Econometrics	3-0-3	CR	QM 350	No
MGT 331	Project Management	3-0-3	CR	MGT230	No
MGT 340	Supply Chain Management	3-0-3	CR	MGT 230	No
MGT 429	Organizational Development and Change	3-0-3	CR	MGT233	No
MGT 430	Human Resources and Personnel Management	3-0-3	CR	MGT 230	No
MGT 433	Total Quality Management	3-0-3	CR	MGT230	No
MGT 435	Public Relations	3-0-3	CR	MGT230	No
MGT 436	Management of Change	3-0-3	CR	MGT233	No
MGT 438	Tourism Management	3-0-3	CR	MGT233	No
MGT 439	International Business	3-0-3	CR	MGT 233	No
MGT 445	Innovation and Creativity Management	3-0-3	CR	MGT233	No
MGT 446	Knowledge Management	3-0-3	CR	MGT233	No
MGT 447	Electronic Business (E-Business)	3-0-3	CR	MGT230	No
MGT 448	Organization Theory and Design	3-0-3	CR	MGT233	No
MGT449	Human Recourse s Planning and Development	3-0-3	CR	MGT233	No
MGT 460	Current Issues in Management	3-0-3	CR	MGT233 & 90 Credits	No
MKT 360	Export Marketing	3-0-3	CR	MKT261	No
MKT 361	Marketing of Financial Services	3-0-3	CR	MKT261	No
MKT 362	Marketing Research	3-0-3	CR	MKT 261 & QM250	No
MKT 364	Advertising Management	3-0-3	CR	MKT261	No

MKT 366	Product Management	3-0-3	CR	MKT261	No
MKT 367	Marketing Channels	3-0-3	CR	MKT261	No
MKT 369	Sales Management	3-0-3	CR	MKT264	No
MKT 370	Customer Relationship Manager	3-0-3	CR	MKT261	No
MKT 460	Electronic Commerce and Marketing	3-0-3	CR	MKT264	No
MKT 461	Consumer Behavior	3-0-3	CR	MKT264	No
MKT 463	International Marketing	3-0-3	CR	MKT 261	No
MKT 464	Strategic Marketing	3-0-3	CR	MKT 261 & 90 Credit	No
MKT 465	Services Marketing	3-0-3	CR	MKT 264	No
MKT 466	Marketing for Tourism and Hospitality	3-0-3	CR	MKT264	No
MKT 468	Pricing Strategies	3-0-3	CR	MKT264	No
MKT 469	Current Issues in Marketing	3-0-3	CR	MKT264 & 90 Credits	No

Minors

List C – Minor Courses

Minor in Accounting (15 Credits)

Course Code	Course Title	Course Hours	Course Type	Pre-Requisite	Minor GPA
ACC 211	Intermediate Accounting I	3-0-3	Minor	ACC 113	Yes
ACC 221	Cost Accounting	3-0-3	Minor	ACC 113	Yes
ACC 231	Auditing I	3-0-3	Minor	ACC 113	Yes
ACC 325	Managerial Accounting	3-0-3	Minor	ACC 221	Yes
ACC 451	Accounting Systems and Controls	3-0-3	Minor	ACC 211 & ACC 221	Yes

Minor in Economics (15 Credits)

Course Code	Course Title	Course Hours	Course Type	Pre requisite	Minor GPA
ECON 340	Managerial Economics	3-0-3	Minor	ECON 140 & QM 250	Yes
ECON 341	Monetary Economics	3-0-3	Minor	ECON 141 & MATHS 104	Yes
ECON 427	Seminar in Economics	3-0-3	Minor	ECON 141 & FIN 221	Yes
ECON 440	International Economics	3-0-3	Minor	ECON 141 & FIN 221	Yes
ECON 441	Econometrics	3-0-3	Minor	QM 350	Yes

Minor in International Business (15 Credits)

Course Code	Course Title	Course Hours	Course Type	Pre requisite	Minor GPA
ECON 440	International Economics	3-0-3	Minor	ECON 141 & FIN 221	Yes
FIN 426	International Financial Management	3-0-3	Minor	FIN 221	Yes
MGT 439	International Business	3-0-3	Minor	MGT 233	Yes
ACC 402	International Accounting Issues	3-0-3	Minor	ACC 113	Yes
MKT 463	International Marketing	3-0-3	Minor	MKT 261	Yes

Minor in Management (15 Credits)

Course Code	Course Title	Course Hours	Course Type	Pre requisite	Minor GPA
MGT 236	Production Management	3-0-3	Minor	MGT 230	Yes
MGT 239	Managing Small Business	3-0-3	Minor	MGT 230	Yes
MGT 340	Supply Chain Management	3-0-3	Minor	MGT 230	Yes
MGT 430	Human Resources and Personnel Management	3-0-3	Minor	MGT 230	Yes
MGT 434	Strategic Management	3-0-3	Minor	MGT 230 & completion of 96 credits	Yes

Minor in Marketing (15 Credits)

Course Code	Course Title	Course Hours	Course Type	Pre requisite	Minor GPA
MKT 263	Promotion Management	3-0-3	Minor	MKT 261	Yes
MKT 268	Personal Selling	3-0-3	Minor	MKT 261	Yes
MKT 362	Marketing Research	3-0-3	Minor	MKT 261 & QM250	Yes
MKT 464	Strategic Marketing	3-0-3	Minor	MKT 261 & completion of 90 Credit	Yes
MKT 465	Services Marketing	3-0-3	Minor	MKT 264	Yes

General Studies Elective Courses List

Course Code	Course Title	Course Hours			Course Type	Pre requisite
		Lec	Prac	CRD		
FREN 141	French I	3	0	3	GSE	------
FREN 142	French II	3	0	3	GSE	FREN 141
CHL 101	Introduction to Chinese Language	3	0	3	GSE	------
CHL 102	Basic Chinese Language	3	0	3	GSE	CHL 101
EDTC 100	Teaching and Learning Technology	3	0	3	GSE	------
EDPS 144	Psychology of Learning and Memory	3	0	3	GSE	------
ART 133	Fundamentals of Music and Its Appreciation	3	0	3	GSE	------
ART 141	Drawing and Painting	2	1	3	GSE	------
ART 221	Traditional Music of Bahrain and Its Application	3	0	3	GSE	------
EDAR 126	Playing on Piano and Org 1	3	0	3	GSE	------
JAPN 101	Japanese Level I	3	0	3	GSE	------
JAPN 102	Japanese Level II	3	0	3	GSE	JAPN 101
GERM 101	Introduction to German	3	0	3	GSE	------
KL 101	Korean Language I	3	0	3	GSE	------
KL 102	Korean Language II	3	0	3	GSE	KL 101
TL 101	Turkish Language	3	0	3	GSE	------
ENGL 130	Introduction to Literature	3	0	3	GSE	------
PSYC 103	Introduction to Psychology	3	0	3	GSE	------
PSYC 120	Psychology of Marriage	3	0	3	GSE	------
PSYC 211	Educational Psychology	3	0	3	GSE	------
PSYC 281	Thinking Skills	3	0	3	GSE	PSYC 103 or EDPS 241
SOCIO 161	Introduction to Sociology	3	0	3	GSE	------
SOCIO 181	Introduction to Anthropology	3	0	3	GSE	------
SOCIO 191	Citizenship, Identity and Globalization	3	0	3	GSE	------
SOCIO 224	Sociology of Health	3	0	3	GSE	------
SOCIO 226	Sociology of Arabian Gulf	3	0	3	GSE	------
HISTO 212	Contemporary History of The Arab World	3	0	3	GSE	------
HISTO 281	Landmarks of Islamic Civilisation	3	0	3	GSE	------
ARAB 141	Modern Arabic Lit.	3	0	3	GSE	------

Course Code	Course Title	Course Hours			Course Type	Pre requisite
		Lec	Prac	CRD		
ARAB 242	Arabic Poetry In The Renaissance Period	3	0	3	GSE	------
ISLM 114	Quranic Sciences	3	0	3	GSE	------
ISLM 136	Biography of The Prophet	3	0	3	GSE	------
ISLM 141	Introduction to Shari'A	3	0	3	GSE	------
ISLM 252	Islamic Doctrine	3	0	3	GSE	------
LAW 101	Introduction to Legal Studies	3	0	3	GSE	------
LAW 102	History of Law	3	0	3	GSE	------
LAW 106	Constitutional Law I	3	0	3	GSE	------
PHYCS 181	Elementary Astronomy	2	3	3	GSE	----------
GSE XXX	Other electives	X	X	3	GSE	Department Approval

Course Description

Course Code: BANK 248 **Course Title:** Money and Banking
The role of money, credit, interest rates, foreign exchange rates, and commercial banks and other financial institutions. Determinants of the money supply including the monetary base and its multiplier. Monetary and income theory, and monetarist models. An examination of monetary policy including goals (price stability and full employment), targets and effectiveness.

Course Code: FIN 222 **Course Title:** Risk Management & Insurance
Covers the basic concepts of risk management and types of insurance; application of probability theory; sources and uses of funds for insurance companies; profitability of the insurance companies; competition in the insurance industry; the impact of the new World Trade Agreements on the insurance business.

Course Code: FIN 320 **Course Title:** Financial Management II
Detailed analysis of capital budgeting under conditions of uncertainty: cost of capital, capital structure, dividend policy, long-term financing, capital markets, investment banking, common stocks, preferred stocks, debt instruments, leasing, convertibles, mergers and acquisitions, introduction to international finance, small company finance, and failure and reorganization.

Course Code: BANK 323 **Course Title:** Commercial Banking
Introduction to commercial banking, structure of banking system, internal organization of commercial banks, asset management, liability management, capital management, financial analysis of bank's statements, credit analysis and loan policies, various types of loans, trust services of commercial banks and international banking.

Course Code: BANK 331 **Course Title:** Financial Analysis and Credit Evaluation
Studies financial analysis techniques, assessing the impact of management decisions on a firm's quality of earnings. Analysis of historical and future cash flows, liquidity analysis, and growth rate analysis, credit analysis, loan participation, methods of loan repayment, monitoring bank loans, problem loans, and securitization of bank loans.

Course Code: BANK 411 **Course Title:** Islamic Financial Institutions
Principles of Islamic banking, alternatives of interest-free banking, application of alternative methods of investment, a comparative study with the conventional banking, current issues and future of Islamic banking. The structure of the industry, regulation of Islamic banks, accounting standards for Islamic banking, the role of Islamic banks in the development of an economy, and challenges facing Islamic banks.

Course Code: FIN 424 **Course Title:** Investment Management
Securities markets, sources of investment information, bond valuation, stock valuation, convertibles and warrants, investment strategies, portfolio theory and asset valuation, and market efficiency hypotheses.

Course Code: FIN 425 **Course Title:** Corporate Finance
Case applications of basic financial concepts, recent empirical and theoretical findings in the field of corporate finance. Financial analysis and planning, capital expenditure analysis, capital structure and dividend policies, corporate structure and restructuring, mergers and acquisitions, financial restructuring, and international corporate equity offerings.

Course Code: FIN 435 **Course Title:** Portfolio Management and International Investment
Basic concepts of modern portfolio theory, current empirical studies of asset pricing and international diversification. The meaning of risk faced by international investors, elimination of risk, determination of the rate of return requirements for risky assets, performance evaluation of portfolio managers, and strategies for portfolio management.

Course Code: FIN 498 **Course Title:** Internship and Graduation Project in Finance
The course offers students the opportunity to participate in real-life work experience in the Banking and Finance field. Students will be responsible for their own placement in an internship approved by the course instructor. Students will work under the supervision of the course instructor and the guidance of the trainer on a topic relevant to the Banking and Finance field. The final written report should include the final project report, the student training evaluation form, the attendance sheet, the Trainer evaluation form and the updated CV.

Elective Courses (Single Track)

Course Code: BANK 312 **Course Title:** Bank Management
Introduction to commercial banking, structure of the banking system, internal organization of commercial banks, asset management, liabilities management, financial analysis of bank statement, credit analysis, capital management, security investments, bank regulations, electronic banking, management of trust department, management of bank liquidity.

Course Code: FIN 313 **Course Title:** Trust Operations
The Course describes the basic services offered through bank trust departments. It shows why decisions for a bank benefit. It examines trust department profitability and the recent trend to extend the market presence of trust operations.

Course Code: FIN 329 **Course Title:** Real Estate Finance
Focuses on the concepts and techniques for analyzing financial decisions in property development and investment. Deals with real estate appraisal and sources of real estate financing. Advanced pricing techniques for complex real estate securities.

Course Code: BANK 410 **Course Title:** Electronic Banking
This course investigates the nature and functioning of computer based information systems in banking. Topics covered will include hardware and software technology, system development process, economics of information system. In addition issues related to the current and projected future role of ATM, POS and videotext delivery system. Other topics such as bank liability under an EFT system will also be covered.

Course Code: BANK 412 **Course Title:** Global Banking and Finance
A comprehensive look at international financial markets; foreign exchange markets; international banking; multinational firms; interest and markets in securities; international aspects of financial swaps; international macroeconomics; monetary theory relevant to the understanding of international finance and banking.

Course Code: FIN 421 **Course Title:** Capital Budgeting
Importance of capital budgeting: determination of cash flows; evaluating capital projects under conditions of certainty; evaluation of risky projects, portfolio effects and CAPM; capital rationing; special applications of capital budgeting to leasing, mergers and multinational investments.

Course Code: FIN 422 **Course Title:** Personal Finance
Overview of personal finance, basic concepts of personal financial planning, managing personal finances, protecting personal financial resources, investing personal wealth and controlling personal financial resources.

Course Code: FIN 423 **Course Title:** Financial Derivatives
The course provides a comprehensive coverage of financial derivatives with an analytical introduction to pricing, trading, and strategy; and the application of contracts. The examination of both the theoretical and empirical nature of selected financial assets will be made. In addition, orientation to the mechanics of participation in various speculative markets will the provided.

Course Code: FIN 426 **Course Title:** International Financial Management
This course covers issues related to both international financial markets and the financial operations of the firm within the international environment. Management of currency risk and political risk of multinational companies will be discussed. Evaluation of international projects and raising money in global markets along with optimal management of corporate funds internally in differential tax environment will be discussed.

Course Code: FIN 427 **Course Title:** Seminar In Finance
The objective of this course is to provide an overview of major topics and recent developments in Corporate Finance. The course will cover classic papers and research that represent some of the most frontier developments in the field. The course will prepare students to develop potential research topics and present a research paper in Corporate Finance.

Course Code: FIN 428 **Course Title:** Public Finance
Overview of the economic role of government in modern society: government functions in resource allocation, income distribution and economic stabilization. Scope and control of public revenue, expenditure, and debt through government budget; and the impact of fiscal policy on governmental economic and financial functions and activities.

Course Code: FIN 429 **Course Title:** Working Capital Management
This course places emphasis on an evaluation of the costs and benefits resulting from the investment of funds in receivables, inventories, and cash balances. Includes many case studies. Policies and procedures with respect to decision making; implementation and control are designed from the viewpoint of the financial manager.

Course Code: FIN 433 **Course Title:** Security Trading and Market Making
Theory and practice of securities trading at exchanges around the world. How trading and the design of markets affect liquidity, in-formativeness, transparency, volatility, and fairness. Analyzes alternative trading strategies and the cost of trading. Examines innovations in security exchanges and regulatory policy. Provides hands-on trading experience using realistic trading simulations, electronic trading, and e-trade. Security trading at the stock markets in the Gulf countries.

Course Code: FIN 434 **Course Title:** Financial Risk Management
Risk management process, identification and evaluation of loss exposures, analysis of various risk control and financing techniques available to manage exposures, decision making under conditions of uncertainty, and control mechanisms to monitor the results of a risk management program. Case studies, computer simulation.

Course Code: FIN 460 **Course Title:** Current Issues In Finance
Reviews the most recent financial literature. Development of modern financial theory is also presented. A detailed review of arbitrage pricing theory, pricing of contingent claims, option valuation model, modern portfolio theory, and agency theory.

Course Code: FIN 480 **Course Title:** Financial Modeling and Forecasting
An application of modern time-series techniques to a wide range of financial forecasting problems. Students will construct sound forecasts and use data and finance theory to identify time-series models. Autoregressive, moving average, seasonal and multivariate time series models. Detection and treatment of non-stationary. Practical application of these methods to actual data in examples. The use of computers for data analysis and forecasting.

Minor in Accounting (15 Credits)

Course Code: ACC 211 **Course Title:** Intermediate Accounting I
The environment of financial accounting and the development of accounting standards; conceptual framework underlying financial accounting; review of accounting process; statement of income and retained earnings; balance sheet and statement of cash flows; cash; receivables; valuation of inventories; acquisition and disposal of property; plant and equipment; depreciation and depletion.

Course Code: ACC 221 **Course Title:** Cost Accounting
Cost terms and concepts; cost classification; job costing; process costing; standard costing; income effects of alternative product costing methods; cost allocation.

Course Code: ACC 231 **Course Title:** Auditing I
An overview of auditing; professional ethics; audit evidence and documentation; the study and evaluation of internal control; audit of cash; securities; receivables; inventories; fixed assets; current and long-term liabilities; proprietary accounts; income statement; the audit report.

Course Code: ACC 325 **Course Title:** Managerial Accounting
Introduction to cost behavior and cost-volume-profit relationships; relevant information and decision making; the master budget; flexible budgets and variances; management control system and responsibility accounting.

Course Code: ACC 451 **Course Title:** Accounting Systems and Controls

An analysis of systems and procedures; elements of the accounting system; design of books and forms; order procedures; sales procedures; cash receipts and disbursement procedures; accounts receivable procedures; accounts payable and payroll procedures; cost system and reports.

Minor in Economics (15 Credits)

Course Code: ECON 340 **Course Title:** Managerial Economics
The application of economic theory and methodology to decision-making problems faced by private and public institutions. How to combine the scarce economic resources of a business so that their resources are allocated in the most efficient manner to maximize the value of their enterprise, theory and estimation of demand, production and cost, market structure and pricing policies.

Course Code: ECON 341 **Course Title:** Monetary Economics
Topics in monetary theory and policy, including foundations of monetary theory; monetary policy effects; inflation; international monetary system; money and economic growth; government debt and deficits; savings and investment.

Course Code: ECON 427 **Course Title:** Seminar in Economics
The objective of this course is to provide an overview of major topics and recent developments in Economics. The course will cover classic papers and research that represent some of the most frontier developments in the field. The course will prepare students to develop potential research topics and present a research paper in Economics as well as the different techniques researchers use to approach answering those questions.

Course Code: ECON 440 **Course Title:** International Economics
Introduction to international economics, why nations trade, the sources of comparative advantage, the commercial policy and the institutional aspects of the world trading system, exchange rates, exchange rate systems' impact on money and banking, and it studies theories of balance of payments adjustments and foreign direct investments.

Course Code: ECON 441 **Course Title:** Econometrics
Basic econometric techniques, emphasizing the applications of least squares to cross section and time-series data. Covers mainly the simple and multiple linear regression model, the associated distribution theory and testing procedures; corrections for autocorrelation, heteroskedasticity, multi-collinearity; and other extensions such as simultaneous equations. Students also apply the techniques to a variety of data sets using PCs.

Minor in International Business (15 Credits)

Course Code: ECON 440 **Course Title:** International Economics
Introduction to international economics, why nations trade, the sources of comparative advantage, the commercial policy and the institutional aspects of the world trading system, exchange rates, exchange rate systems' impact on money and banking, and it studies theories of balance of payments adjustments and foreign direct investments.

Course Code: FIN 426 **Course Title:** International Financial Management
This course covers issues related to both international financial markets and the financial operations of the firm within the international environment. Management of currency risk and political risk of multinational companies will be discussed. Evaluation of international projects and raising money in global markets along with optimal management of corporate funds internally in differential tax environment will be discussed.

Course Code: MGT 439 **Course Title:** International Business
Introduction to the environment of international business and to the operation of multinational firms; major topics include basic concepts of world trade and investment problems; nature of international business; economic theory and international business operations; management of primary activities in international firms; strategic and tactics for dealing with special problems and challenges arising in the global market.

Course Code: ACC 402 **Course Title:** International Accounting Issues
This course will be introduced to some intermediate accounting topics such as the conceptual framework of reporting, the accounting information systems, and financial statement related information. Also, students will be introduced to the need and scope of international accounting; international diversity in accounting and comparative

accounting practices; the accounting values related to measurement and disclosure and their association with national societal values. Students will also be exposed to some analysis of foreign financial statements; IASB and international accounting standards.

Course Code: MKT 463 **Course Title:** International Marketing
Problems of distribution and marketing in foreign countries: foreign markets surveys; promotion by government and private agencies; structural organization; marketing channels; foreign operations; foreign licensing; selection of marketing policies; techniques and financial instruments of foreign trade.

Minor in Management (15 Credits)

Course Code: MGT 236 **Course Title:** Production Management
Introduction to production and operations systems; system approach; business strategy; operations strategy; new products decision and design; supply chain management, total quality management; process decision and design; project planning and control; forecasting; inventory control.

Course Code: MGT 239 **Course Title:** Managing Small Business
Entre preneurship and a new venture start-up process, small business management, skills, concepts, knowledge and attitudes relevant to creating and building a new business venture. Class discussion and presentation of entre preneurial related case studies form an integral part of the course learning process.

Course Code: MGT 340 **Course Title:** Supply Chain Management
An overview of supply chain management (SCM); purchasing and e-procurement; managing supplier relationship; demand forecasting; capacity planning and inventory management; enterprise resource planning, transportation and distribution; customer relationship management; e-supply chain process integration, and recent issues in SCM.

Course Code: MGT 430 **Course Title:** Human Resources and Personnel Management
Introduction to personnel theories, policies and techniques; job description and analysis; recruitment and selection; personnel testing and interviewing; supervision and control; building employee incentives and motivation; compensation and salary administration; manpower planning and human resources development; performance appraisal; selected personnel applications using Gulf cases.

Course Code: MGT 434 **Course Title:** Strategic Management
Introduction to strategic planning covering key concepts and techniques, organizational mission, goals, objectives and scope of operations. Environmental scanning, strategy formulation and implementation with special reference to functional applications on marketing, personnel, finance and other areas.

Minor in Marketing (15 Credits)

Course Code: MKT 263 **Course Title:** Promotion Management
The meaning of promotion and its role in strategic planning in marketing; steps in promotion planning; market segmentation; promotion of the marketing mix; decision making by buyers; basic features of marketing communication; creation of great commercials; trade promotions and promotion media.

Course Code: MKT 268 **Course Title:** Personal Selling
Knowledge and skills necessary for performing personal selling activities needed for effective marketing of products, providing customer care and establishing long-term relationships with customers; role of personal selling within an integrated marketing system; types of personal selling requirements from effective personal selling; qualification and skills of salespeople; selling process and the role of personal selling in creating customer value and loyalty.

Course Code: MKT 362 **Course Title:** Marketing Research
An introduction to marketing research procedures: definition of the marketing problem; scientific methods and marketing research; types of research methods; planning research sampling methods; development of forms for data collection; analysis of data; research report; follow-up.

Course Code: MKT 464 **Course Title:** Strategic Marketing

Understanding of marketing strategy planning process within firms; marketing management problems encountered by senior marketing managers; marketing opportunity assessment segmentation; competitive positioning and integration of product service, price, promotion, distribution.

Course Code: MKT 465 **Course Title:** Services Marketing
Some key issues of services marketing; ethical issues in services marketing; services marketing management; marketing planning for services; defining and measuring customer satisfaction; service quality and the application of the marketing mix to services marketing.

College Requirement (CR) Courses Descriptions

Course Code: ACC 112 **Course Title:** Financial Accounting I
A survey of the accounting cycle; recording changes in financial position; ledger; journal; trial balance; income measurement; adjusting and closing entries; accounting for merchandising operations; special journals and subsidiary ledgers; accounting for cash; receivables; inventories; plant and equipment.

Course Code: ACC 113 **Course Title:** Financial Accounting II
Accounting for partnerships and corporations: capital stock; dividends and retained earnings; long term liabilities and investment; statement of changes in financial position; cash flows, analysis and interpretation of financial statements, manufacturing accounts.

Course Code: ECON 140 **Course Title:** Microeconomics
Introduction to economic concepts, the economic way of thinking, decision-making, the study of scarcity, opportunity cost, how prices are determined and why they change, factors determining cost and the nature of costs, and how firms, under different market conditions, make price and output decisions in short run and long run.

Course Code: ECON 141 **Course Title:** Macroeconomics
The study of the determination and systematic movement of broad aggregates such as total output, national economic growth, unemployment and inflation. How macroeconomic policies such as fiscal and monetary policies affect the economic aggregates. The measurement of macroeconomic variables, unemployment, determinants of real GDP and price level, fiscal policy, money, banking and monetary policy.

Course Code: FIN 220 **Course Title:** Financial Management I
Functions of finance, legal and tax environments, role of financial markets, compound interest and present value, theory of financial valuation, basics of capital budgeting, financial analysis and planning, working capital management, short-term financing.

Course Code: FIN 221 **Course Title:** Financial Markets and Institutions
Introductory analysis of financial intermediation: the flow of funds in the economy, determination of interest rates, money and capital markets, commercial banking, thrift institutions, savings banks, credit unions and money market funds, and many other financial intermediaries including brokers and dealers.

Course Code: MGT 230 **Course Title:** Organization and Management
Overview of management theories and practices; introduction to the study of organizational structures; management functions and processes within an action frame of reference; organization design, planning and control systems; leadership and employee motivation; decision-making models, the management of change.

Course Code: MGT 233 **Course Title:** Organizational Behavior
Human factors in management: organizational and personal goals; job satisfaction and productivity, contribution of the behavioral sciences to management functions and processes with special reference to employee motivation; management of change and organizational development.

Course Code: MGT 437 **Course Title:** Business Ethics
In depth analysis and foresight needed to overcome the complex ethical challenges; contemporary and controversial ethical issues facing the business community, morale reasoning, moral dilemmas, equity, justice and fairness, ethical standards and moral development.

Course Code: MKT 261 **Course Title:** Marketing Management
Elements of marketing management: the marketing system and the marketing environment; analysis of consumer and industrial markets; marketing research and marketing information systems; market segmentation. The marketing mix: product decisions, pricing decisions, distribution decisions and promotion decisions, international marketing in non-profit organizations.

Course Code: MKT 264 **Course Title:** Intermediate Marketing
Major issues in the marketing philosophy and orientation; managing the marketing mix; buyer-seller relationship; managerial implications of various decisions paradigms and models used in business marketing management.

Course Code: QM 250 **Course Title:** Introduction to Statistics
Introduction to descriptive statistics; measures of central tendency; measures of variation; probability theory; probability distributions; discrete population probability distribution; binomial; poisson; normal and standard normal distributions; estimation; and confidence interval testing hypotheses, simple linear correlation and regression analysis.

Course Code: QM 350 **Course Title:** Operations Research
Linear programming; sensitivity analysis; transportation and assignment models; network analysis; PERT/CPM techniques; decision analysis and simulation.

Major Support Courses Descriptions

Course Code: ENGL 145 **Course Title:** English for Business I
ENGL 145 is an English for Academic Purposes (EAP) program within the Business Administration discipline. Its focus is to develop students' reading and writing skills and build their business-related vocabulary.

Course Code: ENGL 146 **Course Title:** English for Business II
This course emphasis on reading skills, vocabulary building, grammar, and writing in a business context. The course aims to improve and develop students' language skills to enable them to communicate effectively in various business contexts.

Course Code: ENGL 341 **Course Title:** Report Writing for Business
English 341 offers a theoretical and practical experience of academic report writing within the discipline of Business Administration. It uses a step by step approach to develop students' skills in research (primary and secondary), analysis, writing and presentation.

Course Code: MATHS 103 **Course Title:** Mathematics for Business Management I
This course covers: Review of Algebra. Fractions, Exponents, Fractional Algebraic operations, Factors, Linear Equations, Quadratic Equations. Straight Lines, Functions and their graphs, Logarithms and Exponentials, Arithmetic Progressions and simple Interest, Geometric Progressions and Compound Interest. Permutations and Combinations. The Binomial Theorem, Matrices, Multiplication of Matrices, the Inverse of a Matrix, Determinants.

Course Code: MATHS 104 **Course Title:** Mathematics for Business Management II
This course covers: The Derivative: Limits, Continuity and Differentiability, Calculation of Derivatives, Optimization and Curve Sketching, More on Derivatives, Integration, Method of Substitution, Integration by Parts, Definite Integral, Areas under a Curve, Applications to Business and Economics.

Course Code: BIS 202 **Course Title:** Computers and Business Information Systems
Provide the student with basic understanding of computers and information systems. Show how and why information technology is critical to solving information systems related problems. Introduce MS-Windows environment and Windows-based applications.

Course Code: LAW 238 **Course Title:** Commercial Law
نطاق القانون التجاري ومصادره، نظرية الأعمال التجارية، أنواع الأعمال التجارية، نظرية التاجر، التزامات التاجر. العقود التجارية: البيوع التجارية (القواعد العامة- بيوع المزاد والتصفية والتقسيط، بيع، الايجار، بيع الأوراق المالية)، عقود الوساطة التجارية (الوكالة التجارية، الوكالة بالعمولة، السمسرة، وكالات السفر والسياحة)، عقد النقل.

University Requirements Courses Descriptions

Course Code: ARAB 110 **Course Title:** Arabic Language Skills

This course focuses on basic Arabic skills including form, function, and meaning. It also helps the student to appreciate and understand structures and approach them from a critical point of view, through various genres in literature.

Course Code: HIST 122 **Course Title:** Modern History of Bahrain and Citizenship

Spatial identity of Bahrain: Brief history of Bahrain until the 18th century; the historical roots of the formation of the national identity of Bahrain since the 18th century; the modern state and evolution of constitutional life in Bahrain; the Arabic and Islamic dimensions of the identity of Bahrain; the core values of Bahrain's society and citizenship rights (legal, political, civil and economic); duties; responsibilities and community participation; economic change and development in Bahrain; Bahrain's Gulf, Arab and international relations.

Course Code: HRLC 107 **Course Title:** Human Rights

This course deals with the principles of human rights in terms of the definition of human rights, scope, sources with a focus on the International Bill of Human Rights; The Charter of the United Nations; Universal Declaration of Human Rights; The International Covenant on Economics, Social and Culture rights; Convention against Torture and other Cruel, Inhuman or Degrading Treatment or Punishment; Mechanics and the Constitutional Protection of Rights and Public Freedoms in Kingdom of Bahrain.

Course Code: ISLM 101 **Course Title:** Islamic Culture

An introduction to the general outline and principles of Islamic culture, its general characteristics, its relationships with other cultures, general principles of Islam in beliefs, worship, legislation and ethics.