College of Administrative and Financial Sciences

STUDY PLAN PROJECT

Bachelor of E-Commerce

May 2026

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Introduction

In the last two decades the world has been witnessing continuous increase in e-commerce, seen in the very high growth of this sector by 28% percent between 2006 and 2010. Various studies predict a large decrease in traditional modes of commerce by 2020, including trading in food products and retailing sector which is pushing in favor of e-commerce at the expense of intensive labor trade. Due to the presence of an advanced electronic environment especially in broad band Internet services and personal computers in the Kingdom of Saudi Arabia, academic specializations in administering e-commerce, from administrative marketing perspective and technical support perspective, are among the areas which will be more attractive to the workforce and accordingly in strong demand from students and graduates.

The Importance and Reasons for Creating the Program

(Economic, social, cultural, and technological reasons, and national needs and development, etc.) The CAF was the first college to start teaching after the issuing of the Honorable Royal Decree number 37409/B dated 10/09/1432 Hijra, ordaining the establishment of the Prince Musaad bin Abdulrahman University. In a first step towards realizing the vision and mission of the PMU, the CAF started by constituting the following academic departments: Department of Business Administration, Department of Finance, Department of Accountancy, Department of E-Commerce.

The CAF opens wide doors for the future, since its fields of specialization are needed for projects and partnerships in any public or private sectors company and institutions. The college provides the knowledge-based needed for study, investments and movement of capital in line with the appropriate scientific methods. Before planning and consulting construction companies, investors turn to business experts, graduate of business administration colleges, for viability studies.

Studying in the administration and finance is in demand by many students, due to the interest and satisfaction they find in studying something they like and find relevant to innovation in areas which others would not see as useful or not even possible. This is why many individuals enjoy the challenge of starting from simple projects to create legendary success building companies recognized internationally, by pursuit of proper planning and sound bases offered by administration studies.

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The economic reasons are the current shortage of qualified e commerce professionals in the outset of global developments and need of future. The bachelor of business administration e-Commerce major is concerned with producing business managers specialized in the use of electronic media such as internet and mobile phone in the commerce.

The Social/cultural reasons are to create qualified candidates for higher ECOM studies (Bachelors and Masters, etc.) and to provide greater opportunity for kingdom to create more professionals in E Commerce domain and participate in the growth of the country.

The E-Commerce Program at Prince Musaad bin Abdulrahman University is to be able to carry out technological development plans of the Kingdom. To offer to student's quality skills and knowledge products through utilization of up-to-date learning training methods.

This E-COMMERCE program considers as a part of the national policy development plan.

- To contribute to achieving quality and distinction and creating a culture of creativity in the art and science of management.
- To offer to student's quality skills and knowledge products through utilization of up-to-date learning training methods.
- To offer and develop administrative abilities and professional leadership in learners, enabling them to play a leading role in the public and private sectors.
- To apply quality assurance standards recognized locally and internationally.
- To graduate administrators and business leaders who can satisfy the need of local, regional and international job market standards.

To develop in learners the skills of creative thinking though synthesis and analysis and to reinforce the value of team work and the ability of reaching collective decision.

Program Objectives

The BA in Business Administration (E-commerce) aims at preparing a specialized workforce and developing the skills and competencies in e-commerce to meet the needs of the job market.

The graduates of this program are expected to:

- Show understanding of e-commerce at the level of administration and practical application.
- Make decision concerning e-commerce to promote the employing organization's performance.

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- Increase the organization's market share in cyberspace.
- Know technical methods in e-commerce currently used in the international markets.
- Apply new practices in e-commerce.
- Design Internet sites for e-commerce and prepare their marketing contents.
- Market the organization's products through the Internet and other social media.
- Lay plans and strategies for developing the organization's e-business and trade.

Duration of Study in the Program

8 Semesters

Program Learning Outcomes

- Recognize the fundamental concepts, principles and theories in business discipline applicable at the local or global level.
- Define E-commerce practices to promote goals of the organization.
- Describe E-commerce solutions for business problems and new business initiatives.
- Demonstrate effective skills in written and verbal communications using appropriate technologies and tools.
- Show an ability to integrate the concepts of the core areas of business field.
- Develop critical and analytical thinking for effective opportunity in identification, problem solving and decision-making for business issues.
- Explain the strategic E-business models and their relation with general business practices.
- Demonstrate effective and collaborative interpersonal skills in a team setting.
- Recognize and apply academic integrity, professional code of conduct and ethical standards in business practice. Qualified graduates from the program of E-Commerce can fit in various positions within business organizations including but not limited to:

- Director of e-Commerce
- E-Commerce Analyst
- E-Commerce Intelligence Analyst
- Database Warehouses Analyst
- E-Commerce Consultant
- Commercial Information Systems Analyst
- Information Security Adviser
- Web Developer for commercial purposes

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Vision

- Employ the practical skills needed in such discipline, courses are enriched with practical cases and employ appropriate teaching strategies for the E-Commerce program.
- Assure high compliance of the targeted learning outcomes to the market labor required skills
- Contribute to the development of best-in-class methods of teaching and learning in the field of e-Commerce
- Promote the sense of ethics and social responsibility within Saudi business and governmental organizations.

Mission

- Equip the students in E-commerce with the skills by offering self-centered learning supported by high-quality online interactive teaching and encouraging entrepreneurship spirit and participation in engagement opportunities.
- Contributing to conduct research and studies in the E-Commerce sector.
- Providing labor market with graduates highly qualified and competent graduates in the electronic commerce field for successful careers in the private and public sectors

Program Study Plan

The Bachelor of Science in Business Administration in E-Commerce program contains 42 courses, distributed over 8 semesters. The program is only offered in English.

University Requirements: (34 Credits)

1. **ENG001:** English language Skills
2. **CS001:** Computer Essentials
3. **MATH001:** Fundamentals of Math
4. **ENG001:** English language Skills
5. **COMM001:** Communication Skills
6. **ENG001:** English language Skills
7. **CI001:** Academic Skills
8. **ISLM 101:** Introduction to Islamic culture
9. **ISLM 102:** Professional Conduct & Ethics in Islam
10. **ISLM 103:** Islamic Economic System

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11. **ISLM 104:** Social System and Human Rights

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College Requirements: (57 Credits)

1. **STAT101:** Statistics
2. **LAW101:** Legal Environment of Business
3. **ECON101:** Microeconomics
4. **MGT101:** Principles of Management
5. **ACCT101:** Principles of Accounting
6. **STAT201:** Quantitative Methods
7. **FIN101:** Principles of Finance
8. **MGT201:** Marketing Management
9. **MGT211:** HR Management
10. **ECOM101**: E-Commerce
11. **ECON201:** Macroeconomics
12. **MIS201:** Management of Information Systems
13. **ECOM201:** Introduction to e-Management
14. **MGT301:** Organizational Behavior
15. **MGT311:** Into to Operations Management
16. **ACCT301:** Cost Accounting
17. **MGT321:** Into to International Business
18. **MGT322:** Logistic Management
19. **MGT401:** Strategic Management

Specialization Requirements: (33 Credits)

1. **IT 404:** Website Design
2. **LAW 402:** Law of E-Commerce
3. **ECOM 421:** E-business Strategies and Business Models
4. **ECOM 402:** E-supply Chain Management
5. **ECOM 301:** E-Marketing
6. **ECOM322:** Social Media Marketing
7. **ECOM425:** Virtual Organization Management
8. **IT405:** E-Portals Development
9. **IT403:** Fundamentals of Databases
10. **IT 401:** Business Computer Languages
11. **IT 402:** Integrated Enterprise Systems

Field Experience Internship (6 Credits)

ECOM430: Internship

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Program Structure

University Requirements: (34 Credits)

Course Code	Course Name	Credit Hours	Prerequisites
ENG001	English Language Skills	16	
CS001	Computer Essentials	3	
MATH001	Fundamentals of Math	3	
COMM001	Communication Skills	2	
CI001	Academic Skills	2	
ISLAM101	Introduction to Islamic Culture	2	
ISLAM102	Professional Conduct & Ethics in Islam	2	
ISLAM103	Islamic Economic System	2	ISLAM101
ISLAM104	Social System and Human Rights	2	ISLAM102
Total		**34**	

College requirements: (57 Credits)

Course Code	Course Name	Credit Hours	Prerequisites
ACCT101	Principles of Accounting	3	Passing the First Year
MGT101	Principles of Management	3	Passing the First Year
STAT101	Statistics	3	Passing the First Year
ECON101	Microeconomics	3	Passing the First Year
LAW101	Legal Environment of Business	3	Passing the First Year
ECOM101	E-Commerce	3	
MGT201	Marketing Management	3	MGT101

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FIN101	Principles of Finance	3	ACCT101
MGT211	Human Resources Management	3	MGT101
STAT201	Quantitative Methods	3	STAT101
ECON201	Macroeconomics	3	
MIS201	Management of Information Systems	3	MGT101
MGT301	Organizational Behavior	3	MGT211
ACCT301	Cost Accounting	3	ACCT101
MGT 311	Introduction to Operations Management	3	MGT101+STAT101
MGT321	Introduction to International Business	3	
ECOM201	Introduction to E-management	3	MGT101
MGT322	Logistics Management	3	MGT101
MGT401	Strategic Management	3	MGT201 + FIN101
Total		**57**	

Specialization Requirements: (39 Credits)

Course Code	Course Name	Credit Hours	Prerequisites
IT 404	Website Design	3	
LAW 402	Law of E-Commerce	3	LAW 101
ECOM 421	E-business Strategies and Business Models	3	MGT 401
ECOM 402	E-supply Chain Management	3	MGT211
ECOM 301	E-Marketing	3	MGT 201
E-COM322	Social Media Marketing	3	E-COM301
E-COM425	Virtual Organization Management	3	MGT 101
IT405	E-Portals Development	3	IT404
IT403	Fundamentals of Databases	3	IT 401
IT 401	Business Computer Languages	3	MGT311
IT 402	Integrated Enterprise Systems	3	MIS 201
ECOM 430	Internship	6	Complete 90 Credit Hours
Total		**39**	

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Program Structure by Levels

First Year

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ENG001	English Skills	8	-
2	CS001	Computer Essentials	3	-
3	COMM001	Communication Skills	2	-
4	ENG001	English Skills (Continued)	8	-
5	MATH001	Fundamentals of Math	3	-
6	CI001	Academic Skills	2	-

Level three

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ISLM101	Introduction to Islamic culture	2	Common First Year
2	STAT101	Statistics	3	Common First Year
3	LAW101	Legal Environment of Business	3	Common First Year
4	ECON101	Micro economics	3	Common First Year
5	MGT101	Principles of Management	3	Common First Year
6	ACCT101	Principles of Accounting	3	Common First Year

Level Four

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ISLM102	Professional Conduct & Ethics in Islam	2	-
2	STAT201	Quantitative Methods	3	STAT101
3	FIN101	Principles of Finance	3	ACCT101

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4	MGT201	Marketing Management	3	MGT101
5	MGT211	H.R Management	3	MGT101
6	ECOM101	E-Commerce	3	-

Level Five

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ECON201	Macroeconomics	3	-
2	MIS201	Management of Information Systems	3	MGT101
3	ECOM201	Introduction n to e-Management	3	MGT101
4	MGT301	Organizational Behavior	3	MGT211
5	MGT311	Intro to Operations Management	3	MGT101 ؛ STAT101
6	ECOM301	E-Marketing	3	MGT201

Level Six

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ISLM103	Islamic Economic System	2	ISLM101
2	ACCT301	Cost accounting	3	ACCT101
3	MGT321	Intro to International Business	3	-
4	MGT322	Logistics Management	3	MGT101
5	IT401	Business Computer Languages	3	MGT311
6	ECOM322	Social Media Marketing	3	ECOM301

Level Seven

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	ISLM104	Social System and Human Rights	2	ISLM102
2	MGT401	Strategic management	3	MGT201, FIN101
3	IT403	Fundamentals of Databases	3	IT401
4	IT404	Web Design	3	
5	LAW402	Law of E-Commerce	3	LAW101
6	ECOM402	E-Supply Chain Management	3	MGT211

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Level Eight

#	Course Code	Course Title	Credit Hours	Pre-Requisites
1	IT402	Integrated Enterprise Systems	3	MIS201
2	ECOM421	E-Business Strategy and Business Models	3	MGT 401
3	ECOM425	Virtual Organization Management	3	MGT101
4	IT405	E-Portals Development	3	IT404
5	ECOM430	Internship	6	Complete 90 credit hours

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Program Courses Descriptions

Course Title	**English Language Skills**
Course Code	**ENG001**
Pre-requisite(s)	**None**
Credit hours	**8**
Contact hours	**8**
Course Description	**English 001 is an intensive course of study in the fundamentals of the English language. It is delivered using a blended model of learning where students are exposed to face to face classes with native English speakers, after which they compound their learning by studying online where they perform a number of interactive activities. Students are also given the opportunity to use their language in online virtual classes every week.** **The course aims to develop a competent use of English in the four skills: reading, writing, listening, and speaking, as well as communication in order to prepare them for their chosen Degree. The passing of the course requires passing the STEP exam with a minimum of 83 points.**

Course Title	**Computer Essentials**
Course Code	**CS001**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course is an essential guide to computing concepts. It provides the learners with the most important, essential, and current concepts of information technology. Learners also are given a streamlined, concise, relevant approach to the fundamental issues surrounding the world of computing through a balance between theory and applied learning of these important topics.**

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Course Title	**Fundamentals of Math**
Course Code	**MATH001**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course will address the outcomes of introductory and intermediate algebra. Topics include: basic algebraic properties, integers, simplifying and factoring polynomials, solving, and graphing linear equations and inequalities, solving systems of equations in two and three variables, functions, rational expressions, quadratic and rational equations and inequalities, absolute value, graphing systems of equations and inequalities, and other selected topics. Applications will be emphasized, and numeric, algebraic, and graphical modes will be used.**

Course Title	**Communication Skills**
Course Code	**COMM001**
Pre-requisite(s)	**None**
Credit hours	**2**
Contact hours	**2**
Course Description	**This course deals with communication skills as a tool for achieving personal psychological and social adaptability. It is one of the key skills in the self-development department. Moreover, it focuses on the methodology that enables students to be aware of conscious communication and positive interaction with the society, to find a balance and integration in the student's personality aspects (Mentally, Physically and emotionally) in order to accomplish this the course learn the following: The definition of the nature of communication and its elements, types and characteristics, objectives and efficient communication and tools, the relationship between verbal and non- verbal communication, and self-concept, and disclosure of the self, the skill of persuasion, personal interviews, personal abilities sought by sectors, the skill of writing a resume, skill diction and effective presentation.**

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Course Title	**Academic Skills**
Course Code	**CI001**
Pre-requisite(s)	**None**
Credit hours	**2**
Contact hours	**2**
Course Description	**The course aims to enable students develop their own self- management and organize their competence and abilities to achieve successful in both academic university years and professional life in the future. The course focus in three main skills and knowledge: learning teaching process, research and methods of research and thinking skills.**

Course Title	**Introduction to Islamic Culture**
Course Code	**ISLM101**
Pre-requisite(s)	**None**
Credit hours	**2**
Contact hours	**2**
Course Description	**The Islamic Culture course is one of the university requirements for all male and female students at the Prince Musaad bin Abdulrahman University. It is studied at one of the student's academic levels according to the vision of the college to which the student is affiliated, and it is taught by a member of the Islamic Studies Department Faculty.**

Course Title	**Professional Conduct & Ethics in Islam**
Course Code	**ISLM102**
Pre-requisite(s)	**None**
Credit hours	**2**
Contact hours	**2**
Course Description	**The Professional Conduct & Ethics in Islam course is one of the university requirements for all male and female students at the Prince Musaad bin Abdulrahman University. It is studied at one of the student's academic levels according to the vision of the college to which the student is affiliated, and it is taught by a member of the Islamic Studies Department Faculty.**

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Course Title	**Islamic Economic System**
Course Code	**ISLM103**
Pre-requisite(s)	**ISLM101**
Credit hours	**2**
Contact hours	**2**
Course Description	**This course aims to introduce students to crucial economic issues and the significance of studying them. Throughout the course, students will learn about insurance, its pillars, and characteristics, the stock exchange, its divisions, role, and legal rulings, as well as money laundering and its concept, effects, characteristics, forms, objectives, and controls. The course also delves into economic globalization, its meaning, objectives, tools, and effects, as well as electronic banking transactions, their benefits and risks. Lastly, the course covers inflation and its economic impact. By the end of the course, students will have a strong command of these essential economic concepts.**

Course Title	**Social System and Human Rights**
Course Code	**ISLM104**
Pre-requisite(s)	**ISLM102**
Credit hours	**2**
Contact hours	**2**
Course Description	**The Social System and Human Rights course is one of the university requirements for all male and female students at the Prince Musaad bin Abdulrahman University. It is studied at one of the student's academic levels according to the vision of the college to which the student is affiliated, and it is taught by a member of the Islamic Studies Department Faculty.**

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Course Title	**Principles of Accounting**
Course Code	**ACCT101**
Pre-requisite(s)	**Passing the first year**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course is an introduction to accounting, emphasizing how general- purpose financial statements communicate information about the business corporation's performance and position for users external to management. Approximately one-third of the course emphasizes how the accountant processes and presents the information and includes exposure to recording transactions, adjusting balances, and preparing financial statements for service and merchandise firms according to established rules and procedures. Additionally, the course examines major elements of financial statements such as cash, receivables, inventory, long-lived assets, depreciation, payroll, bonds, and other liabilities and stocks.**

Course Title	**Principles of Management**
Course Code	**MGT101**
Pre-requisite(s)	**Passing the first year**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course combines management theory and practices, placing emphasis on the development and application of competencies required for effective leadership, including planning, motivating, organizational control, change management, and decision-making, using current domestic and global business issues in the context of ethical, team-centered organizations. The course includes practice in conflict resolution and mediation, fostering the improvement of working relationships, using activities that integrate emotional intelligence and communication skills that help created a productive work environment.**

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Course Title	**Statistics**
Course Code	**STAT101**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course introduces the student to statistics with business applications. The course covers both descriptive and inferential statistics. Topics included are: measures of central tendency; measures of dispersion; graphical displays of data; linear regression; basic probability concepts; binomial and normal probability distributions; confidence intervals; and hypothesis testing of mean, proportion for one or two populations. The course also covers ANOVA and hypothesis tests for Goodness of Fit. These topics will be covered using a basic knowledge of algebra and Microsoft Excel.**

Course Title	**Microeconomics**
Course Code	**ECON101**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**Introduction to Microeconomics is an introduction to economic theory involving the examination of how decision making by firms and individuals is shaped by economic forces. Emphasis is placed on demand, supply, market equilibrium analysis, and basic market structure models. The invisible hand as the driving force for economic decisions as well as market externalities are discussed. The class concentrates on providing a balanced approach to studying economic agents' behavior and the global implications and outcomes.**

Course Title	**Legal Environment of Business**
Course Code	**LAW101**
Pre-requisite(s)	**None**

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Credit hours	**3**
Contact hours	**3**
Course Description	**This is a survey course to address everyday legal problems encountered in business with an emphasis on the areas of contracts, agency, employment, property, business organizations, and cases relating to these and other areas.**

Course Title	**E-Commerce**
Course Code	**ECOM101**
Pre-requisite(s)	**-**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course provides an overview of electronic commerce in business and technology. It is designed to familiarize students with electronic commerce concepts, the foundation for understanding how to create electronic commerce business, the use of technology to ease the electronic commerce processes, looking at the security threats and solutions with the electronic commerce environment, and the differences between e-payment methods used in electronic commerce businesses. The course will provide, also, students with information related to basic concepts of consumer behavior and purchasing decisions. Students take advantages in learning digital marketing and targeting specific audiences with the campaigns. Learning activities include group projects, and application exercises. Face to Face (F2F) and Virtual (online) classes will each be held once per week.**

Course Title	**Marketing Management**
Course Code	**MGT201**
Pre-requisite(s)	**MGT101**
Credit hours	**3**
Contact hours	**3**

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Course Description	**Marketing has emerged as a key function within successful organizations. It is expected that the marketing professional be able to analyze their market, craft the right message, and develop and execute a plan that effectively reaches the target audience. Students will explore how to manage the marketing function within an organization, including market analysis, target marketing, branding, advertising, and marketing mix manipulation.**

Course Title	**Principles of Finance**
Course Code	**FIN101**
Pre-requisite(s)	**ACCT101**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course is designed to survey the field of finance and provide the foundation for more advanced finance coursework. Topics include sources of business and financial information, financial statement analysis, the time-value-of-money, the nature and measurement of risk, financial institutions, investments, and corporate finance.**

Course Title	**H.R Management**
Course Code	**MGT211**
Pre-requisite(s)	**MGT101**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course introduces the human resource function and related elements and activities. The course outlines the roles and functions of members of the human resources (HR) department as well as educating others outside HR in how their roles include HR-related activities. The student will learn about the evolution in human resources management (HRM). Emphasis is placed on the modern- day importance of HRM and the new corporate view of the function.** **Additionally, the student will be exposed to the view of HRM from the perception of both management and subordinate employees. The importance of maintaining fair and equitable compensation and benefit programs will be discussed. The student will be exposed to practical situations and problem-solving regarding areas of employee counseling, discipline, and termination. Equal Employment Opportunity will be discussed for the student to understand its need, importance, and the legal issues surrounding it. Other critical areas of training and development, staffing, and strategy will also be explored.**

Course Title	**Quantitative Methods**
Course Code	**STAT201**

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Pre-requisite(s)	**STAT101**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course addresses the importance of applying quantitative methods and analysis to the solution of business problems using structured problem solving and specialized data analysis software tools. Some of the methodologies covered are linear programming, PERT/CPM analysis, time series and decision tree analysis and data mining.**

Course Title	**Macroeconomics**
Course Code	**ECON201**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course will teach students the basic tools of macroeconomics and how to apply them to real world economic policy. Emphasis is placed on studying the economy as a whole. Issues of inflation, unemployment, the role of fiscal and monetary policies in stabilizing the economy, the role of government policy in promoting long-term economic growth and growth are discussed in the context of the global economic system. The course will be structured around the tools (models) of macroeconomics using primarily graphs, and occasionally equations. However, motivation for these tools and examples of their use will always be taken from current and real-world macroeconomics events and conditions.**

Course Title	**Management of Information Systems**
Course Code	**MIS201**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**

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Course Description	**This course provides an introduction to information systems for business and management. It is designed to familiarize students with organizational and managerial foundations of systems, the technical foundation for understanding information systems, the role of information systems in enhancing business processes and management decision making across the enterprise, and the process of building and managing systems in organizations. The course will provide, also, students with information systems knowledge that is essential for creating successful and competitive firms. Learning activities include hands-on projects, application software exercises, and a running case study. Face to Face (F2F) and Virtual (online) classes will each be held once per week. Please refer to your class schedule for the days and times of these classes. Your professor will provide instructions on how to attend the virtual class. Participation in these classes is mandatory, and to do well in this course, it is expected that you attend all sessions. If there is some reason you cannot attend a class, please notify your professor.**

Course Title	**Organizational Behavior**
Course Code	**MGT301**
Pre-requisite(s)	**MGT211**
Credit hours	**3**
Contact hours	**3**

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Course Description	**Course Description This course focuses on the analysis of human work behavior at the individual, interpersonal, team and organizational levels. Emphasis is on the development of interpersonal competencies to allow individuals to effectively work as managers or professionals in the rapidly changing, team-oriented, culturally diverse, and technologically integrated global climate facing modern organizations. The roles of leaders, followers, and teams, and their influence on the culture and performance of an organization are addressed through the analysis of key organizational behavior concepts and related cases.** **Face to Face (F2F) and Virtual (online) classes will each be held once per week. Please refer to your class schedule for the days and times of these classes. Your professor will provide instructions on how to attend the virtual class. Participation in these classes is mandatory, and to do well in this course, it is expected that you attend all sessions. If there is some reason you cannot attend a class, please notify your professor.**

Course Title	**Cost Accounting**
Course Code	**ACCT301**
Pre-requisite(s)	**ACCT101**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course provides students with practical cost accounting procedures with emphasis on job order process costs, standard cost and profit planning including differential costs, internal profit and price policies, and capital budgeting.**

Course Title	**Intro to Operations Management**
Course Code	**MGT311**
Pre-requisite(s)	**STAT101** **MGT101**

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Credit hours	**3**
Contact hours	**3**
Course Description	**Operations Management is one of the three major functions of business including; Marketing, Operations, and Finance/Accounting. This introductory course introduces the student to Operations Management; how products and services are created and delivered to the customer. Concepts and applications of operations management will be explored in a variety of business sectors. The course aims to familiarize students with the issues and problems confronting the company, especially the operations managers. It will also provide the concepts, insights, and tools to deal with these issues for gaining competitive advantages through managing and improving the operational capabilities of the organization.**

Course Title	**Intro to International Business**
Course Code	**MGT321**
Pre-requisite(s)	**None**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course addresses the factors that affect international business and business expansion. Discussion topics include demographic, economic, political, natural resource, technology, and cultural characteristics and the role they play in the advancement of multinational enterprises. Challenging business and legal issues in Asia, South and Central America, Europe, the Middle East, and North America including the United States shall be covered in the content presented to students. Face to Face (F2F) and Virtual (online) classes will each be held once per week. Please refer to your class schedule for the days and times of these classes. Your professor will provide instructions on how to attend the virtual class. Participation in these classes is mandatory, and to do well in this course, it is expected that you attend all sessions. If there is some reason you cannot attend a class, please notify your professor.**

Course Title	**Introduction to E-Management**

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Course Code	**ECOM201**
Pre-requisite(s)	**MGT101**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course aims to introduce students to electronic management and the effects that Information Communication Technologies (ICT) have on the management process. The functions of virtual managers will be highlighted in the context of managing virtual teams, resolving conflicts, and leading from a distance. Students will also be introduced to virtual communication and politics, in addition to the characteristics of virtual management in leading teams in cases of High-Risk and Catastrophic Events. Face to Face (F2F) and Virtual (online) classes will each be held once per week. Please refer to your class schedule for the days and times of these classes. Your professor will provide instructions on how to attend the virtual class. Participation in these classes is mandatory, and to do well in this course, it is expected that you attend all sessions. If there is some reason you cannot attend a class, please notify your professor.**

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Course Title	Logistics Management
Course Code	MGT322
Pre-requisite(s)	MGT101
Credit hours	3
Contact hours	3
Course Description	Course Description This course explores the transportation and logistics concepts within supply chains. Topics covered will include tools and techniques used in the design and operation of transportation and logistics systems and global issues in transportation and logistics management. In addition, "Quick Response" scenarios used to handle transportation and logistics issues, in the event of natural and non-natural disasters.

Course Title	Strategic Management
Course Code	MGT401
Pre-requisite(s)	MGT201 FIN101
Credit hours	3
Contact hours	3
Course Description	The course examines the processes of formulating and implementing strategies, and the critical thinking behind the multifaceted role of organizations in complex business environments. Focuses on strategy issues in and between a range of commercial and public organizations, from entrepreneurial firms to multinational corporations.

Course Title	Web Design
Course Code	IT404
Pre-requisite(s)	None
Credit hours	3
Contact hours	3
Course Description	This course presents introductions to many of the basic concepts, issues, and techniques related to designing, developing, and deploying websites. During the course, students will learn about Web design, HTML, XHTML, basic JavaScript, Dynamic HTML, and Cascading Style Sheets (CSS). Students will learn how to create sites both manually and through the use of website development software. Note This is a technology course in a technology program, and it requires the purchase of software that may be used in subsequent courses as well as being suitable for commercial work beyond completion of degree studies.

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Course Title	**E-Business Strategy and Business Models**
Course Code	**ECOM421**
Pre-requisite(s)	**MGT401**
Credit hours	**3**
Contact hours	**3**
Course Description	**This course exposes students to contemporary management thinking, methods, and strategies necessary to effectively build and manage e- business systems. Based on the strategic management methodology, students will apprehend the process of formulating and implementing strategies in an e-Business environment. In addition, the course introduces students to the process of translating business strategies into an operational business model. Students will learn how a company generates sales and achieves profitability and the development of an innovative business model helps entrepreneurs create a sustainable competitive advantage.**

Course Title	**E-Supply Chain Management**
Course Code	**ECOM402**
Pre-requisite(s)	**MGT211**
Credit hours	**3**
Contact hours	**3**

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Course Description	E-Supply Chain Management is fascinating in the world of today's business that includes Supply Chain Management (SCM), information and communication technologies (ICT), and E-commerce. The Supply Chain Logistics course will cover transportation, warehousing and inventory, and logistics services. The Supply Chain Operations course covers techniques used to optimize flow and focuses specifically on quality management and Lean practices. This course explores the impact of ICT and E-Commerce on supply chain management. As E-supply chain management is concerned largely with the management of Internet-enabled collaborative channel partnerships, the course examines challenges and issues in inter-organizational collaboration and partnership from both technology and people management perspectives.

Course Title	Digital Marketing
Course Code	ECOM301
Pre-requisite(s)	MGT201
Credit hours	3
Contact hours	3
Course Description	Common strategies for the marketing of goods and services via the Internet range from public relations and corporate communications to advertising and electronic commerce. Students investigate and evaluate various marketing and communication strategies and tactics for the World Wide Web. An emphasis is placed on critical evaluation skills as well as website planning, development, design and other factors which contribute to a website's success.

Course Title	Social Media Marketing
Course Code	ECOM322
Pre-requisite(s)	ECOM301
Credit hours	3
Contact hours	3

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Course Description	**This course gives a foundation to the practical business applications of social media in a marketing world. Through Facebook, LinkedIn, blogs, YouTube, Pinterest, and other platforms, students discover that social media is far more than just making friends and that there are now only a few degrees of separation globally. Students learn that social media is about marketing at the right time, place, and with the right message for existing as well as a prospective customer with both legal and ethical behaviors.**

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Course Title	Virtual Organization Management
Course Code	ECOM425
Pre-requisite(s)	MGT101
Credit hours	3
Contact hours	3
Course Description	This course focuses upon the problems and challenges of managing organizations in a virtual or distributed environment. Virtual organizations are a new model of companies produced by the development of ICT and its uses in the business. The student will examine the model of virtual enterprise and its sources of competitive advantage techniques for evaluating opportunities. In this context, the student will also investigate the ways in which virtual organizations differ from conventional organizations and how to create strategic resources and deal with markets. Face to Face (F2F) and Virtual (online) classes will each be held once per week. Please refer to your class schedule for the days and times of these classes. Your professor will provide instructions on how to attend the virtual class. Participation in these classes is mandatory, and to do well in this course, it is expected that you attend all sessions. If there is some reason you cannot attend a class, please notify your professor.

Course Title	Internship
Course Code	ECOM430
Pre-requisite(s)	Complete 90 Hours
Credit hours	6
Contact hours	6
Course Description	Practical training as a course makes students from the college of Administration and Finance responsible for having to spend a 280 hour of training (equivalent to minimum ten working weeks) in their fields of specialization either in private or public organization. At the completion of training, student will have to show their grasp of most relevant and state of the professional practices in their relevant specialization.