

**Course Title: Introduction to Business**

Code: BUS 100

Credits: 3

Pre-requisite(s): None

Description: This course introduces students to the modern world of business. It provides an overview of environmental factors that affect business and the economic systems in which business has survived and thrived. It then focusses on the various functional areas that comprise the modern organisation of today. The ultimate goal is to help students understand where their interests and talents fit in today's job market and what skills they need to develop to get the positions they seek.

**Course Title: Mathematics for Management I**

Code: BUS 101

Credits: 3

Pre-requisite(s): None

Description: This course prepares students for the application of mathematical tools, techniques, and principles to the real-world. Topics include linear and quadratic functions, polynomial, exponential and logarithmic function, mathematics of finance, systems of linear equations, and matrices.

**Course Title: Mathematics for Management II**

Code: BUS 102

Credits: 3

Pre-requisite(s): BUS 101

Description: This course prepares students for the application of mathematics in a business context. Topics include anti-derivatives, probability, partial derivatives, optimization, economic interpretation, geometric series, and their application to finance, business and economic models.

**Course Title: Business Communication**

Code: BUS 116

Credits: 3

Pre-requisite(s): None

Description: This course focusses on written and oral communication in management, with an emphasis on strategies for identifying, analyzing, and solving written and verbal communication problems. Course work is based on academic and professional communication in management.

**Course Title: Management Information Systems**

Code: BUS 122

Credits: 3

Pre-requisite(s): None

Description: This course demonstrates how organisations can use information systems to maintain a competitive advantage by improving the efficiency of business processes, reducing costs, and having timely information for business decision-making. Topics such as systems development, databases, technology

trends, and the management of technology are covered. +Courses and their descriptions are subjected to change

**Course Title: Microeconomics**

Code: BUS 133

Credits: 3

Pre-requisite(s): None

Description: This course introduces micro-economic principles, such as consumer demand, producer supply, market structure, and labour market behaviour. Students end the course with a basic understanding of how markets and individual behaviour interact to change prices and supply.

**Course Title: Macroeconomics**

Code: BUS 136

Credits: 3

Pre-requisite(s): BUS 133

Description: This course introduces applied macroeconomics, focusing on recurring issues in the environment in which firms make their decisions. Topics include national accounts, national income determination, economic growth and fluctuations, monetary policy and financial markets, international trade, and finance.

**Course Title: Principles of Marketing**

Code: BUS 205

Credits: 3

Pre-requisite(s): None

Description: This course focusses on marketing as a customer-centered activity in which organisations create mutually beneficial exchanges between the organisation and customers. It provides a solid overview of factors to be considered in developing products and services for a market, in making products and services available to customers, in selecting tools to promote products and services, and in pricing products and services to sell.

**Course Title: Statistics I**

Code: BUS 211

Credits: 3

Pre-requisite(s): BUS 102

Description: The first course in Statistics introduces the student to the basic concepts of inferential and official statistics. Concepts are developed through studying statistical methods that can be used in business decision-making. The course emphasizes applications, spreadsheet modeling, and the art of decision-making in a managerial setting.

**Course Title: Statistics II**

Code: BUS 212

Credits: 3

Pre-requisite(s): BUS 211

Description: The second course in Statistics introduces the student to more of the basic concepts of inferential and official statistics. These concepts are developed by studying statistical methods that can be applied in business decision-making. The course emphasizes applications, spreadsheet modeling, and the art of decision-making in a managerial setting.

**Course Title: Financial Accounting I**

Code: BUS 215

Credits: 3

Pre-requisite(s): None

Description: This course offers the fundamentals of accounting. It introduces fundamental accounting principles, the rules of debit and credit, and the preparation of financial statements. It also examines the Generally Accepted Accounting Principles, financial transaction recording, financial statement preparation, and financial returns analysis.

**Course Title: Financial Accounting II**

Code: BUS 216

Credits: 3

Pre-requisite(s): BUS 215

Description: This course offers a more detailed look at financial statement accounts and the interpretation of these accounts. It explores international presentation and measurement and the movement towards a common reporting method. The course also takes a brief look at current issues in publicly traded companies.

**Course Title: Introduction to Finance**

Code: BUS 221

Credits: 3

Pre-requisite(s): BUS 215

Description: This course provides an in depth coverage for the fundamental topics of Financial Management which includes Financial Management Goals, Investment Appraisal (including discussion of Cost of Capital), Sources of Finance, Working Capital Management and Cash Management.

**Course Title: Organisational Behaviour**

Code: BUS 225

Credits: 3

Pre-requisite(s): None

Description: This course discusses organisational behaviour by identifying individual motivation and communication and group dynamics in problem solving, decision-making, and work structuring. It also examines organisational structure.

**Course Title: Managing Human Resource**

Code: BUS 226

Credits: 3

Pre-requisite(s): None

Description: This course focusses on human resource management and its role as an essential factor in an organisation's success. It introduces the student to human resource management practices and the roles and responsibilities that human resource professionals have in the organisation. The goal of the course is to provide practical experience for the student in addressing issues and solving problems that arise in a human resource department.

**Course Title: Research Methods**

Code: BUS 300

Credits: 3

Pre-requisite(s): BUS 212

Description: This course aims at providing students with broad knowledge and understanding of the principles and practices in conducting research. It focuses on the use of a range of different research methods in order to successfully undertake a dissertation or a research project. This encompasses the understanding and application of appropriate research designs, research statistics, and the use of the computer for data analyses, and report writing and presentation.

**Course Title: Entrepreneurship**

Code: BUS 302

Credits: 3

Pre-requisite(s): BUS 100, BUS 205, BUS 221

Description: This course focusses on the period ranging from the conception of a business idea to its first two years of operation. It explores idea generation and validation in the marketplace, methods of financing, corporate structure, strategy, and survival.

**Course Title: Fundamentals of Business Strategy**

Code: BUS 305

Credits: 3

Pre-requisite(s): BUS 136

Description: This course introduces students to strategy and its importance in achieving competitive advantage in the market place. It offers analytical tools and models to use in determining strategy and emphasizes the importance of matching strategy to organisational resources.

**Course Titles: International Business**

Code: BUS 310

Credits: 3

Pre-requisite(s): BUS 100, BUS 136

Description: This course analyzes the economic and political aspects of the global business environment and how they impact firms. The course studies international trade theory, trade policies and investment, diverse organisational structures, international monetary and financial systems, and environmental issues that affect global business.

**Course Title: Management Accounting**

Code: BUS 315

Credits: 3

Pre-requisite(s): BUS 216

Description: This course focusses on understanding accounting information that is used by management as a planning and decision-making tool. The fit between accounting information and strategy is highlighted, with a focus on costing, cost related behaviour, and break-even analysis.

**Course Title: Islamic Business Studies**

Code: BUS 320

Credits: 3

Pre-requisite(s): None

Description: This course examines specific Islamic business issues as well as Islamic practices and the underlying beliefs that help to define these practices. The course emphasizes key principles of management from an Islamic point of view and includes Islamic ethics as it applies to daily business events.

**Course Title: Operations Management**

Code: BUS 325

Credits: 3

Pre-requisite(s): BUS 211

Description: This course provides an introduction to decisions and trade-offs associated with the production of goods and services. Topics include technology planning, control issues, manufacturing design, and management of new technology and service operations.

**Course Title: Commercial Law**

Code: BUS 330

Credits: 3

Pre-requisite(s): None

Description: This course provides students with a clearer understanding of how the legal world around them operates. It introduces legal reasoning and provides a basic understanding of the judicial process and how the law affects society and the business world. Students learn to recognize potential legal problems and how to avoid or resolve them.

**Course Title: Corporate Finance**

Code: BNF 350

Credits: 3

Pre-requisite(s): BUS 221

Description: This course covers advanced topics of financial management which include Financial Statement Analysis (Ratio Analysis), Valuation of securities, Portfolio Management, Capital Asset Pricing Model (CAPM), Asset Replacement Cycles, Sensitivity Analysis (Investment Appraisal), Capital Rationing, Risk Management Strategies, Dividend Payout Strategies, and Stock Market Hypothesis.

**Course Title: Capital Markets and Institutions**

Code: BNF 351

Credits: 3

Pre-requisite(s): BUS 136, BUS 221

Description: This course studies the functions of capital markets through flow of funds analysis and examines portfolio activities of financial intermediaries. It covers securities regulations and ethical considerations, the structure of interest rates and risk, and the rate of return in debt and equity markets.

**Course Title: Money and Banking**

Code: BNF 360

Credits: 3

Pre-requisite(s): BUS 221

Description: This course focuses on the functions and operations of a financial system, with special emphasis on the Bahrain financial system. Topics include the functions of money, credit creation, and monetary policy under fixed and flexible exchange rate regimes.

**Course Title: Internship**

Code: BUS 499

Credits: 3

Pre-requisite(s): 3rd or 4th year Status

Description: This course provides students with the opportunity to apply theoretical principles learned in class to “real life” professional situations and to understand the transition from academic to professional life. The internship is approximately 120 to 180 hours in duration.

**Course Title: Senior Business Project**

Code: BNF 400

Credits: 3

Pre-requisite(s): 4th year Status, BUS 300

Description: This course requires that a student apply core knowledge learned thus far to a real-world topic. The topic is selected by the student and is subject to faculty approval. The work uses a student’s analytical and communication skills and cross-discipline expertise. Learning occurs through professor coaching and feedback and preparation and presentation of a final paper.

**Course Title: Strategic Management**

Code: BUS 401

Credits: 3

Pre-requisite(s): BUS 302, BUS 305

Description: This course explores managing strategy. It focusses on how to experiment, probe, and learn from experience to generate knowledge and expertise to serve company purposes.

**Course Title: International Trade and Finance**

Code: INB 403

Credits: 3

Pre-requisite(s): BUS 136, BUS 221, BUS 310

Description: This course focuses on the theory and practice of international trade and international finance. Trade topics are covered from a classical as well as modern theory perspective. These topics include comparative advantage, factor endowment, and the effects of trade policies. International finance focusses on exchange rate determination, capital flows, and foreign direct investment, as well as monetary and fiscal policies under fixed and flexible exchange rate regimes.

**Course Title: Commercial Bank Management**

Code: BNF 405

Credits: 3

Pre-requisite: BUS 360

Description: The course offers an in depth look at banking operations. It is divided into three parts: introduction to banking, asset/liability management, and investment portfolio and liquidity management. Included are overviews of bank services, understanding financial statements, and evaluating bank performance. Also covered are interest rate determination and duration gap, hedging and off balance sheet financing and investment, liquidity, and reserve management.

**Course Title: Derivatives and Risk Management**

Code: BNF 406

Credits: 3

Pre-requisite(s): BUS 351

Description: The course focusses on both the analytical and practical aspects of options and futures and considers both discrete and continuous time models. It also covers the practical aspects of both currency and interest rate hedging.

**Course Title: Islamic Financial Institutions**

Code: BNF 410

Credits: 3

Pre-requisite(s): BUS 320, BNF 405

Description: The course covers the fundamentals of Islamic finance and investigates the structure and activities of Islamic financial institutions. Topics include corporate governance, financial services and investment funds, and liquidity and risk management.

**Course Title: Investment and Portfolio Management**

Code: BNF 411

Credits: 3

Pre-requisite(s): BNF 350, BNF 351

Description: The course covers investment principles and security analysis and the selection and comparison of equity and fixed income securities. Topics covered include stock price determinants, growth models, and portfolio diversification.

**Course Title: Advanced Commercial Bank Management**

Code: BNF 412

Credits: 3

Pre-requisite: BNF 405

Description: The course is an extension of its pre-requisite course: Commercial Bank Management. It covers the advanced aspects of banking and includes bank resource management, loan management, and bank structure and service options. Topics covered include managing deposits and non-deposit liabilities and equity positions, lending policies and pricing, mergers and acquisitions and international banking services.

**Course Title: Foreign Exchange Management**

Code: BNF 413

Credits: 3

Pre-requisite(s): INB 403, BNF 406

**Description:** The course provides students with a broad knowledge and understanding of the workings of the foreign exchange market including the structure of the foreign market, principal participants and the products most widely used for managing risk or trading for profit in the foreign exchange market. The course focuses on the structure of the foreign market. Additionally, the course provides students with the necessary knowledge of methods and instruments used in the foreign exchange market.

**Course Title: Insurance and Risk Management**

Code: BNF 415

Credits: 3

Pre-requisite(s): BUS 211

Description: This course covers risk and risk exposures faced by an individual and a firm. It includes risk reduction techniques, such as life, property and casualty insurance, and examines the problems faced by insurers.

**Course Title: Real Estate Finance & Investment**

Code: BNF 416

Credits: 3

Pre-requisite(s): BNF 350

Description: This course covers the fundamentals of mortgage and its legal, mathematical, and financial structure by understanding the functions and performance of the mortgage and housing market.

**Course Title: Personal Financial Management**

Code: BNF 417

Credits: 3

Pre-requisite(s): BUS 221

Description: The course covers budgeting, financial planning, managing credit, taxes, insurance, investments, and retirement planning for individuals.

**Course Title: Energy and Finance**

Code: BNF 418



Credits: 3

Pre-requisite(s): BNF 350

Description: This course focusses on the interdependence of energy and financial resources in the world economy. Topics include energy, capital formation, oil revenue, and finance, and their overall impact on the growth rates of GDP, employment, and investment.

**Course Title: Financial Economics**

Code: BNF 446

Credits: 3

Pre-requisite(s): BUS 136, BUS 221

Description: This course focusses on the decision-making process of investors under uncertainty and risk. It examines the asset pricing model, portfolio theory, financial markets, and financial instruments. Topics include theoretical and practical aspects of investment, return, and risk.