



الكلية: إدارة الأعمال

القسم: الإدارة

التخصص: ١٠ BA إدارة الأعمال

نوع الدراسة: مقررات

الفصل: ٤٥١

الدرجة: ماجستير

ساعات الخطة: ٤٩

الخطة الدراسية

Name of Degree Awarded	Master of Business Administration (MBA)	ماجستير إدارة الأعمال	مسمى المؤهل
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First Semester			المستوى الأول				
No	Course Code	Course Name	عدد الوحدات		مسمى المقرر	رقم المقرر ورمزه	م
			Contact Hours	Credit Hours			
1	MGT 610	Advanced topics in Management	٣	٣	مواضيع متقدمة في الإدارة	ادر ٦١٠	١
2	HRM 611	Organizational Behavior	٣	٣	السلوك التنظيمي	امب ٦١١	2
3	ACCT 612	Accounting for Managers	٣	٣	المحاسبة للمديرين	حسب ٦١٢	3
٤	FIN 613	Managerial Economics	٣	٣	الاقتصاد الإداري	مال ٦١٣	٤
Total Units			١٢	١٢	مجموع الوحدات		



Second Semester					المستوى الثاني		
No	Course Code	Course Name	عدد الوحدات		مسمى المقرر	رقم المقرر ورمزه	م
			Contact Hours	Credit Hours			
١	MGT 620	Business Statistics and Research Methodology	٣	٣	الإحصاء في الأعمال ومناهج البحث العلمي	أدر ٦٢٠	1
٢	MIS 621	Management Information Systems	٣	٣	نظم المعلومات الإدارية	نما ٦٢١	2
٣	MKT 622	Marketing Management	٣	٣	إدارة التسويق	تسق ٦٢٢	3
٤	MGT 623	Legal and Ethical Environment of Business	٣	٣	البيئة القانونية والأخلاقية في الأعمال	أدر ٦٢٣	٤
Total Units			1٢	١٢	مجموع الوحدات		

Third Semester					المستوى الثالث		
No	Course Code	Course Name	عدد الوحدات		مسمى المقرر	رقم المقرر ورمزه	م
			Contact Hours	Credit Hours			
1	MGT 631	Operations Management	٣	٣	إدارة العمليات	أدر ٦٣١	1
2	HRM 632	Human Resource Management	٣	٣	إدارة الموارد البشرية	أمب ٦٣٢	2



3	FIN 630	Financial Management	٣	٣	الإدارة المالية	مال ٦٣٠	3
٤	MKT 633	International Business	٣	٣	إدارة الأعمال الدولية	تسق ٦٣٣	٤
Total Units			1٢	١٢	مجموع الوحدات		

Fourth Semester				المستوى الرابع			
No	Course Code	Course Name	عدد الوحدات		مسمى المقرر	رقم المقرر ورمزه	م
			Contact Hours	Credit Hours			
1	MGT 640	Strategic Management	٣	٣	الإدارة الاستراتيجية	أدر ٦٤٠	1
2	MGT 641	Graduation Project	٤	٤	مشروع التخرج	أدر ٦٤١	2
3	MGT 000	Elective Course-1	٣	٣	مقرر اختياري-١	أدر ٠٠٠	3
٤	MGT 000	Elective Course-2	٣	٣	مقرر اختياري-٢	أدر ٠٠٠	٤
Total Units			1٣	١٣	مجموع الوحدات		
All Total			49	٤٩	عدد الساعات		



المقررات الاختيارية Elective Courses

No	Course Code	Course Name	عدد الوحدات		مسمى المقرر	رقم المقرر ورمزه	م
			Contact Hours	Credit Hours			
1	MGT 642	Entrepreneurs hip and Small Business Management	٣	٣	الريادة وإدارة الأعمال الصغيرة	أدر ٦٤٢	1
2	MGT 643	Total Quality Management	٣	٣	إدارة الجودة الشاملة	أدر ٦٤٣	2
3	MGT 644	Project management	٣	٣	إدارة المشاريع	أدر ٦٤٤	3



Foundation Courses:

MGT 201- Introduction to Business (4 Cr hours)

The objective of this course is to provide overall basics of business to students who don't have a background to business. This course deals with business environment, business process, ownership types, managerial functions and business organization. It discusses basic business functions which incorporate management, human resource management, marketing, management information systems, accounting and finance. Upon completion of this course, students have a broad overview of the world of business.

MGT 110- Business Statistic-1 (4 Cr hours)

The objective of this course is to provide basic knowledge of business statistics to students who don't have a background in statistics. This course develops decision making ability of students by applying statistical tools. The course covers data types and data measurement level, sampling and types of sampling, measures of central tendency and measures of dispersion, correlation and simple linear regression, introduction to probability and probability distributions, introduction to estimation and hypothesis testing using z-test, t-test, ANOVA and Chi-square test. Upon completion of this course, students are be able to apply statistical concepts for decision making in business oriented situations.

FIN - Micro Economics-1 (4 Cr hours)

MGT 103- Principles of Financial Accounting (4 Cr hours)



Core Courses:

MGT 610- Advanced Topics in Management (4 Cr hours)

This course aims to provide students a comprehensive learning about various managerial issues, management theories, concepts and functions. This course begins with the history of management thought and discusses the key managerial functions namely planning, organizing, leading and controlling in detail. Emphasis in this course is on making the students understand various management functions in today's business environment through case studies. Basics of business ethics and corporate social responsibility are also addressed. Upon completion of this course, students are able to understand the perspective organizations.

HRM 611- Organizational Behavior (4 Cr hours)

The purpose of this course is to provide a fair understanding to the students about the advanced behavioral concepts and theories. It is also intended to develop the analytical skills of students through diagnosis, analysis and solving of behavioral problems at work situations. This course which has five units will cover three main parts:

1. The individual level that focuses on the individual emotions, attitude, motivation, satisfaction, abilities and individual differences;
2. The group level that focuses on organizational issues like group dynamics, leadership, conflict and communication; and
3. The organizational level that focuses on aspects like organizational structure, organizational environment, organizational change and organizational development.

The curriculum of the course will be delivered in such a manner that experimental learning occurs. This is sought to be done through the effective and efficient use of exercises, review of related research literature, case methodology of teaching, and other advanced techniques

ACCT 612- Accounting For Managers (5 Cr hours)

The course will help in developing the essential abilities to use complex accounting information for decision-making. It will also help in developing skills in interpreting various accounting statements like income statements, financial position statement, and cash flow statement. This ability to analyze the financial data by using various technique of analysis, which will enable participants to deal more effectively with strategic options for their businesses or business units. This course will help students to be more effective in contributing significantly toward better management within their own organizations.



FIN 613- Managerial Economics (4 Cr hours)

Managerial Economics is the application of economic theory and methodology to managerial decision making problems within various organizational settings such as a firm or a government agency. The emphasis in this course will be on demand analysis and estimation, production and cost analysis under different market conditions, forecasting and decision making under uncertainty. This course will enable the students to investigate major areas of management decision making in the context of various business oriented organizations for which economic analysis is a useful input. It shows how an economist's understanding of certain phenomena may aid in the process of management.

MGT 620- Business Statistics and Research Methodology (5 Cr hours)

Research refers to investigation undertaken to discover the applications and uses of theories, knowledge, and principles in real life situations. The objective of this course is to empower students with the concepts and methods of research used in the field of business and management. Emphasis of this course is broadly on two areas. First, research designs concentrate on the concepts of measurement, scaling, questionnaire and sampling. Second, the focus is on advanced statistical analysis that emphasize hypothesis testing (using both parametric and non-parametric test) and other multivariate techniques. Students will have a hands on experience of using tools like MANOVA, multiple regression, discriminant and logit analysis, factor analysis and cluster analysis through SPSS or any other statistical software. Finally, the basics of report writing is taught. Upon completion of this course, students have practical knowledge of carrying out research.

MIS 621 - Management Information Systems (4 Cr hours)

This course provides a comprehensive overview of management information systems used by a wide variety of business organizations today. It covers the key principles and concepts of these systems, their associated technologies and tools, their development process, and their roles in achieving crucial strategic business objectives, including realizing operational excellence, developing new products and services, improving decision making, strengthen customer and supplier intimacy, and achieving competitive advantage. Also, it includes case studies and examples on how business organizations use these systems.

MKT 622 - Marketing Management (4 Cr hours)

The course focuses on the fundamental concepts of marketing and its role and function in the business. Also, to recognize the relationship of marketing with various business functions, and to be able to understand consumer behavior and identify needs and wants to choose the appropriate target market. Students will have a broader exposure to the marketing environment and framing effective marketing strategies in attainment of creating value and



building strong life time relationship with customers. The course covers the elements of marketing mix, marketing data analytics, branding, dynamics of market offerings, channel of distribution, communication, digital and green marketing with its application in the business.

MGT 623 - Legal and Ethical Environment of Business (4 Cr hours)

This course will provide students with increased knowledge concerning the importance of legal and ethics in the practice of business. This course also will give introduction to the legal environment and law with its application in business to help students understand and appreciate the interrelationship between law and business. Business students in this class will improve and develop their ability to recognize and analyze legal issues which affect management decision making. They will learn how to avoid any potential problems when faced before occurring.

MGT 631 -Operations Management (5 Cr hours)

The course focuses on the concepts and techniques for efficient and effective operations. Students learn how to use different techniques for planning, scheduling, and controlling operation processes. The focus of the course is to develop the ability to design operations systems, learn to solve decision problems related to operational issues like capacity planning, plant location decisions, layout designs, inventory management, productivity management, quality control, supply chain management, assignment problem, transportation problem, queuing theories and other operational strategies and methods. Upon completion of this course, students learn how to select and apply relevant concepts and tools to optimise the production and operation system.

HRM 632 -Human Resource Management (4 Cr hours)

This course will familiarize the students about a wide array of human resource related topics. This could include the latest techniques and trends in HR planning, Performance and compensation management methods and strategies, staffing policies and procedures, etc. In addition to presenting the various recent HR concepts and theories related to the topic, the students will be provided the opportunity to have a deep understanding of the diverse innovative HR practices that are in place in local, national and global companies. Emphasis will be on experiential type of learning through effective use of exercises, review of related literature, observation and case analysis. On completion of this course the student is expected to have a fair understanding of the recent trends and practices in HR.

FIN 630- Financial Management (5 Cr hours)

This course introduces current financial concepts and tools towards money management in organizations participating in the local and global economies. The course covers the current best



practices in financial analysis and planning through the application of financial concepts. These include financial performance ratios, time value of money, financial markets and institutions, securities and valuation of firms, cost of capital, risks and return, long-term financial budgeting and working capital management. In addition, the course also introduces topics on lease financing, hybrid securities and derivatives, trust funds, mergers and acquisitions and international corporate finance.

MKT633- International Business (4 Cr hours)

Globalization has opened a wide range of business opportunities and international business now occupies a prominent position. The course would provide the students a fair knowledge about successful business career and opportunities in the international arena. It would also provide insights into international dimensions of culture, political, legal, and economic environment, globalization, trade, foreign exchange, capital market, formulation of business strategies etc. Other areas to be covered include interplay of macroeconomic variables effecting global business. Further, it also covers international and global aspects of business operations, marketing, human resource management, finance etc. The course would enable critical and analytical thinking through application of international business mechanisms by way of working on global business cases.

MGT 640-Strategic Management (4 Cr hours)

Strategic management is a capstone, integrative course for business students. This course integrates the knowledge gained in all functional areas of management by creating awareness among students on the process of strategic management. This course includes the concept of business vision and mission, external and internal assessment, effects of globalisation. Emphasis is on importance of strategy formulation, implementation and control. Further, it develops better understanding of the employability of different strategies in dynamic situations and help students in understanding corporate governance and social corporate responsibility. This course is delivered primarily through case studies. Upon completion of this course, students develop strategic thinking and decision making abilities in dynamic business environment.

MGT 641- Graduation project (4 Cr hours)

The Masters' program concludes with a project report, which provides an opportunity for graduating students to investigate greatly on an area of his interest which he has studied during the program. Towards the completion of this course, students apply their research and analytical skills to complete a research project which has been previously agreed upon by the student and his supervisor (faculty member). This course commences with the student defending his synopsis and finally submitting his research project. This course will enable students to apply the knowledge and skills learned during the program into practical situation. This course is exclusively different from other courses as every student individually works and submits his project.

Kingdom of Saudi Arabia
Ministry of Education
Prince Sattam bin Abdulaziz University



المملكة العربية السعودية
وزارة التعليم
جامعة الأمير سّطام بن عبدالعزيز



ELECTIVES FROM MANAGEMENT DEPARTMENT

MGT 642- Entrepreneurship and Small Business Management (4 Cr hours)

This course deals with all aspects of entrepreneurship and small business management. It emphasizes the role of recognizing and creating opportunities and focus on the importance of innovation and new venture creation. This course includes topics on developing successful business ideas, moving from an idea to an entrepreneurial firm and finally managing and growing an entrepreneurial firm. Upon completion of this course, students are equipped with theoretical concepts and practical skills necessary to become a successful entrepreneur in today's business environment.

MGT 643- Total Quality Management (4 Cr hours)

Organizations need to maximize the quality of products and services. The objective of this course is to teach the concepts of quality and the tools and techniques of total quality management. Students apply quality improvement tools like Six Sigma and other processes of continuous quality improvement such as Kaizen, Quality Function Deployment (QFD); benchmarking; business process reengineering; and process improvement. This course covers customer relationship management, quality management in services and the quality measurement systems like ISO, Kanban and Just in time. After completion of this course, students relate methods and tools for applying total quality management in an organization.

MGT 644- Project Management (4 Cr hours)

This course introduces project management from the standpoint of a manager who must organize, plan, implement, and control tasks to achieve an organization's schedule, budget, and performance objectives. This course focuses on integrating the project management knowledge, skills, and tools developed in previous courses. It emphasizes on critical analysis, synthesis, and evaluation of the theories and application of project management. This course includes projects and company organizational structures. Project organization and planning, Quality and reliability management, Procurement, and Risk management are part of it. Examining the project, Controlling time and cash, Resource analysis, and Line of balance are also included in this course. Practical considerations are covered through case studies. After completion of this course, students are able to apply project management methodologies, processes, and tools to execute complex projects in organizations.