

COURSE DESCRIPTIONS

MBA CORE COURSES

BUS Managerial Skills

503 Prerequisites: **None**

This course introduces the student to the basic skills for managing people and organizations as well as how to understand different backgrounds of different people so that they can communicate each other. The course deals with motivation, individual and group decision-making, conflict, power and politics, leadership, job design, performance maintenance, organizational environment, organization structure and design, and emerging trends and challenges.

Credit Hours: 3

Course Delivery: Classroom

Group: Core Course

This course is a prerequisite for: None

BUS Operations Management

508 Prerequisites: **None**

This course has two aims. Firstly, it familiarizes the students with the operations management discipline, i.e. major topics, terminology, methodologies and tools. Secondly, students will apply quantitative and statistical techniques for the solution of the challenges faced by the operations manager.

Credit Hours: 3

Course Delivery: Classroom

Group: Core Course

This course is a prerequisite for: MIB609, BUS611

BUS Business Economics

509 Prerequisites: **None**

The objective of this course is to introduce the students to the basic concepts and principles of economics that have direct relevance to business. Aspects of both micro- and macro-economic theories are important in business, and so the course is equally divided between these two areas. The micro part focuses on topics such as demand, supply, and market equilibrium under various market structures, and government policies that can influence the market equilibrium. The macro part will explain how aggregate income and employment in the economy are determined, how fiscal and monetary policies affect income and employment, etc. At the end of the course, you should be able to read and interpret basic economic signals from the perspective of your business or occupation.

Credit Hours: 3

Course Delivery: Classroom

Group: Core Course

This course is a prerequisite for: None

IMM Asian Case Workshop**505B** Prerequisites: **None**

Asian Case Workshop is intended for second year students. Students will participate in a case analysis workshop. Students will learn the method for analyzing business cases from a practical perspective. Students will learn how to approach various situations in business in a holistic manner and how to apply their conceptual knowledge for addressing practical business issues. The workshop will also deal with issues of communication and presentation skills. Students will work in teams and have the opportunity to develop the skills in this hands-on workshop. The teams' work will be evaluated for analysis, presentation and creativity. This course is graded on a pass/fail basis.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: None

FIN Financial Accounting**500** Prerequisites: **None**

This course is the accumulation, analysis and presentation of a business enterprise's relevant financial data for creditors, investors, and other external decision makers.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: None

FIN Financial Management**501** Prerequisites: **None**

This course is an introduction to business finance, corporate financial management and investments. Students gain an understanding of tools and frameworks necessary to analyze financial decisions based on principles of modern financial theory.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: FIN609, FIN619, FIN601, FIN602, BUS611

INF Management Information Systems**500** Prerequisites: **None**

Information Technology (IT) has become a vital part of the operations and management of organizations of every kind and size. Increasingly, the successful manager is the one who knows how to take advantage of this situation by deploying IT in the most effective manner. This course covers the general structure of Information Technology applications and their use. It also delves into the different kinds of information systems that managers are likely to encounter and investigates how to make best use of these systems.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: None

MKT Marketing Management**500** Prerequisites: **None**

The course introduces marketing management theories and concepts involving in the analysis of marketing environment, planning and implementation of marketing programs (product, price, place and promotion) and marketing strategies to attract, satisfy, and retain customers. The course enables students to develop marketing strategies and framework with moral, socially responsible and ethical consideration.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: MKT602, MKT615, MKT617, MKT613, BUS611

BUS Ethics, CSR and Sustainability in Global Business**540** Prerequisites: **None**

This course is designed for MBA students to get familiar with emergent ethical, corporate social responsibility (CSR) and sustainability issues by the businesses and what are some common strategic and tactical managerial responses. This would not only help them think and look beyond traditional understanding of doing businesses but also equip them with knowledge of standards, norms, and tools to be better managers who are willing to work out win-win situations for stakeholders, public in general and the planet.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: None

BUS Strategic Management**611** Prerequisites: **BUS508, FIN501, MKT500**

Firms gain competitive advantage through superior strategies. This course provides the foundation for the creation of business and corporate strategies for competitive advantage. Students will learn industry and environmental analysis, and the frameworks and tools needed to devise the firm's strategy. The course integrates the core knowledge from functional disciplines for the formulation of firm strategy.

Credit Hours:	3
Course Delivery:	Classroom
Group:	Core Course

This course is a prerequisite for: None