

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: **Statistics**

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

FIN Accounting & Decision Making

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

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

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

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

MIB International Business in Asia

601

Prerequisites: **None**

The course provides an overview of the means of conducting international business. The course will explore the effects of social, political and economic systems across the globe on the conduct of international business. The course also deals with theoretical frameworks explaining international business, the emergence of institutions and trading blocs, and their impact on international business with a focus on Asia. Further, This course will help managers understand core differences and similarities in management practices across China, India, Japan, Taiwan, Korea and the ASEAN block of nations. Students will also learn the appropriate management practices and behaviors in these major economic blocks of Asia so that they can adapt to the context.

Credit Hours: 3

Course Delivery: Classroom

Group: Specialization

This course is a prerequisite for: None

BUS Strategic Management

611

Prerequisites: **Economics, Ethics**

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

**BUS
509**

Business Economics

Prerequisites: **None**

The course introduces the principles of economics, including both microeconomics and macroeconomics, with a special focus on the applications of these principles in business activities. Topics to be covered include: consumer theory, producer theory, partial equilibrium theory, general equilibrium theory, game theory, information economics, business cycle analysis, economic growth theory, fiscal policy and monetary policy analysis.

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