

Plan Number	T	11	2008
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**Study Plan in
MASTER IN (International Business)
(Thesis Track)**

1. General Rules and Conditions:

- a. This plan conforms to the regulations of the general frame of the program in of graduate studies.
- b. Areas of specialty of admission in this program :
 - Holders of the Bachelors degree in Business Administration, or Accounting, or Economics, or Finance, or Marketing, or Management Information Systems, or Accounting Information Systems, or Public Administration, or Health Administration Services, or Insurance and Risk Management or Engineering, or Pharmacy, or Computer.

2. Special Conditions: None

3. The Study plan: Studying (33) credit hours as follows:

1. Obligatory Courses: (18) credit hours:

	Course No.	Course title	Credit	Theory	Practice	Pre-request
1	1601702	Research methods in Business Administration	3	3	-	
2	1601718	International Business Management	3	3	-	
3	1602731	International Accounting	3	3	-	
4	1604724	International Marketing	3	3	-	
5	1607715	International Economics	3	3	-	
6	1607716	The Legal Environment of International trade	3	3	-	

2. Elective Courses : Studying (6) credit hours from the followings:

	Course No.	Course title	Credit	Theory	Practice	Pre-request
1	1601722	Organizational Behavior	3	3	-	
2	1601780	Total Quality Management	3	3	-	
3	1601791	Special Topics in International Business	3	3	-	
4	1603731	International Financial Management	3	3	-	
5	1603733	Portfolio Theory	3	3	-	
6	1604725	Marketing Strategy	3	3	-	
7	1607711	International Monetary System	3	3	-	
8	1002724	Electronic Commerce and International Property	3	3	-	

3. A thesis (1607799): 9 Credit hours.

4. This plan should go into effect starting the year 2008.

Plan Number	C	11	2008
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**Study Plan in
MASTER IN (International Business)
(None Thesis Track)**

1. General Rules and Conditions:

- a. This plan conforms to the regulations of the general frame of the program in of graduate studies.
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 - Holders of the Bachelors degree in Business Administration, or Accounting, or Economics, or Finance, or Marketing, or Management Information Systems, or Accounting Information Systems, or Public Administration, or Health Administration Services, or Insurance and Risk Management or Engineering, or Pharmacy, or Computer.

2. Special Conditions: None

3. The Study plan: Studying (33) credit hours as follows:

1. Obligatory Courses: (24) credit hours:

	Course No.	Course title	Credit	Theory	Practice	Pre-request
1	1601702	Research methods in Business Administration	3	3	-	
2	1601718	International Business Management	3	3	-	
3	1602731	International Accounting	3	3	-	
4	1603733	Portfolio Theory	3	3	-	
5	1604724	International Marketing	3	3	-	
6	1607715	International Economics	3	3	-	
7	1607716	The Legal Environment of International trade	3	3	-	
8	1002724	Electronic Commerce and International Property	3	3	-	

2. Elective Courses : Studying (9) credit hours from the followings:

	Course No.	Course title	Credit	Theory	Practice	Pre-request
1	1601722	Organizational Behavior	3	3	-	
2	1601780	Total Quality Management	3	3	-	
3	1601791	Special Topics in International Business	3	3	-	
4	1603731	International Financial Management	3	3	-	
5	1604725	Marketing Strategy	3	3	-	
6	1607711	International Monetary System	3	3	-	

3. A comprehensive exam (1607798)

4. This plan should go into effect starting the year 2008.

M.A. International Business – Description of Subjects

(1601702) Research methods in Business Administration (3cr)

The essentials of research methods such as definition of scientific research, its importance, types, steps, and methods. Sources and methods of data collection and analysis. Sampling and estimation in addition to all parametric and non parametric statistical tests that might be used in analyzing data, will also be covered.

(1601715) Human Resources Management (3cr)

This course focuses on the study of different functions and mission of a human resource management department in a business organization, and how to integrate theoretical foundation with managerial practice.

The course aims also at improving the managerial practices regarding the human element, in the organizations in terms of their planning, staffing, development, Evaluation, compensation... etc.

(1601722) Organizational Behavior (3cr)

This course includes the following subjects: Perceptions, Attitudes, Values, Personality, Learning, Work Stress, Frustration, Foundation of Group Behavior, Understanding Work teams, Group Types, Groups Structure, Informal Groups, Organization structure (Work design), Technology, Communication, Leadership, Motivation (Job satisfaction), Types of Environments, Elements of Environments, Environmental Uncertainty, Organization and Environment.

(1606728) Leadership Theory (3cr)

This course focuses on managerial leadership in management from both theoretical and practical perspectives. Students will have opportunities to explore their strengths and weaknesses as managerial leaders and to develop skills in these areas. In addition, several current theories of leadership will be examined as the basis for determining the requisite skills of managerial leaders.

(1601755) Strategic Management (3cr)

This course focuses on the study of the company overall strategy. The formulation and implementation of that strategy within the constraints of external and internal environmental variables are the core of this course. The course deals with an in depth analysis of case covering various types of strategies in different types of corporations in an integrated part of the course to blend theory and practice and to come up with research results and findings in this field.

(1601718) International Business Management (3cr)

This course focuses on the International Business Management and Multi-national companies under different and diverse business, economical, political and legal circumstances. It also focuses on the different management crises and how managers deal and cope and survive such barriers to reach their objectives. The course tackles the study of business functions in multi-national organizations in terms of theory and practical business execution.

(1602720) Managerial Accounting (3cr)

The course covers both traditional topics such as product costing, budgeting ,performance evaluation and transfer pricing, and contemporary topics such as activity-based costing, cost behavior, customer profitability analysis, target costing and strategic cost management.

(1603704) International Financial Management (3cr)

this course discusses corporate finance and provides practical tools for financial decisions and valuation . the course starts with optimal acceptance criteria consistent with the objective of maximizing the market value of the firm.

The capital market theory and efficient market hypothesis are then recovered . the second half of the course discusses how capital structure and dividends decisions affect the firm value and the issues of mergers and acquisitions.

(1607715) International Economics (3cr)

A comprehensive exposition of the theory and principles of international economics, applying microeconomic analysis to basic questions in foreign trade, the determinants of trade flow and international specialization and the economic impact of tariffs, quotas, and other trade policy instruments: balance of payments, exchange rate determination, problems of world trade, etc. Students develop a conceptual basis for analysis and examine recent experience and current issues.

(1602703) International Accounting (3cr)

Accounting in countries like Japan, the United States of America, and the United Kingdom; accounting and control within multinational enterprise harmonization and cross-border accounting regulations; international taxation.

(1604725) Marketing Strategy (3cr)

An integrative, dynamic overview of competitive product or brand strategy, focusing on understanding, developing, and evaluating product or brand strategies over the life of a product and market, as well as developing a framework for emerging marketing strategies that give or yield a distinctive competitive advantage based on customer and competitor analysis; strategies for pioneering new brands, strategies for late entry, growth strategies, strategies for mature and declining markets, and defensive marketing strategies.

(1607713) The Legal Environment of International Trade and Electronic Commerce (3cr)

A study of the role of law and ethics in business and society, how political and social issues affect the law, government regulations, including protection of the environment and antitrust law, general principles of contracts, commercial transactions, property laws and international law, types of business associations including partnerships and corporations.

The curriculum includes defining the electronic commerce and its effects on intellectual property rights such as copyright, neighboring rights, trademarks and protection of domain names on the internet along with the available methods and means for protection thereto. In addition, there will be an examination of the legal aspects which could result from the protection of these rights in this digital environment such as legal and judicial jurisdiction. It also includes in its second section, a study in depth of one of the subjects mentioned in the first section and getting a closer look at international agreements regarding the copyright protection in the

digital environment such as WIPO Copyright Treaty (WCT) and WIPO Property Organization (WIPO) played in protection domain names.

(1603733) Portfolio Management (3cr)

The formulation and overall implementation of international investment strategies, especially the institutional environment in which investment decisions are made; asset allocation strategies; techniques for matching the appropriate investment instruments with the constraints imposed by different liability structures; new instruments (innovations) of international finance.

(1604724) International Marketing (3cr)

Introduce students with the core concepts and their that will explain international Marketing. Explain and discuss the main issues that affect the international marketing decision Acquiring students with the necessary skills that will enable them to work in international marketing.

(1601791) Special Topics in International Business (3cr)

This course concentrates on studying specific and recent Topics In International Business, These topics will be researched from a theoretical and applied perspective in such away that it allow the students to use information in an unilateral and integrated frame work The course also requires writing research papers according to the required subjects.

(1607717) International Monetary System (3 Cr)

It covers the following major topics: international economic system development: international system under the gold standard, the Bretton Woods system, and beyond the Bretton Woods; The Gold Exchange, Pegged rates and floating rates; Approaches to balance of payments and international capital flows; International financial makets; foreign direct investment and multinational firms.

(1607705) Econometrics (3 Cr)

This course covers the following topics :
Classical linear Regression and hypothesis, testing Problems in

Regression analysis : Mutlicollinearity , unequal Variance, and Auto-correlation . The use of Dummy Variables in Regression Analysis, Functional Form , and non- linear Regression Models. Linear Regression with stochastic Regressors .

(1607711) Microeconomics Competitiveness (3 Cr)

This course covers the following topics :
The determinants of competitiveness advantage for firms and industries

(1607712) Quantitative Methods and Tools for International Trade and Policy Analysis (3 Cr)

The aim of this course is o enable students to use the econometric teqniques that leaned in the international economics. This envolves teaching students about sources of international trade data and empirically evaluate policy and trade issues.

(1601780) Total Quality Management (3 Cr)

This course reviews the the history of quality and examines the wide variety of philosophies, concepts and techniques for managing and improving quality. It will help gian the information and skills that are required to implement total quality practices in organization.